

Codec Systems Limited

Hyperion Planning in Ireland

Hyperion Planning in Ireland

	Sales, Purchasing, Stock and Finance 3 Year Rolling Forecast
	P&L, Balance Sheet, Cash Flow Payroll, Capex, Long Term Forecast
	P&L, Balance Sheet, Cash Flow Payroll, Capex and 5 Year Plan
	P&L, Balance Sheet, Cash Flow 2, 5, 10 Year Forecasts
	Actuals Analysis Application Planning and Capital Projects Models
	Group, Retail and Corporate Business Overheads, Payroll, Capex, ABC

Agenda

- ➔ Before Hyperion ...
- ➔ Financial Reporting
- ➔ Forecasting the Budget
- ➔ Long Term Forecasting
- ➔ What If
- ➔ Payroll
- ➔ Capex
- ➔ What else ?

ORACLE Enterprise Performance Management System Workspace, Fusion Edition

Navigate File Edit View Tools Administration Help

TotPlan - Task 3 of 15 - Plan Revenue

Task 1 of 15 - Review Guidelines

- Department Expenses and R...
- Product Expenses and Reven...
- Purchase Manager
- Sales Manager
- Review Guidelines
- Review Revenue Plan
 - Plan Revenue
- Operating Expenses
- Department Expenses
- Compensation Plan
 - Enter Compensation ...
- Capital Plan
 - Review Existing Assets
 - Add New Assets
 - Review Capital Spen...
- Review Financial State...
- Review Reports
- Submit Plan for Approval

TotPlan

Page Plan MA Distribution Go

Revenue Plan

Revenue Drivers Product Mix Product Revenue

Page Working FY10 Go

	Jan	Feb	Mar	Apr
Bookshelf Audio System	6.10%	5.02%	3.17%	3.81%
Home Theater Audio System	8.21%	6.76%	4.27%	5.13%
Home Audio	14.30%	11.79%	7.43%	8.94%

Revenue Targets

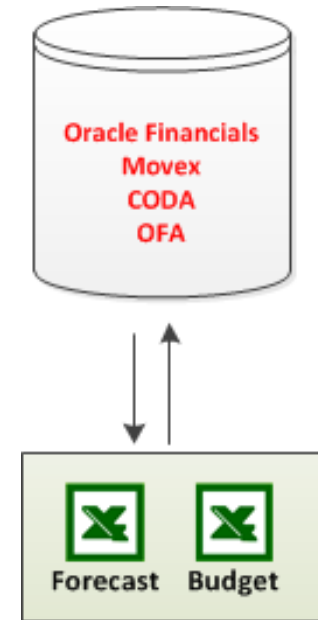
Page FY10 Go

	Initial	Target	Variance	Variance (%)
Operating Revenue		290,015,826	-290,015,826	-100.0%

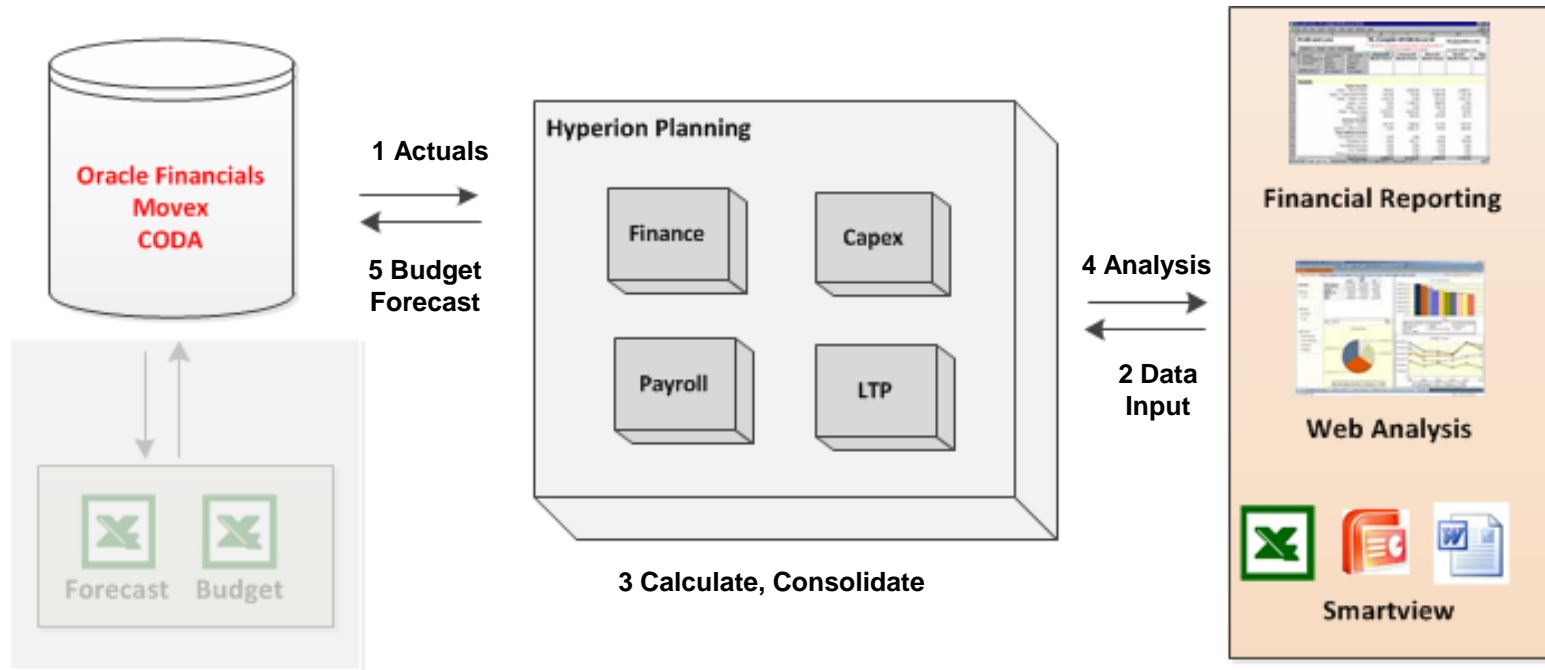
Complete Previous Ir

Before Hyperion there was ...

- ➔ Data Quality Risks
- ➔ Time spent collecting data
- ➔ Hard to seed the Long Term Planning Models
- ➔ Hard to manage multiple versions
- ➔ Limited “What If” analysis
- ➔ Reporting restrictions

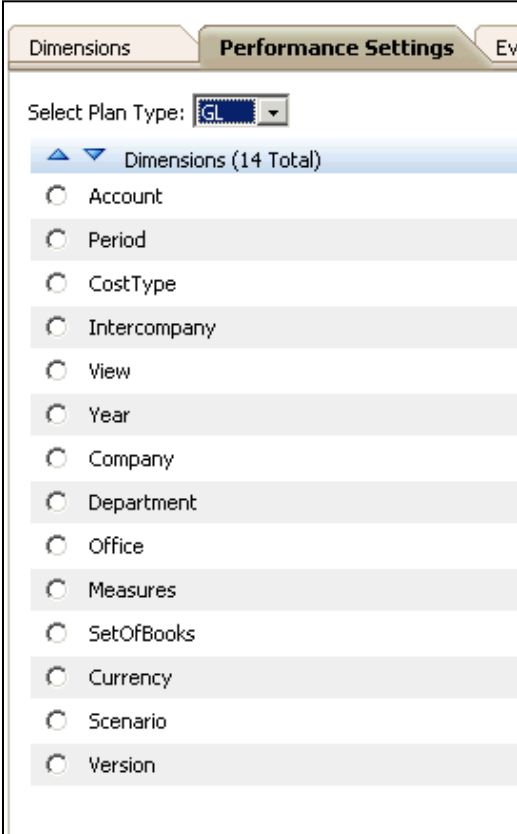


Hyperion Planning



➔ ICON

- Detailed Actuals analysis by all elements in Chart of Accounts
- Financial Reporting Books to produce PDF reports for multiple companies, divisions, offices etc.
- Considered a replacement to the existing FSG reports
- Provides the ability to run a pre-consolidation to USD from 40+ sets of books

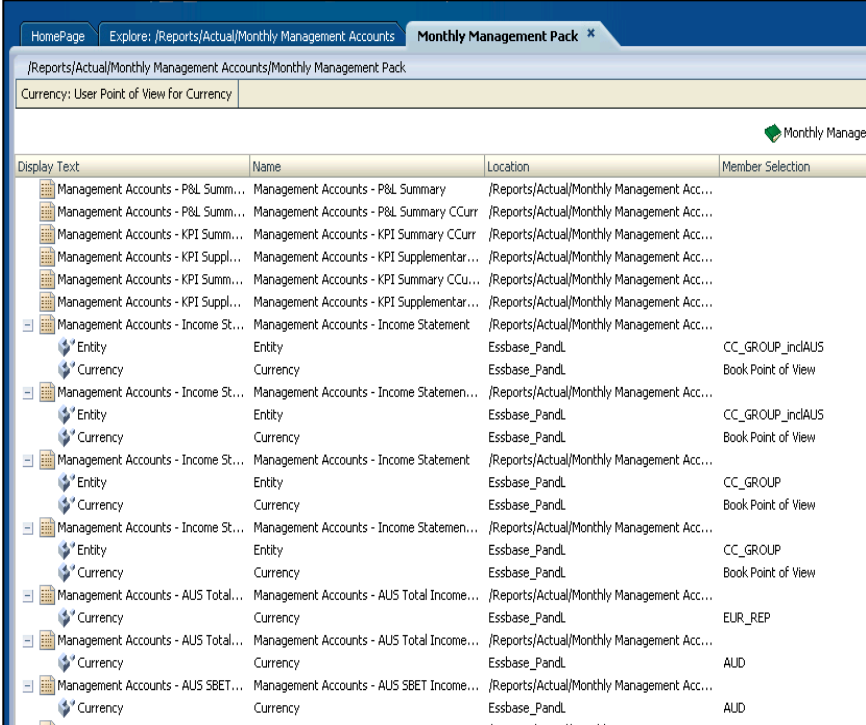


The screenshot shows a software interface with two tabs: "Dimensions" and "Performance Settings". The "Performance Settings" tab is active. Below the tabs, there is a "Select Plan Type:" dropdown menu with "GL" selected. Below this is a list of dimensions, each with a radio button and a label. The list is titled "Dimensions (14 Total)". The dimensions listed are: Account, Period, CostType, Intercompany, View, Year, Company, Department, Office, Measures, SetOfBooks, Currency, Scenario, and Version. The "Account" dimension is currently selected.

Financial Reporting

➔ Paddypower

- Detailed Retail, Non-Retail and Shared Services Profit and Loss
- 500+ Financial Reports and Web Analysis Charts delivered in FR Books and Smartview Powerpoint packs
- Rolling out Balance Sheet and Cash Flow reporting in Hyperion as alternative to FSG reports
- FR Books allow 100+ page pdf documents in seconds



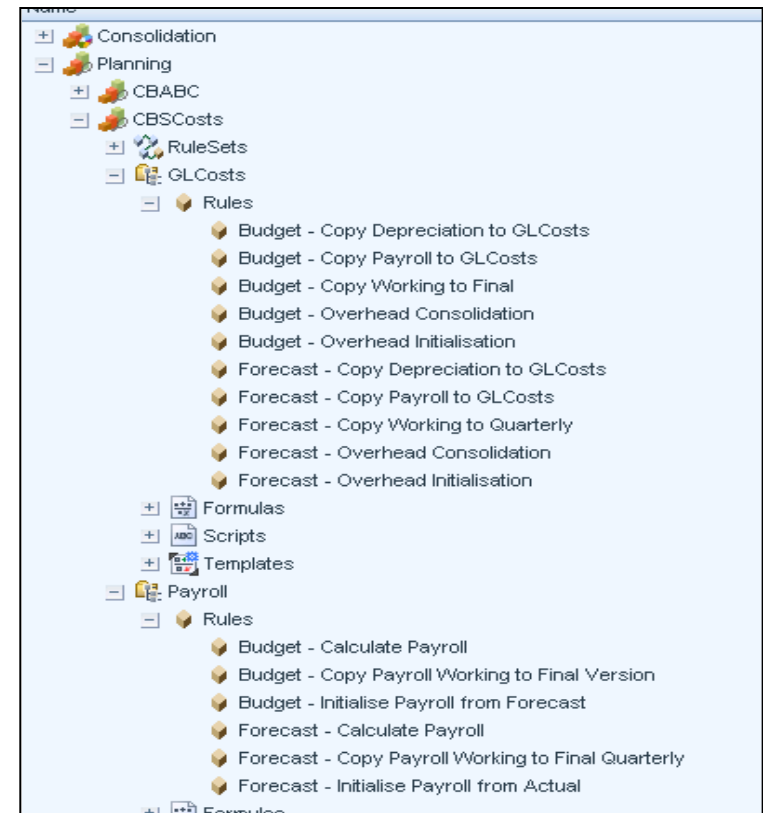
The screenshot displays a Hyperion Financial Reporting interface. The browser address bar shows the path: /Reports/Actual/Monthly Management Accounts. The page title is "Monthly Management Pack". Below the title, there is a table with the following columns: Display Text, Name, Location, and Member Selection. The table lists various management accounts, including P&L Summaries, KPI Summaries, and Income Statements, each with associated entities and currencies.

Display Text	Name	Location	Member Selection
Management Accounts - P&L Summ...	Management Accounts - P&L Summary	/Reports/Actual/Monthly Management Acc...	
Management Accounts - P&L Summ...	Management Accounts - P&L Summary CCurr	/Reports/Actual/Monthly Management Acc...	
Management Accounts - KPI Summ...	Management Accounts - KPI Summary CCurr	/Reports/Actual/Monthly Management Acc...	
Management Accounts - KPI Suppl...	Management Accounts - KPI Suppl...	/Reports/Actual/Monthly Management Acc...	
Management Accounts - KPI Summ...	Management Accounts - KPI Summary CCu...	/Reports/Actual/Monthly Management Acc...	
Management Accounts - KPI Suppl...	Management Accounts - KPI Suppl...	/Reports/Actual/Monthly Management Acc...	
Management Accounts - Income St...	Management Accounts - Income Statement	/Reports/Actual/Monthly Management Acc...	
Entity	Entity	Essbase_PandL	CC_GROUP_inclAUS
Currency	Currency	Essbase_PandL	Book Point of View
Management Accounts - Income St...	Management Accounts - Income Statemen...	/Reports/Actual/Monthly Management Acc...	
Entity	Entity	Essbase_PandL	CC_GROUP_inclAUS
Currency	Currency	Essbase_PandL	Book Point of View
Management Accounts - Income St...	Management Accounts - Income Statement	/Reports/Actual/Monthly Management Acc...	
Entity	Entity	Essbase_PandL	CC_GROUP
Currency	Currency	Essbase_PandL	Book Point of View
Management Accounts - Income St...	Management Accounts - Income Statemen...	/Reports/Actual/Monthly Management Acc...	
Entity	Entity	Essbase_PandL	CC_GROUP
Currency	Currency	Essbase_PandL	Book Point of View
Management Accounts - AUS Total...	Management Accounts - AUS Total Income...	/Reports/Actual/Monthly Management Acc...	
Currency	Currency	Essbase_PandL	EUR_REP
Management Accounts - AUS Total...	Management Accounts - AUS Total Income...	/Reports/Actual/Monthly Management Acc...	
Currency	Currency	Essbase_PandL	AUD
Management Accounts - AUS SBET...	Management Accounts - AUS SBET Income...	/Reports/Actual/Monthly Management Acc...	
Currency	Currency	Essbase_PandL	AUD

Your Forecast is your Budget

➔ IL&P / Paddy Power / DAA / AWAS

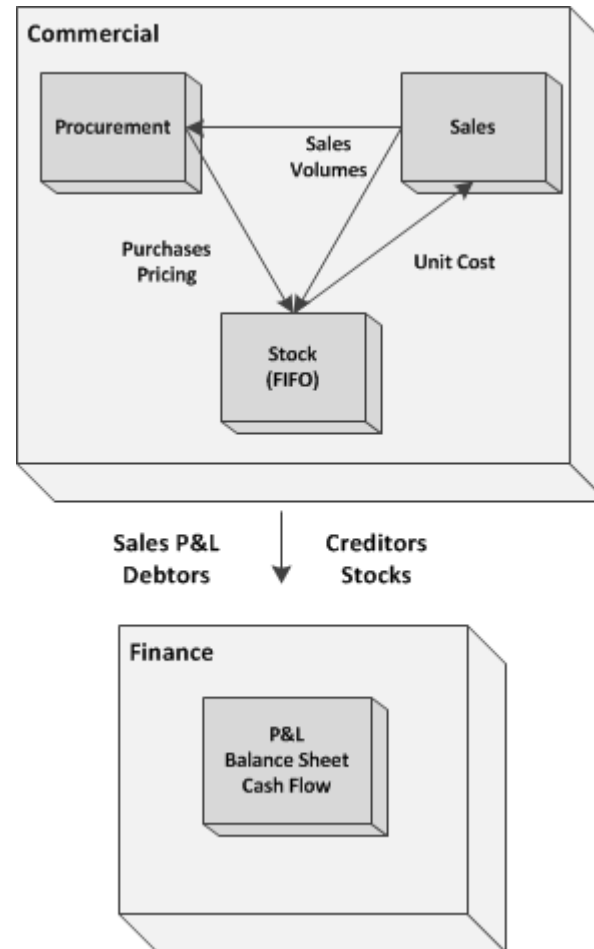
- Forecast and Budget are completed at the same level
- New Hires and New Assets in Forecast Months are carried forward into the Budget
- Forecast can be used to seed the Budget and vice versa
- Time is no longer a restricting factor in a detailed Re-Forecast



Your Forecast is your Budget

➔ Irish Dairy Board

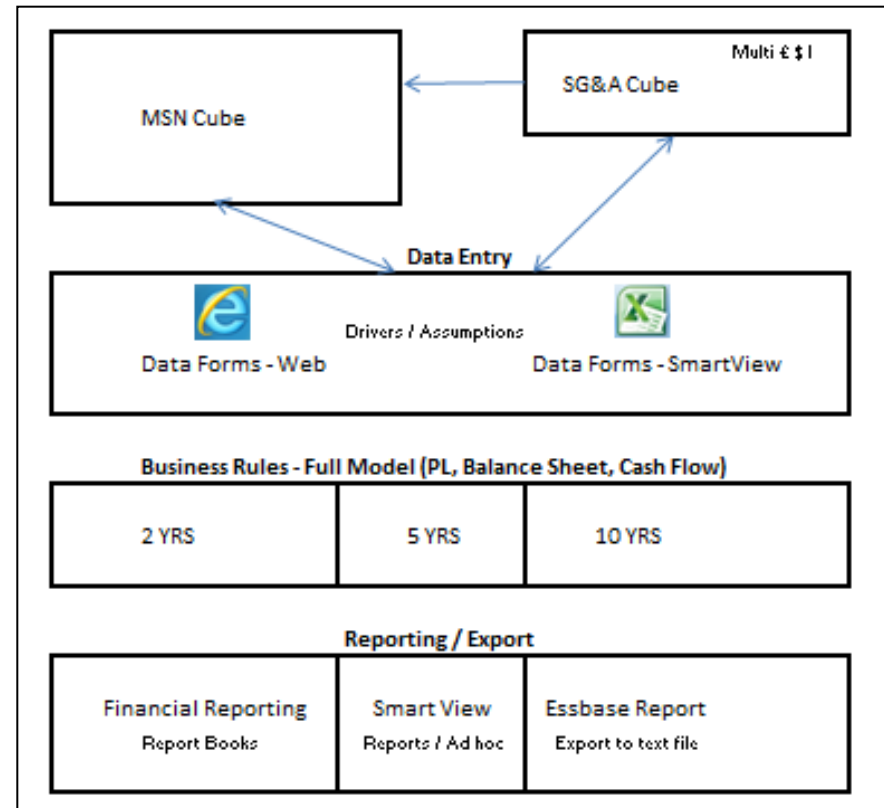
- Forecast is current year + 2 allowing re-forecast at budget time and use the second year
- Purchasing, Sales and Stock models are all dependent on each other
- Using a FIFO model to determine the Cost of Sales.
- P&L Pre Admin, Creditors, Debtors and Stocks loaded to Finance model



Long Term Forecasting

➔ AWAS

- Capital Request forecast on a monthly basis as well as a Budget and a 5 Year Plan using the same model
- Forecast is generated by aircraft (MSN) and has the capabilities to add new aircraft (Pipeline) and new Investments (Investments)
- Movement of financial data is triggered by changes in the status of aircraft



Long Term Forecasting

➔ DAA

- Long Term Forecast to generate a 10 year Cash Flow statement
- Seed from Expected or Budget and the ability to use Drivers or Data Input
- Forecast process managed from a single Task List
- Business Rules calculate a consolidated forecast for multiple companies



What if ?

➔ Balance Sheet Revaluation

- Determine FX exposure in the Balance Sheet

➔ Constant Currency Analysis

- Compare to last year's actuals
- Consolidation using Quarterly Rates

➔ Like for Like

- Copy Budget or Forecast and calculate with filters applied

➔ Scenario Forecasting

- Low, Medium, High Factors

Company: Company Projects: Projects									
Current Month Actual	Current Month Budget Constant Currency11_LFL	Current Month Inc / (Dec) vs Bud Constant Currency11_LFL	Current Month Prior Year Constant Currency11_LFL	Current Month Inc / (Dec) vs PY		YTD Actual	YTD Budget Constant Currency11_LFL	YTD Inc / (Dec) vs Bud Constant Currency11_LFL	YTD Prior Year Constant Currency11_LFL
Aug 2011	Aug 2011	Euro Total %	Aug 2010	%		Aug 2011	Aug 2011	Euro Total %	Aug 2010
					Like for Like: Retail				
					Sports Bets				
					Turnover				
					▶ Sportsbook Turnover				
					▶ FOBT Turnover				
					▶ SSBT Turnover				
					▶ Total Income				
					▶ Less free bets included in turnover				
					Turnover				
					FOBT Gross				
					Sportsbook Turnover (net Free Bets)				
					Cost of Winning Bets				
					▶ Sportsbet Payout				
					▶ SSBT Payout				
					▶ Hedging				
					▶ MTM				
					▶ Less estimated cost of payout on free bets				
					Cost of Winning Bets				
					Gross Win				
					Sportsbook Gross Win				
					Sportsbook GW %				

Scenario	Sensitivity Definitions
Default Sensitivity	Base Passengers, Base Capex, Base Rates
Sensitivity 1	Low Passengers, Capex High, Base Rates
Sensitivity 2	Base Passengers, Base Capex, High Rates

Payroll Calculation

➔ Paddy Power

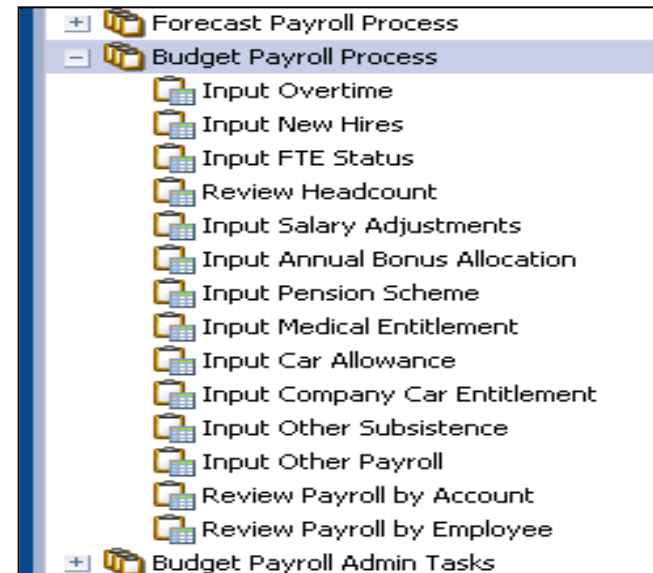
- Head Office Payroll
- 1000+ Employee Dimension

➔ DAA



- 4000+ Employee Dimension
- New Hires linked to Oracle

➔ IL&P

- Group
- Retail
- Corporate Business



Capex Modelling

	
Extracts: Oracle Fixed Assets, Primavera, Oracle Projects	Extracts: Oracle Fixed Assets
Projects: 1000+ Assets: 2500+	Projects: 4000+ Assets: Next Phase
Dimensions: Company, Business Unit, Location, Currency	Dimensions: Company, Office, Department, Division, Currency
Attributes: CIP, Project Source, Workstream	Attributes: Project Owner, Project Region, Status, Category

Stock Availability

➔ Irish Dairy Board

- Sales Team forecast Sales volumes by Market, Customer, Grade, Product and Division
- Procurement forecast purchases by Supplier, Product and Grade
- Stock Availability Rule and Review Forms can be used to manage shortfalls between Sales and Purchases

The screenshot shows a software window titled 'PLAND008' with a 'Launch Business Rules' section. A tree view on the left lists various tasks, with 'Cheese Procurement Forecast' selected. On the right, a 'Task List: Cheese Proc' panel displays the following status:

- 0 % complete
- 14 of 14 incomplete
- 0 overdue
- 0 are due soon

	Period1	Period2	Period3	Period4	Period5	Period6
Opening Stock	37,245	34,119	32,370	34,141	36,704	42,155
Sales Volumes WL	4,075.03	3,888.78	4,585.52	4,838.67	4,644.02	4,711.11
Purchase Volumes	1,010	2,212	6,433	7,449	10,156	12,111
Transfers In WL						
Transfers Out Sales WL	57.77	61.73	71.34	76.49	48.19	61.11
Transfers Out Direct WL						
Available Stock	34,119	32,370	34,141	36,704	42,155	49,111

Concessions Model

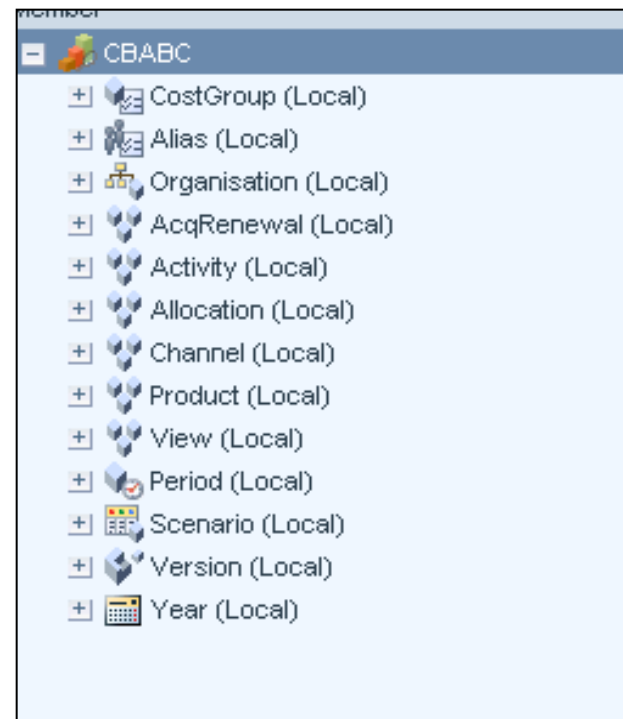
➔ DAA

- To eliminate the use of numerous spreadsheets across the organisation & to eliminate the different departments each keying in separate figures
- To facilitate the use of a portal so the concessionaires can key in their own turnover data
- To calculate the concessionaires measures and report on Concession Income weekly
- To produce a file that can be loaded to Oracle AR for invoicing the concessionaires
- Model will include Location, Concessionaire Type, Measures, Week, Month Year, Company, Business Unit, Scenario, Version

Activity Based Costing

➔ IL&P

- Overheads by Organisation, GL Account
- Overheads are allocated based on Activity
- Overheads allocated across Product, Channel and CostGroup
- Allocation rule runs in seconds



Q&A