

## Convert with Confidence

### Going from Hyperion Enterprise to Hyperion Financial Management

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## Agenda

- Introduction
- Introduction to the Project Lifecycle
- Design: Realizing Key HFM Benefits
  - Inter-company (ICP) Eliminations
  - Workflow Tasks
  - Process Management
  - Validation of Data
  - Reporting
- Data Elements: Hyperion's Competitive Advantage in migrating faster
  - Historical Data Conversion
  - Data Loading / Mapping into the new application
- Q&A

## **Finit Solutions**

- Hyperion Preferred Partner and a Member of the Oracle Partner Network (OPN)
- Concentration on Oracle / Hyperion products
- Recognized in the 2007 Inc 500 list as the 42<sup>nd</sup> fastest growing IT services company – the only Hyperion partner to make the list
- Focus on providing superior service and value to our clients by providing Hyperion expertise, strong Finance / Accounting knowledge and by being proactive
- Some of our clients include: United Technologies, Pfizer, Johnson Controls, Comcast, Chevron, Mittal Steel and Tyco

## Benefits of HFM

- User Friendly
  - Web-based (app and reporting)
- More Functionality
  - Enhanced intercompany reporting
  - Controlled end user experience through task lists
  - Process Management provides insight to unit's status and who does what, when
  - Ability to tie Validations to end user sign-off
  - Ability to insert qualitative analysis of balances and fluctuations directly in the application
  - Maintenance can be performed when users are in the system
  - Reporting – centralized, dynamic, less maintenance
- Flexible
  - Additional Dimensionality
  - Re-segmenting the reporting of operations
  - Cell text available to explain numbers

## HE to HFM Migration Activities

- Define, Design, Install and Plan
  - Define scope and requirements, design an application blue-print, install the software and build the plan to achieve success.
- HFM Metadata Build
  - Build the structures outlined in the design
- Data
  - Historical Data Conversion
  - Source system Data Integration into HFM
- Workflow and Reporting
  - Development of BI+ Repository, Workspace & Workflow items
- Training
  - Train your end users
- Testing
  - Perform application, user acceptance and performance / stress testing to ensure application stability and system functionality
  - Parallel testing to prepare end users

## Key Design and Data Components

- **Design**
  - Understanding Key New Functionality in HFM and BI+ Reporting
  - Addressing ‘clutter’ that may have built up in your current Hyperion Enterprise application
  - Workflow / Validations / Reporting
- **Data**
  - Building a Data strategy to speed the migration time

## Inter-Company Eliminations

- The intercompany dimension takes the place of the intercompany sub-account table
- Automatically populated by flagging entities as intercompany
- “Elim” entities are no longer needed, as it is possible to identify the elimination balances that are contributed from every child entity in isolation as they roll up to the common parent entity
- Plug accounts are assigned as an account attribute to all intercompany accounts
- Improved Intercompany matching reports to quickly determine mismatches

## Using Process Management

- Management of the review and approval process of financial data
- Can use to transfer ownership of data as well provide review control and ensure data privacy
- Process unit is combination of data for specific:
  - Scenario
  - Year
  - Period
  - Entity
  - Value
- Data can be promoted upwards or rejected downwards
- Submissions tied to phases

## Using Process Management (Cont.)

- Design Considerations:
  - Review levels go both ways, so although it may make sense to use review levels 1,2,3,4, etc., keep in mind that if data needs to be re-loaded that the same people that promoted data will need to reject it back down to the original level
  - Needs to be decided early in the design phase because this is all controlled through security and metadata and will need to be accounted for during the initial build of both
  - Process Management can be tied to the successful passing of key validation checks
  - Phased Submissions can be utilized

## Using Validation Accounts and Rules

- Validation accounts can be tied to Process Management to determine whether Promotion and Sign Off can take place.
- A series of validation accounts can be created such as AR Aging tie to the AR ending balance, roll-forwards, sales detail to the sales number, etc.
- Using the Task List, users can go through their submission and then run a Validation report to tell whether they pass or fail.
- Upon passing those checks a user can promote.
- This is a great way to take the burden of insuring Data Integrity off of the Corporate finance team and onto end users.

## Create and Assign Task Lists

- Task Lists can be used inside HFM to facilitate the user experience of their closing activities.
- Enables you to complete your workflow without navigating among forms, grids, and report modules.
- Task lists can be assigned to Data grids, Web data entry forms, Reports, FDM, Custom Documents and Tasks such as Process Management or Journal Entries
- Users have a clear step by step list of what they should do such as:
  - Step 1 – Load Data through FDM
  - Step 2 – Enter Supplemental Detail
  - Step 3 – Run ICP Matching report
  - Step 4 – Run Validations report
  - Step 5 – Sign off and promote

## Reporting and Analysis Options

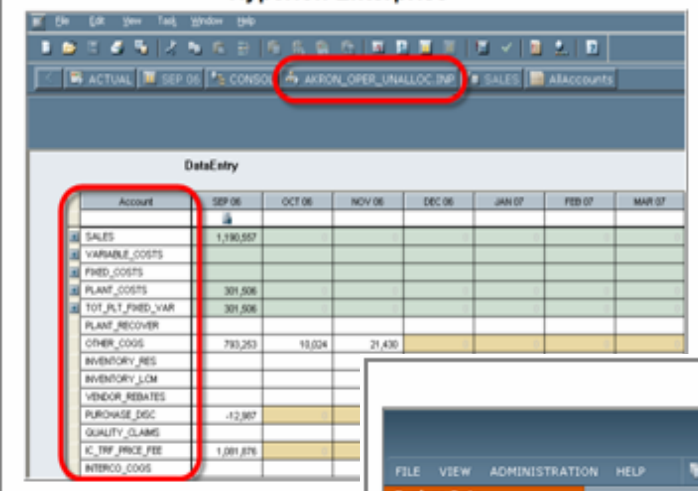
- Available Tools
  - Excel based (Smartview)
  - Dashboards (Web Analysis, Interactive Reporting)
  - Financial Reporting
- The BI+ Workspace makes it easier on users as they just select the reports they want and do not have to worry which systems they pull from.
- In the project definition phase, you should identify which reports are being used and should be migrated.

## Data Elements Introduction

- 2 main Data elements will occur during your migration
- Historical Data Conversion
  - the process of moving and converting your historical data from Hyperion Enterprise into your new HFM application
- Data Integration
  - The process of getting data from source systems into HFM

## What is Historical Data Conversion?

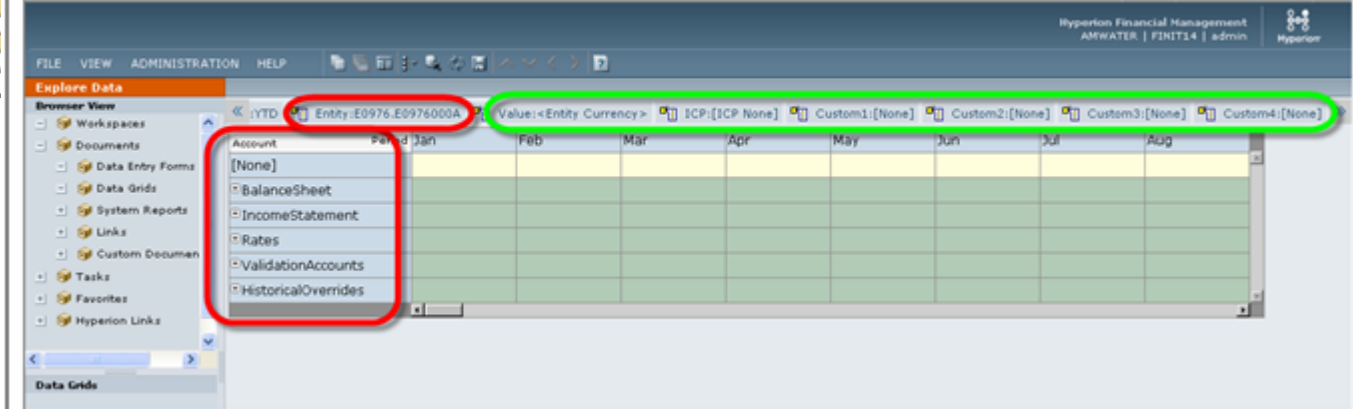
Hyperion Enterprise



Account	SEP 06	OCT 06	NOV 06	DEC 06	JAN 07	FEB 07	MAR 07
SALES	1,190,557						
VARIABLE_COSTS							
FIXED_COSTS							
PLANT_COSTS	301,506						
TOT_PLT_FIXED_VAR	301,506						
PLANT_RECOVER							
OTHER_COSTS	793,253	19,024	21,430				
INVENTORY_RES							
INVENTORY_LCM							
VENDOR_REBATES							
PURCHASE_DISC	-12,867						
QUALITY_CLAIMS							
IC_TRF_PRICE_FEE	1,289,876						
INTERCO_COSTS							

Data conversion entails migrating your historical data from Hyperion Enterprise into HFM according to the newly created dimensions laid out during the design/build phase

HFM



Hyperion Financial Management  
AMWATER | FINET14 | admin

FILE VIEW ADMINISTRATION HELP

Explore Data

Browser View

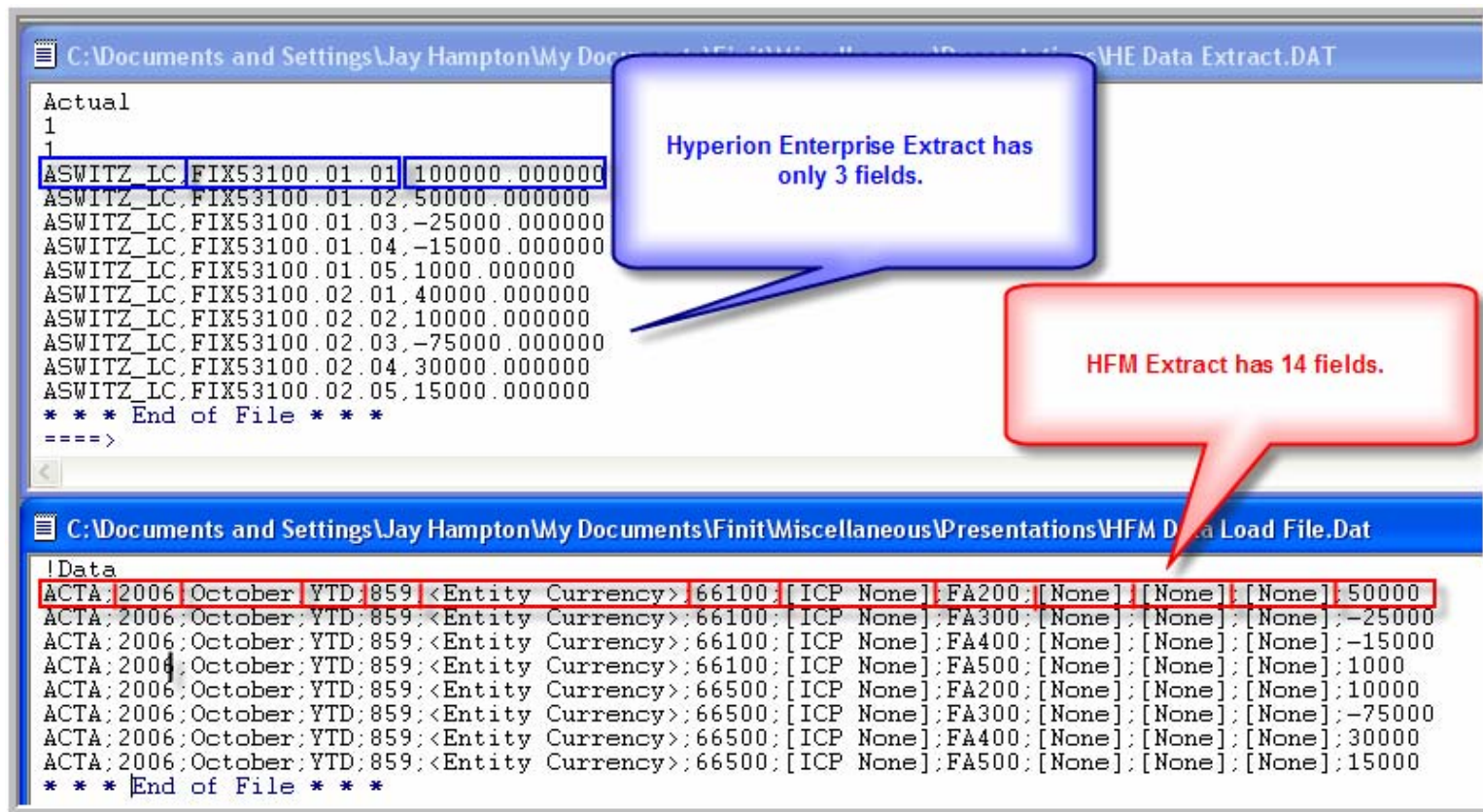
Entity: E0976.E0976000A Value: <Entity Currency> ICP:[ICP None] Custom1:[None] Custom2:[None] Custom3:[None] Custom4:[None]

Account	Period	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
[None]									
BalanceSheet									
IncomeStatement									
Rates									
ValidationAccounts									
HistoricalOverrides									

Data Grids

## Data Conversion Pain #1

### DAT File Conversion



C:\Documents and Settings\Jay Hampton\My Documents\Hyperion Enterprise Extract.DAT

```

Actual
1
1
ASWITZ_LC, FIX53100, 01, 01, 100000, 000000
ASWITZ_LC, FIX53100, 01, 02, 50000, 000000
ASWITZ_LC, FIX53100, 01, 03, -25000, 000000
ASWITZ_LC, FIX53100, 01, 04, -15000, 000000
ASWITZ_LC, FIX53100, 01, 05, 1000, 000000
ASWITZ_LC, FIX53100, 02, 01, 40000, 000000
ASWITZ_LC, FIX53100, 02, 02, 10000, 000000
ASWITZ_LC, FIX53100, 02, 03, -75000, 000000
ASWITZ_LC, FIX53100, 02, 04, 30000, 000000
ASWITZ_LC, FIX53100, 02, 05, 15000, 000000
*** End of File ***
====>
  
```

Hyperion Enterprise Extract has only 3 fields.

C:\Documents and Settings\Jay Hampton\My Documents\Finit\Miscellaneous\Presentations\HFM Data Load File.Dat

```

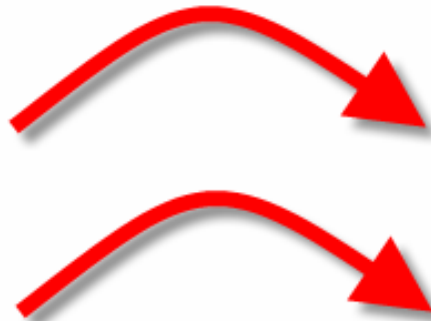
!Data
ACTA;2006;October;YTD;859;<Entity Currency>;66100;[ICP None];FA200;[None];[None];[None];50000
ACTA;2006;October;YTD;859;<Entity Currency>;66100;[ICP None];FA300;[None];[None];[None];-25000
ACTA;2006;October;YTD;859;<Entity Currency>;66100;[ICP None];FA400;[None];[None];[None];-15000
ACTA;2006;October;YTD;859;<Entity Currency>;66100;[ICP None];FA500;[None];[None];[None];1000
ACTA;2006;October;YTD;859;<Entity Currency>;66500;[ICP None];FA200;[None];[None];[None];10000
ACTA;2006;October;YTD;859;<Entity Currency>;66500;[ICP None];FA300;[None];[None];[None];-75000
ACTA;2006;October;YTD;859;<Entity Currency>;66500;[ICP None];FA400;[None];[None];[None];30000
ACTA;2006;October;YTD;859;<Entity Currency>;66500;[ICP None];FA500;[None];[None];[None];15000
*** End of File ***
  
```

HFM Extract has 14 fields.

## Data Conversion Pain #2

Hyperion Enterprise Account Conversion  
 What used to be just an account is now an  
 Account + ICP + C1 + C2 + C3 + C4

Hyperion Enterprise Account
FIX53100.01.01
FIX53100.01.02
FIX53100.01.03
FIX53100.01.04
FIX53100.01.05
FIX53100.02.01
FIX53100.02.02
FIX53100.02.03
FIX53100.02.04
FIX53100.02.05

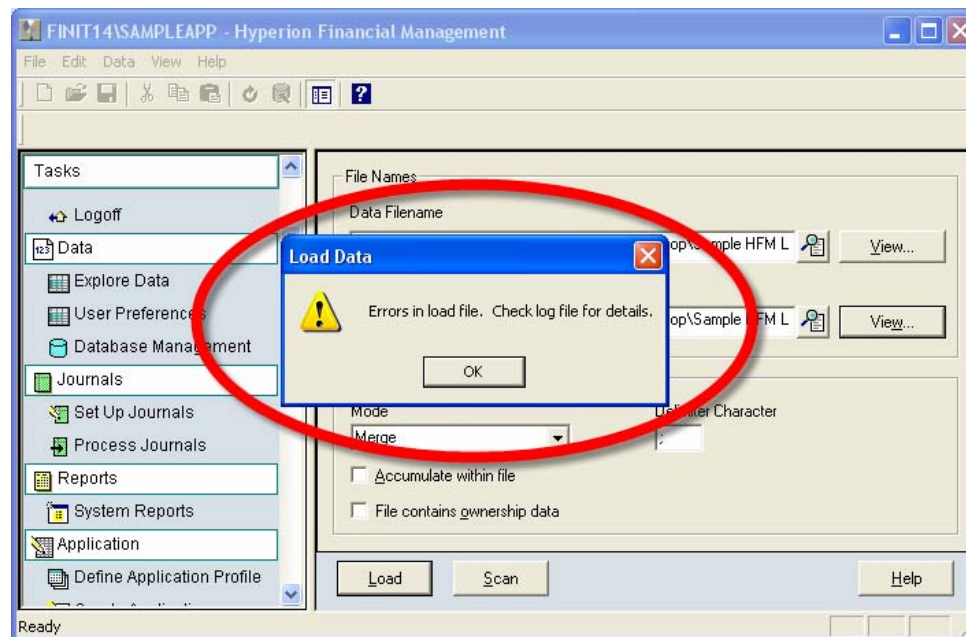


HFM					
Account	ICP	Custom 1	Custom 2	Custom 3	Custom 4
66100	[None]	BB100	[None]	[None]	[None]
66100	[None]	FA200	[None]	[None]	[None]
66100	[None]	FA300	[None]	[None]	[None]
66100	[None]	FA400	[None]	[None]	[None]
66100	[None]	FA500	[None]	[None]	[None]
66500	[None]	BB100	[None]	[None]	[None]
66500	[None]	FA200	[None]	[None]	[None]
66500	[None]	FA300	[None]	[None]	[None]
66500	[None]	FA400	[None]	[None]	[None]
66500	[None]	FA500	[None]	[None]	[None]

## Data Conversion Pain #3

### No Validation Check

Even if you can produce the correct .DAT file, you don't know until you attempt to load the data into HFM whether or not you've got the correct intersection of Account, ICP, Custom1, etc.



## Data Conversion Pain #4

### Multiple Iterations

It's not likely that you'll get the conversion right the first time.  
 Every change requires a re-do.

The image shows four identical tables, each representing a failed conversion attempt. Each table has two columns: 'Hyperion Enterprise Account' and 'HFM'. The 'Hyperion Enterprise Account' column lists accounts like FIX53100.01.02, FIX53100.01.03, etc. The 'HFM' column has headers 'Account', 'ICP', 'Custom 1', 'Custom 2', 'Custom 3', and 'Custom 4'. Each row in the HFM column contains values like 66100, [None], BB100, [None], [None], [None]. A large black 'X' is drawn over each table, and a red arrow points from the 'Hyperion Enterprise Account' column to the 'HFM' column, indicating the direction of the failed conversion.

Hyperion Enterprise Account	HFM					
	Account	ICP	Custom 1	Custom 2	Custom 3	Custom 4
FIX53100.01.01	66100	[None]	BB100	[None]	[None]	[None]
FIX53100.01.02	66100	[None]	FA200	[None]	[None]	[None]
FIX53100.01.03	66100	[None]	FA300	[None]	[None]	[None]
FIX53100.01.04	66100	[None]	FA400	[None]	[None]	[None]
FIX53100.01.05	66100	[None]	FA500	[None]	[None]	[None]
FIX53100.02.01	66500	[None]	BB100	[None]	[None]	[None]
FIX53100.02.02	66500	[None]	FA200	[None]	[None]	[None]
FIX53100.02.03	66500	[None]	FA300	[None]	[None]	[None]
FIX53100.02.04	66500	[None]	FA400	[None]	[None]	[None]
FIX53100.02.05	66500	[None]	FA500	[None]	[None]	[None]

## What is Hyperion Financial Data Quality Management (FDM)?

- Packaged application for Financial Data movement from any data source to any Hyperion application (Enterprise, HFM, Essbase, Planning, etc.)
- Archives all dimensional mapping from sources to target
- Complete transparency / audit trail for all data and user processes
- Built for business users to administer and maintain
- Unique product in industry

## Benefits of using FDM with Historical Data Conversion

- FDM configures the file to be loaded to HFM, no manual intervention is needed
- Intersection Validation Functionality in FDM checks your data before it is exported to make sure your mapping is valid
- Stored Mapping Tables allow for easy changes and re-loads of data
- Audit Trail and permanent record of all historical data loaded
- Data Conversion process results in historical data being loaded AND a HE to HFM mapping table that can be used in triangulation

## What is Data Integration?

- Data Integration is taking your current data submission process into Hyperion Enterprise and converting it into HFM
- From an FDM perspective, it involves setting up your source files to load and map into your HFM structure

## Data Integration Phases (FDM)

- **Phase 1** – Obtain a valid GL extract file and a GL to HE mapping table.
- **Phase 2** – “Triangulate” maps to become GL to HFM Maps.
- **Phase 3** - Run the GL extract up against the GL to HFM Maps. Identify if any unmapped GL accounts exist. Once all items are mapped, load the data into HFM
- **Phase 4** – Reconcile the data loaded against historical data.

## What is Triangulation?

**GL to HE + HE to HFM = GL to HFM**

GL to HE	GL Account	HE Account					
	1000.100	CASH.WACHOVIA					
↓							
			HFM				
HE to HFM	HE Account	Account	ICP	C1	C2	C3	C4
	CASH.WACHOVIA	CASH	[ICP NONE]	WACHOVIA	[NONE]	[NONE]	[NONE]
=							
			HFM				
GL to HFM	GL Account	Account	ICP	C1	C2	C3	C4
	1000.100	CASH	[ICP NONE]	WACHOVIA	[NONE]	[NONE]	[NONE]

## Benefits of Data Integration using FDM

- Users only have to map to their existing system which they are more familiar with - especially beneficial for users with limited knowledge of the HFM system and dimensions or if the HFM training will not take place until later
- Leverages the knowledge of both the end user (GL to HE) as well as the Admin (HE to HFM) to create the end result (GL to HFM)
- Combined with data conversion, once the triangulation takes place it gives users additional exposure to the FDM mapping process and gets them reconciling their data sooner
- Can help users understand the new HFM structure by seeing a bridge of their GL accounts to HE to the new HFM dimensions.