



# Oracle Fusion ERP Analytics (aka Fusion Analytics Warehouse)

CLUB UTILISATEURS ORACLE

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14 Décembre 2021



## SAFE HARBOR

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**Stefania Frigerio**  
Principal Sales Engineer

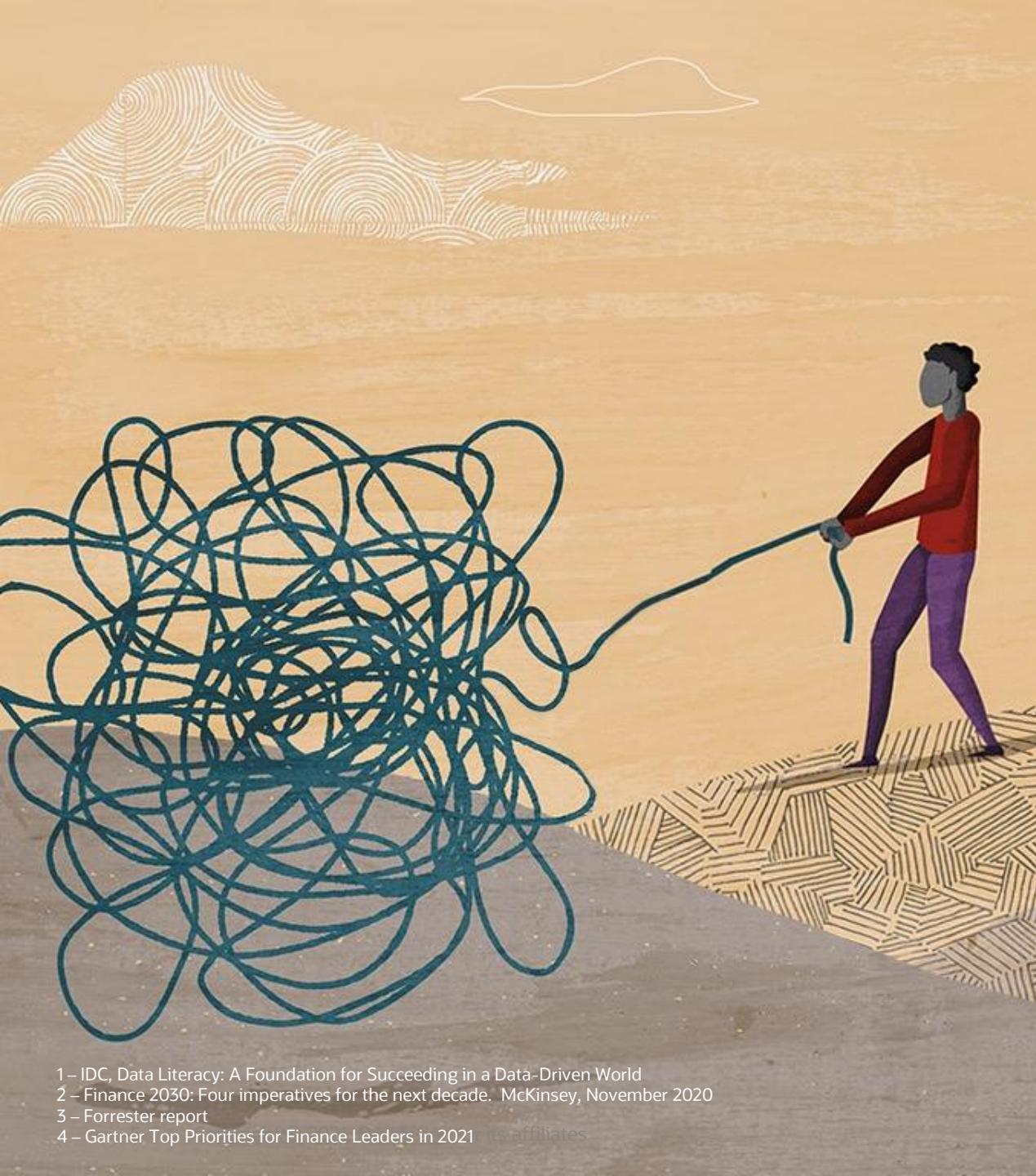
ERPM - Finance



# Answering the tough questions

- How can cash flow and working capital be improved? How can payments be collected faster?
- Where to find cost savings opportunities with tightening expense initiatives?
- What are the drivers of profitability in our workforce and supply chain?
- How to identify process efficiencies to increase productivity?





## Struggling to keep pace with change

81%

of organizations spend  
majority of time dealing  
with data instead of  
analysis and action<sup>1</sup>

175

zettabytes of data the  
world is anticipated to  
reach by 2025<sup>2</sup>

73%

of enterprise data goes  
unanalyzed due to  
disconnected data silos.<sup>3</sup>

#1

priority of CFOs in 2021 is  
advanced data analytics  
technologies and tools<sup>4</sup>

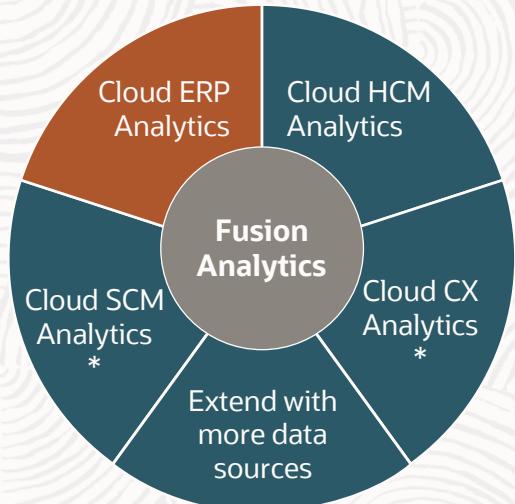
1 – IDC, Data Literacy: A Foundation for Succeeding in a Data-Driven World

2 – Finance 2030: Four imperatives for the next decade. McKinsey, November 2020

3 – Forrester report

4 – Gartner Top Priorities for Finance Leaders in 2021 its affiliates

# Why Fusion Analytics?



**Pre-built, ready to go**  
data foundation, visualizations  
to help reduce complexity

**Unified and cross functional**  
single extensible data model  
to eliminate data silos

**Intuitively personalized**  
Immersive, self-learning user  
experience with layered security



# Jump start your analysis

Spend Analysis Across Many Dimensions (Category, Business Unit, Geography, Time Period, etc.)

## General Ledger

- Revenue
- Operating expense
- Net income
- EBITDA
- Payroll cost
- Net working capital
- DSO, DPO, DIO
- Current and quick ratio

## Accounts Receivable

- AR outstanding
- AR average days outstanding
- AR aging
- AR current due, overdue
- AR average invoices amount
- AR receipts
- AR debit/credit memos amounts
- AR distribution amount

## Accounts Payable

- AP current due, overdue
- AP avg supplier payment days
- AP turnover
- AP aging
- AP on time & overdue payments
- AP discount taken and lost %
- AP average days on hold
- AP % interest penalties paid

## Spend

- Addressable Spend
- PO Matched Spend
- Agreement Leakage Spend
- Negotiated Spend %
- Average Spend Per Invoice
- Top ten suppliers
- PO Matched Spend %
- Max, Min, Average Unit Price

## Employee Expense

- Total and avg expense amount
- Credit card expense amount
- Cash expense amount
- Manual and auto audit %
- Expense approval cycle time
- Expense filing cycle time
- Cash expense reimburse cycle time
- Avg days late

## Use Cases



Identify profitability & cost drivers  
Optimize cash & working capital  
Easily drill across finance (ie subledger details)



Gain in-depth revenue insights  
Reduce days sales outstanding  
Improve AR aging and turnover performance



Improve payment performance  
Optimize days payable outstanding  
Discover insights into aging trends



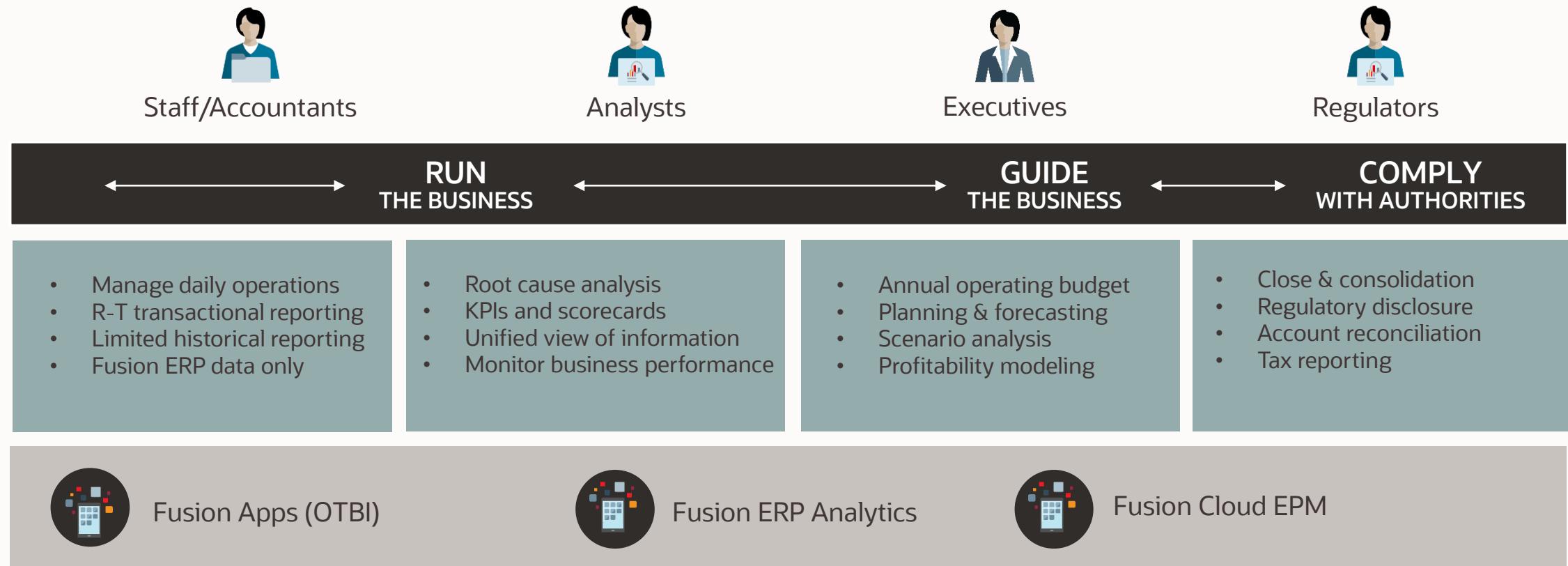
Uncover hidden cost savings  
Minimize risk, ensure compliance  
Improve procure-to-pay efficiency



Identify fraud and noncompliance  
Enforce policy adherence  
Track expense cycle performance

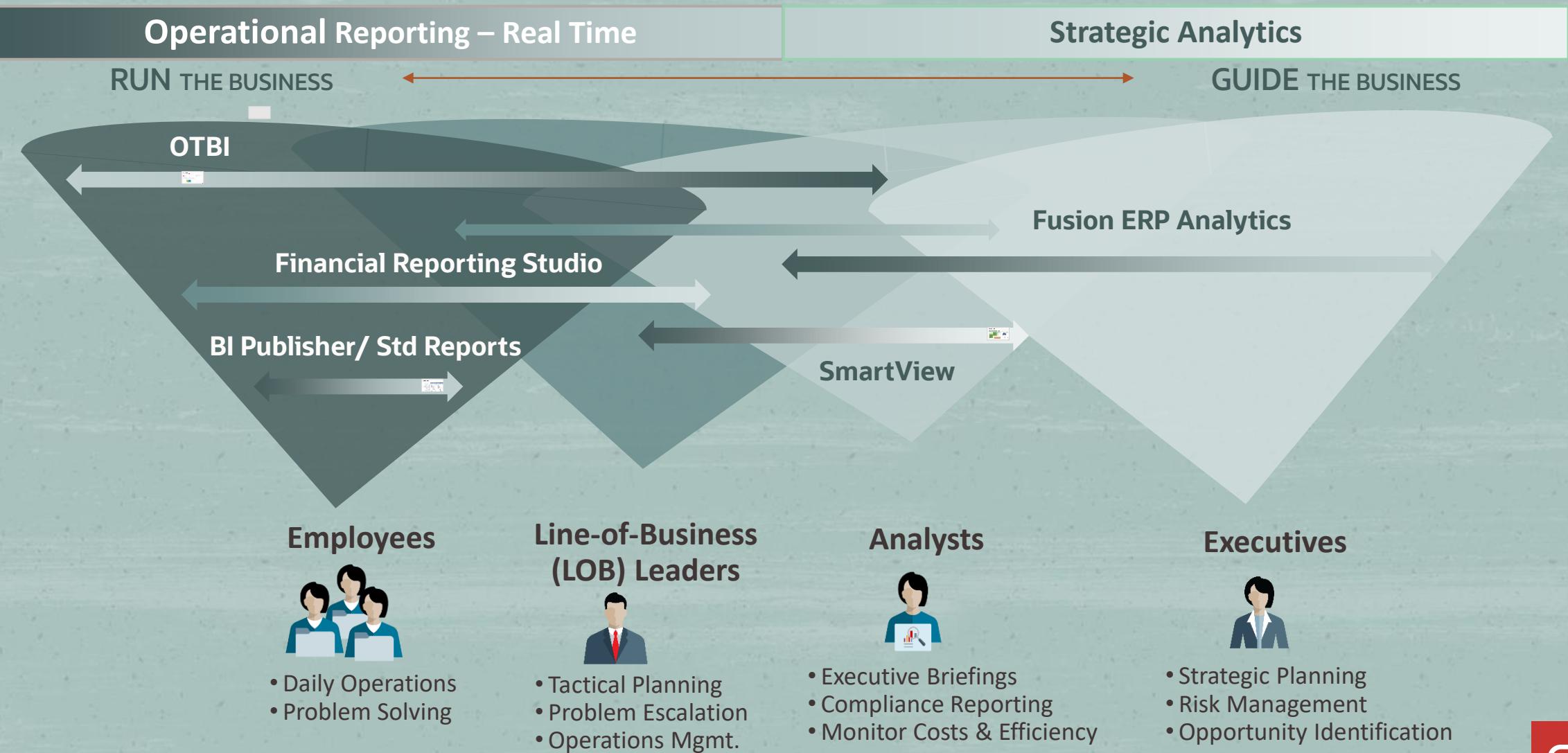
# Oracle Covers the Complete Spectrum of Analytics Solutions for Finance

Answering simple and bold questions for everyone in the organization

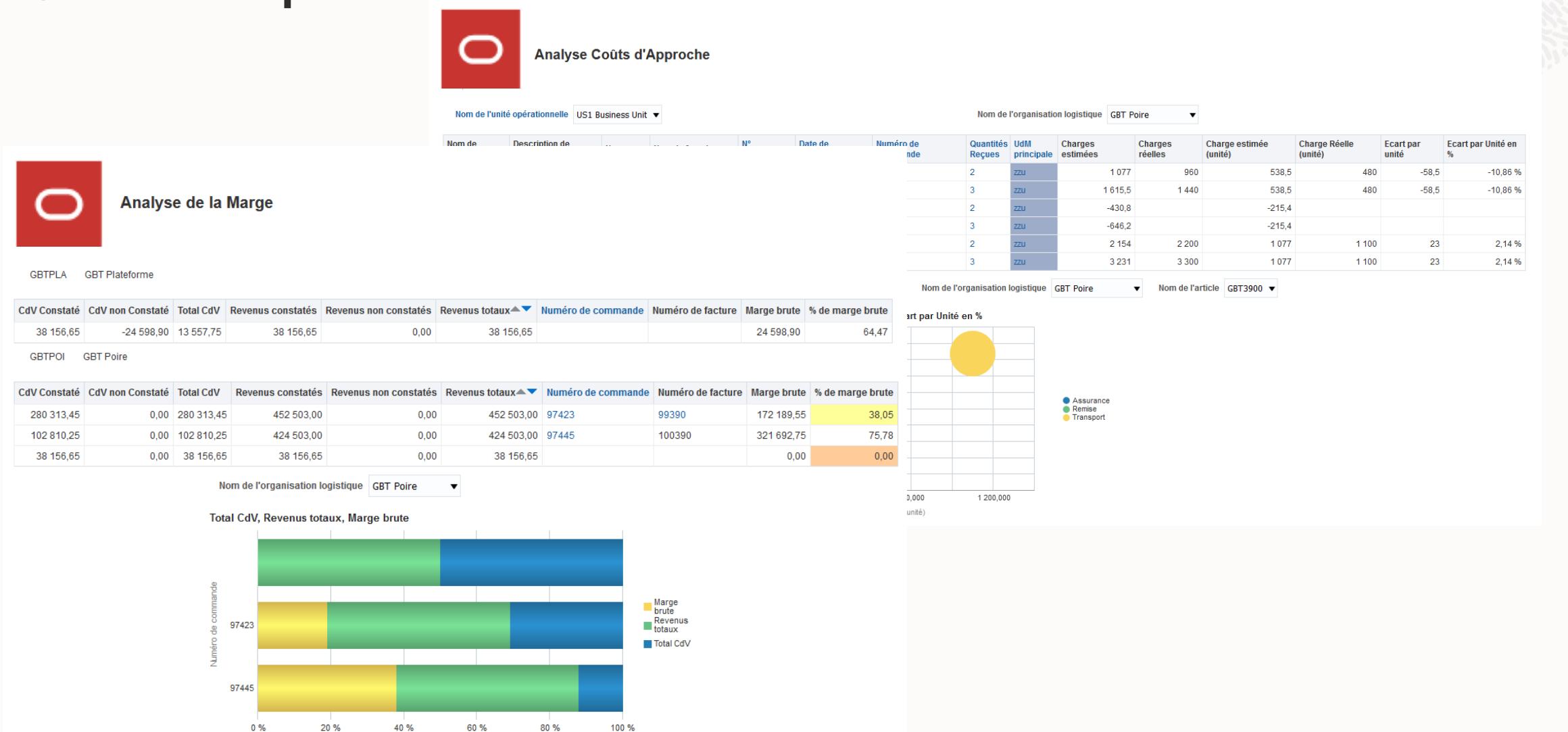


# Oracle Covers the Complete Spectrum of Analytics Solutions for Finance

Answering simple and bold questions for everyone in the organization



# OTBI - Examples



# OTBI – Examples

Organisation Liste de projets Fiche projet Situation Projet Ressources Achats Liste de projets - Coûts Fiche projet - Coûts liste projet avec statut

Overview Billing Summary

Subscription Start Date Subscription Closed Date Business Unit Select Value Organization Name Select Value Subscription Status Code Select Value

Signed In As Calvin Roth

17.43 Marge %

Activité Consulting Services

Revenu

Abonnement Fer... Abonnement eng... OBS Abonnement SR41110

PO Spend Trend

PO Spend Trend

Product Analysis

382M 63K 12K 11 86 14 17 15 262M

PO Spend all POs Unbilled Requisitions Non-approved Requisitions Non-approved # Agreements Active % Released Agreements # Negotiations Not Completed Qualifications Supplier Expired Qualifi... Invoices Non-PO Amount

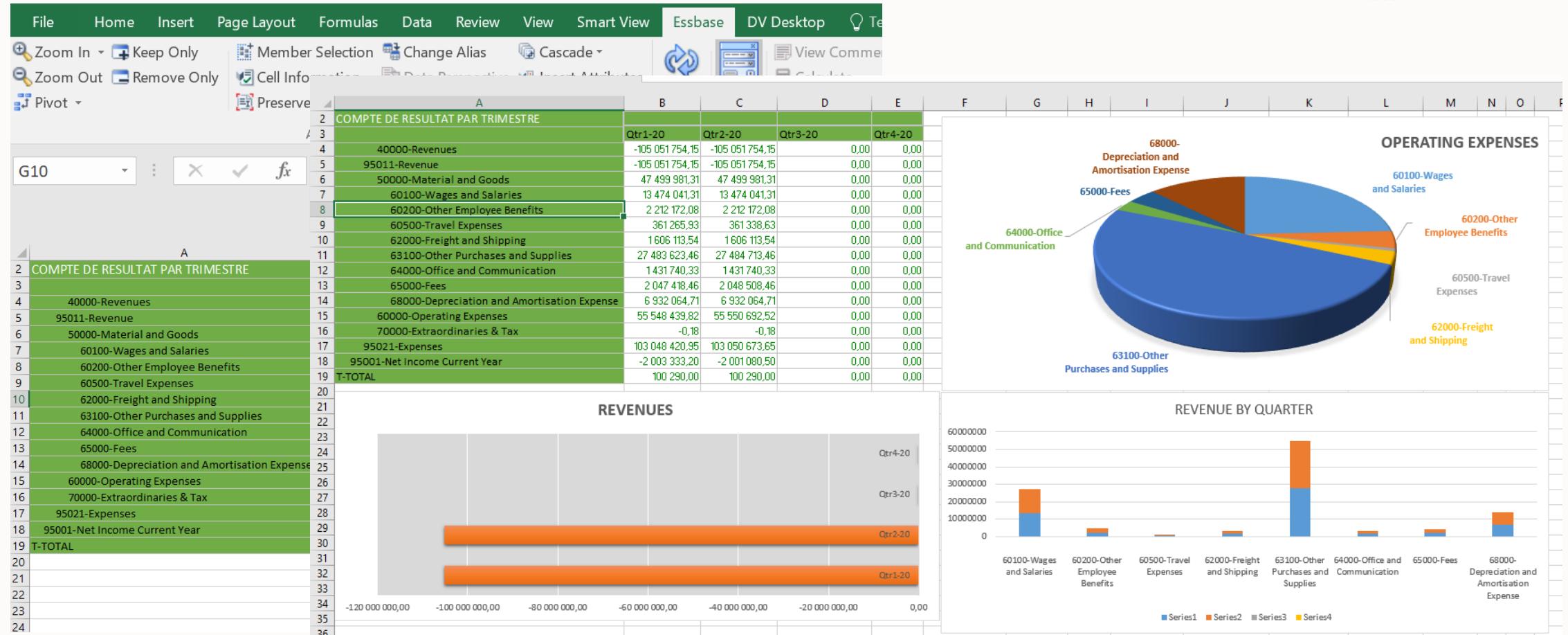
Savings from Negotiations

Supplier Performance

Supplier	Score
Allied Manufacturing	5.3
Prouty Supply House	4.6
Amazon	4.2
Dell Inc.	3.8
Midtown Computer Supplies	3.4
Laging Systems	2.8
Staples	2.7
Lee Supplies	2.7
Staffing Services	2.3
JGA	1.9

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# Smart View - Examples



# BI Publisher - Examples

**Payables Invoice Aging Report**

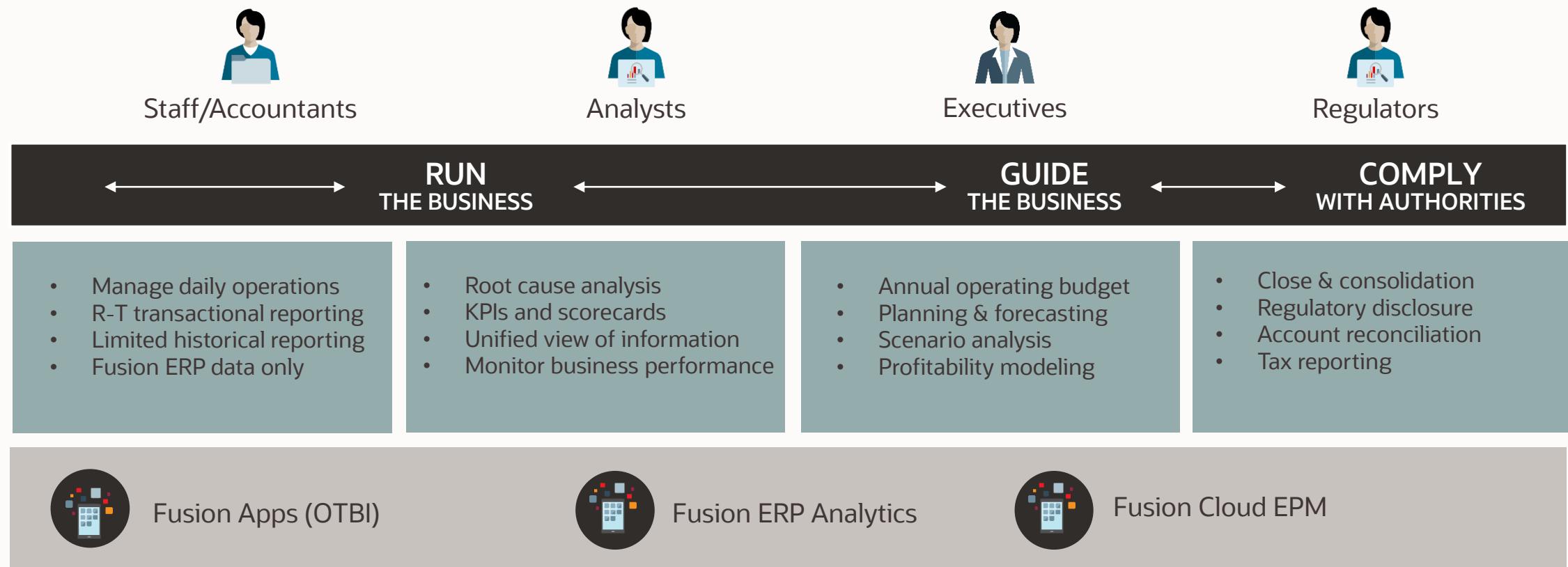
Report Date 6/25/19 1:24 PM  
Page 1 of 2

The screenshot shows the Oracle BI Publisher interface with the following details:

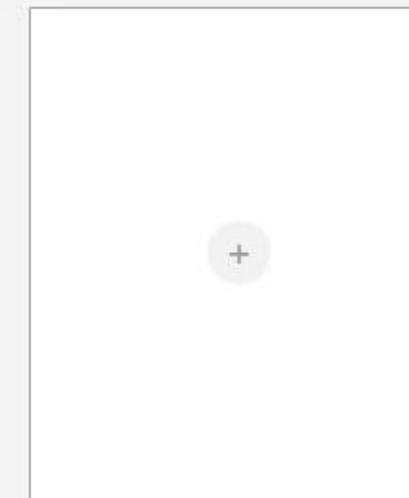
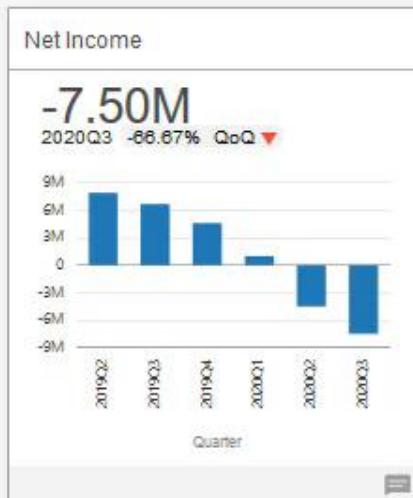
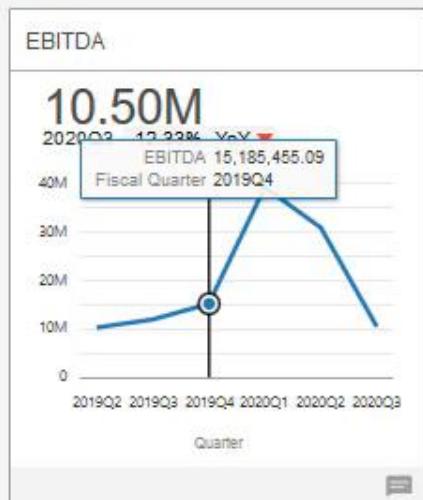
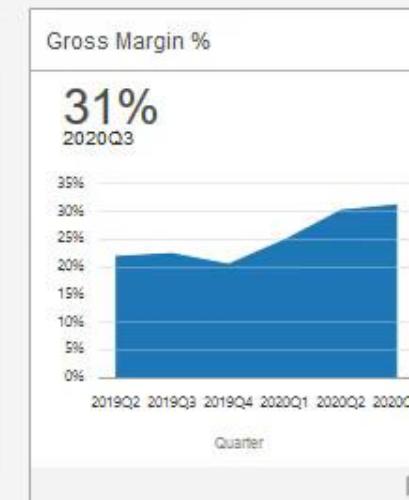
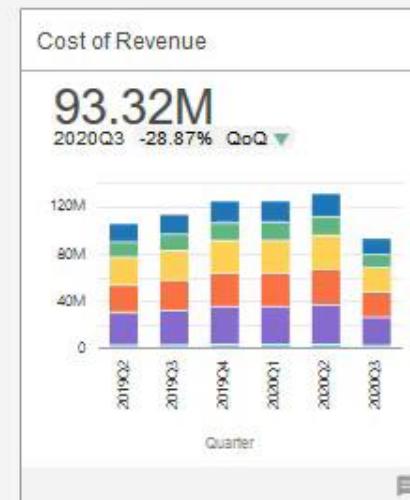
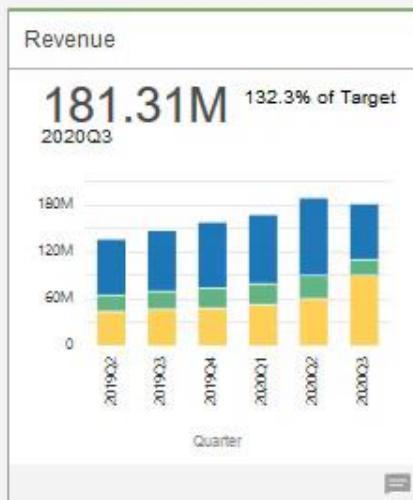
- Toolbar:** Home, Insert, Design, Layout, References, Mailings, Review, View, Smart View, Design, Layout, Tell me what you want to do...
- Data Model Tree:** Shows the structure of the data being used, including sections like Modèle de données, Ensembles de données, and Champs flexibles.
- Content Area:**
  - Header:** Payables Invoice Aging Report, Report Date 6/25/19 1:24 PM, Page 1 of 2.
  - Text:** AaBbCcA AaBbC AaBbCcA AaBbCcD AaBbI AaBbCcDdA AaBbI AaBbCcA
  - Font and Paragraph Tools:** Font (Arial, 8.5pt), Paragraph (Justify, Alignment, Spacing).
  - Table:** TSRH (Purchase Order Approval) with rows for HeaderAmount, Supplier, and RH.
  - Text:** TSRH1P2P3P4P5Purchase Order Approval
  - Text:** HeaderAmount
  - Text:** Supplier
  - Text:** RH<?call-template:FusionActionLinks?>
  - Text:** TSRBuyer Buyer
  - Text:** Requester RequesterEC
  - Text:** Requisition RequisitionEC
  - Text:** Description DescriptionEC
  - Text:** Purchase Order Document NumberEC Document NumberEC
  - Text:** Justification JustificationEC
  - Text:** TSRHLines
  - Text:** for-each lineLineDescription
  - Text:** Set\_Claim\_Inv
  - Text:** LineAmount
  - Text:** Set\_GSum\_Cust\_B6
  - Text:** Amount Changed
  - Text:** HeaderAmountChangeECC
- Right Panel:** Shows a list of available templates and components, such as Requisition: MultipleEC, Project: ProjectNameEC, and Call Line Table Footer Template.

# Oracle Covers the Complete Spectrum of Analytics Solutions for Finance

Answering simple and bold questions for everyone in the organization

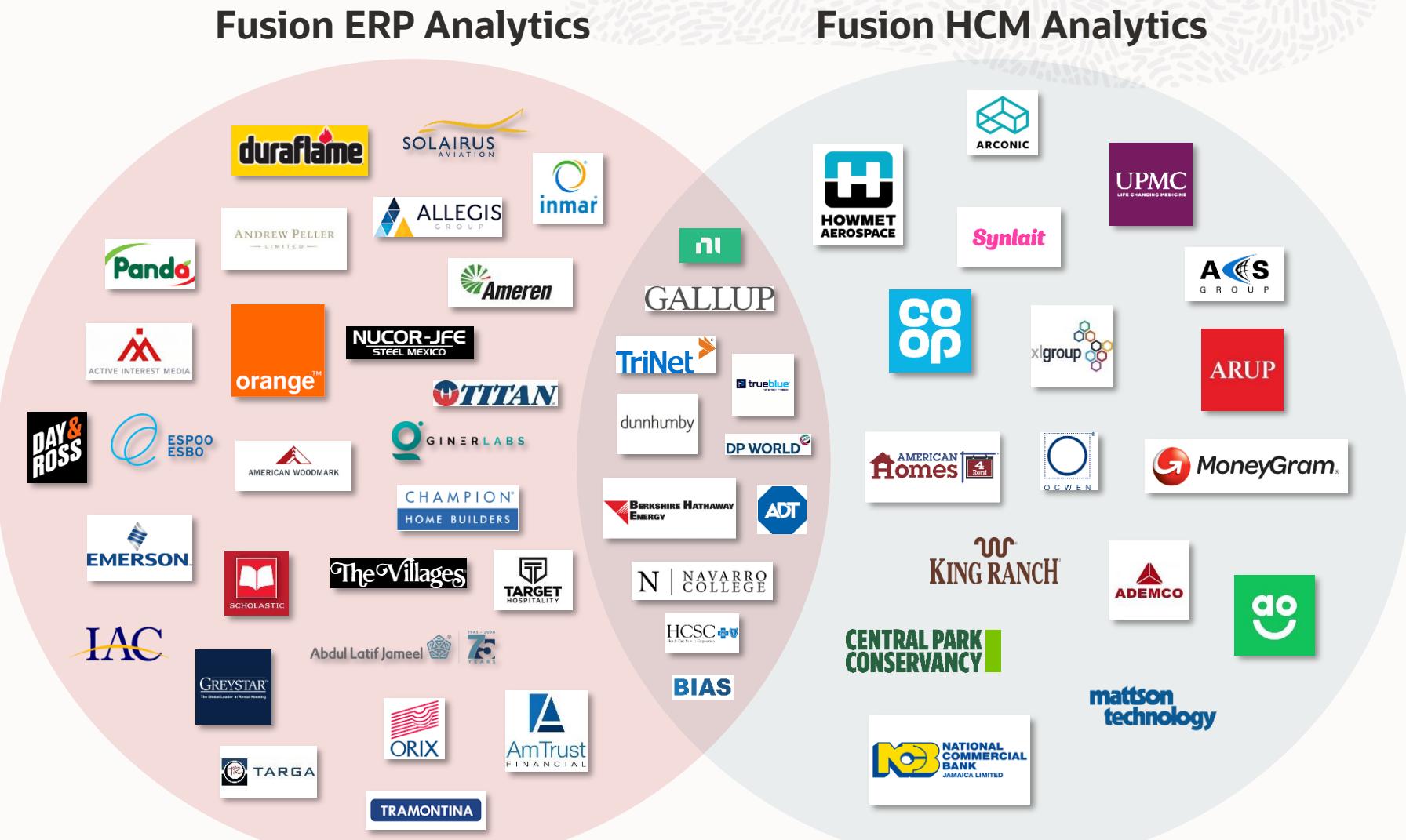


# Decks

[Workforce Overall](#) [Diversity and Inclusion](#) [Profit and Loss](#) [My P&L](#) [Financial Ratios](#) [Balance Sheet](#) [Analytics Update](#) [Payables](#) [My Working Capital](#) [Workforce Management](#) >

# Nearly 100 Customers in 1st Year

- 63 for ERP
- 32 for HCM
- 13 joint ERP + HCM
- 40+ billion records/mo.

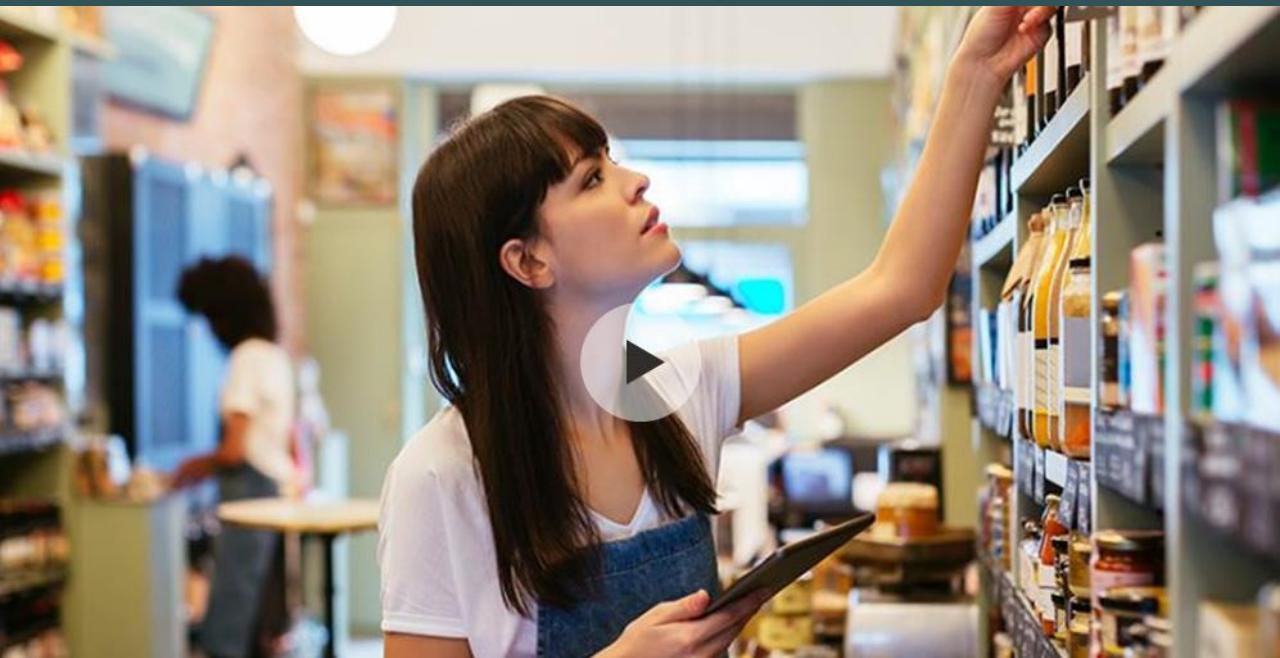


## Tacoma, Washington | USA Professional Services

TrueBlue makes decisions faster

### **Value** Business benefits realized

50% faster delivering management reporting  
Improved data integrity issues  
Cohesion between people, revenue, and growth  
strategies for cross-functional analysis



“We are going to deliver a view into the quarterly results for the first time using Oracle Fusion ERP Analytics in a way that will be really compelling and will provide executives with a quicker view into reality.”

**Norman Frey**  
Senior Vice President, Chief Accounting Officer, TrueBlue



## Personas

- *Champion:* Director of Applications
- *LOB:* CFO, CHRO
- *IT:* CIO, Director of IT

## About & Challenges

- Highly acquisitive company, IT systems strategy needed to align with the ability to standardize.
- Could not find a platform that was cost effective to own and quick to provision for with their Oracle Cloud Applications purchase
- Lack of ability to form a data lake across Financial and HR Systems for analytics

The customer had previously used Power BI, MicroStrategy, and SAS. The pre-built integration with Fusion HCM and Fusion ERP sold them on switching.

## Solution / Main Drivers

- **Oracle Fusion ERP & HCM Analytics** delivered critical out of the box reporting and a platform to replicate the commercial insights analytics.
- DP World standardized on Fusion in 2017 and needed an analytics solution to standardize with their roadmap

## Use Cases

- **HCM Analytics:** Recruitment, succession planning, and attrition
- **SCM Analytics:** Container capacity demand
- **Cross-Domain Analysis:** Finance, Supply Chain, Procurement

## Lessons Learned

- Leverage time to value proposition when comparing when comparing to other “Build it yourself” vendors



# Decks

Tables

Balance Sheet

Financial Ratios

My P&amp;L

Profit and Loss

Working Capital

Workforce

Analytics Update

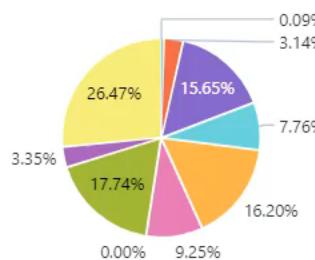
Workforce Management

Spend &gt;



## Total Spend

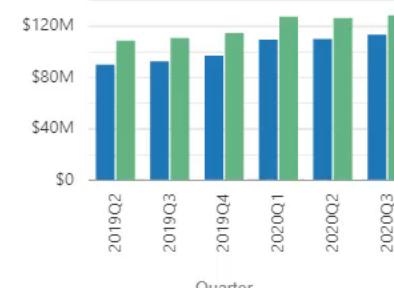
**\$128M**  
2020Q3 +16% YoY ▲



Top Level Category

## Addressable Spend

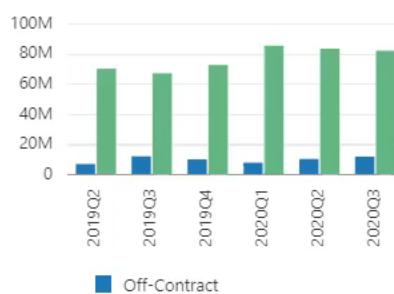
**\$113M**  
2020Q3 +3% QoQ ▲



Quarter

## Contract Leakage

**13%**  
2020Q3 +18% QoQ ▲

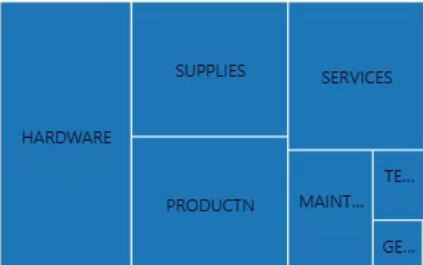


130.0% of Target

2020Q3

## Off-Contract Spend

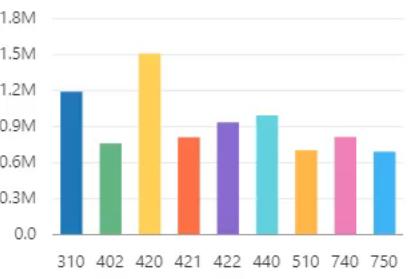
**12.05M**  
2020Q3 +14.72% QoQ ▲



Top Level Category

## Employee Expenses

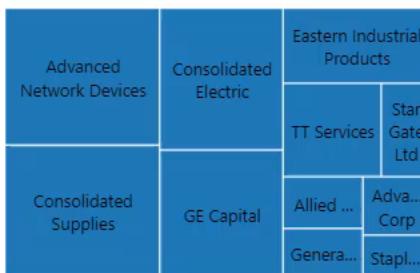
**\$8M**  
2020Q3 +12% QoQ ▲



Cost Center

## Realized Savings

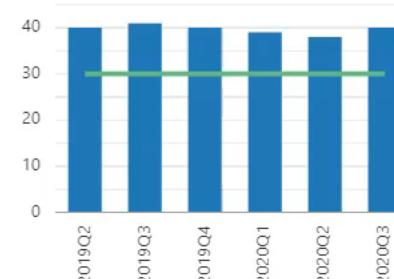
**\$32M**  
2020Q3



Supplier Name

## Days Payable Outstanding

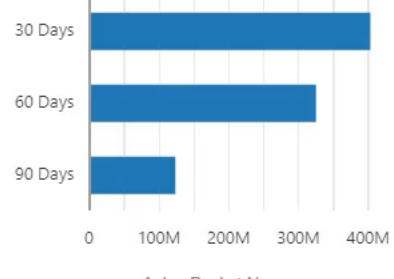
**40**  
2020Q3 +5% QoQ ▲



Quarter

## AP OverDue

**\$51M**  
2020Q3 +13% QoQ ▲

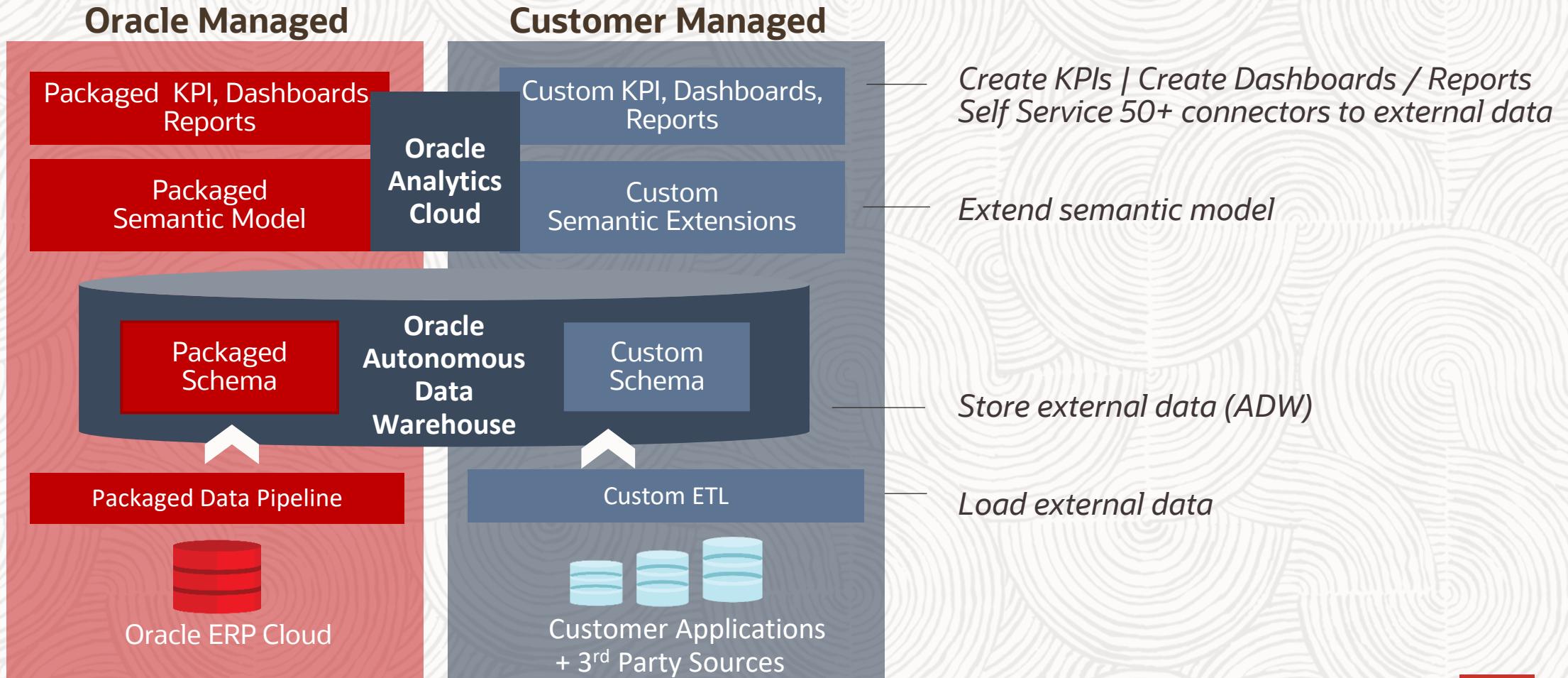


Aging Bucket



# Adapt to fit your Business “Details”

## Pre-Built AND Extensible



# Oracle Fusion ERP Analytics

## Content Roadmap

Previous	FAW 21.R1	CY 2021 – 2 <sup>nd</sup> Half	Future
Financials	Spend Analytics	Procurement and PPM Analytics	Assets, Cash & more+
<ul style="list-style-type: none"><li>General Ledger</li><li>Payables</li><li>Receivables</li><li>Cross-Finance</li><li>Multiple COA</li><li>Stat Currency</li></ul>	<ul style="list-style-type: none"><li><i>Spend Analysis</i></li><li><i>Employee Expenses</i></li><li><i>AP SA Enhancements</i></li><li><i>AR SA Enhancements</i></li></ul>	<ul style="list-style-type: none"><li>Multi-Calendar</li><li>Purchase Orders, Receipts, Agreements</li><li>Requisitions</li><li>Project - Costs &amp; Commitments</li><li>Fixed Assets – Balances &amp; Transaction*</li><li>Financial Category Upload</li><li>AP SA Enhancements</li><li>AR SA Enhancements</li></ul>	<ul style="list-style-type: none"><li>Sourcing, Contracts, SQM</li><li>Asset Depreciation</li><li>Projects Budget, Revenue</li><li>Budgetary Controls</li><li>Cash Management</li><li>Advanced Collections</li><li>Tax</li><li>Fusion Accounting Hub</li></ul>
<b>Languages &amp; DC</b> <ul style="list-style-type: none"><li>English Only</li><li>UK (EMEA) &amp; US (NA)</li></ul>	<b>Languages &amp; Data Centers</b> <ul style="list-style-type: none"><li>Support for 10 new Languages*</li><li>Frankfurt (EMEA), Sydney (APAC), Dubai (EMEA), Sao Paulo (LAD)</li></ul>	<b>Languages &amp; Data Centers</b> <ul style="list-style-type: none"><li>Support for all Oracle Fusion Languages</li><li>Toronto (NA), Jeddah (EMEA), Phoenix (NA), Amsterdam (EMEA)</li></ul>	<b>Data Centers</b> <ul style="list-style-type: none"><li>UK Gov Cloud, US Gov Cloud</li><li>More commercial Data Centers</li></ul>

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## Why Analytics for ERP?

- ✓ Pre-built, ready to go
- ✓ Unified and cross-functional
- ✓ Intuitively personalized



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Thank you