### Emtec... ‘Big enough to do the work, small enough to care’

#### Emtec The Company

- Serving clients for over 46 years
- 14 locations, including 8 development centers
- Over 1,000 full-time professionals
- Voted One of the Top 100 Places to Work by Cranes Chicago in 2012
- Our consultants have an average of 14 years of experience. Nearly 45% have advanced certifications
- 73% of our PMs, Architects & Consultants worked at Tier 1 consultancies in a previous life
- $255M IT Services Provider
- Regularly compete & win against larger IT service providers

#### Emtec Services at a Glance

- Emtec has completed more than 1,100 Package Application engagements, including:
  - 200+ Oracle clients with more than 415 engagements
  - 206 EPM / Hyperion & OBIEE clients and 323 engagements
  - 186 Microsoft Dynamics and more than 255 projects
- Emtec is a premier provider of SaaS and Emerging technologies consulting, including 51 Salesforce Clients with more than 75 engagements, Including Sales Cloud, Service Cloud and Custom Cloud
- Emtec has performed more than 6.3M hours of application development and maintenance work ranging from Business Analysis to Product Development
- Emtec has served more than 565 Infrastructure services clients where we have:
  - Deployed more than 1.85M servers, personal computers, tablets and mobile devices
  - Installed or provided more than 925 exabytes of storage (That’s a whole lot…)
  - Triaged more than 30,000 L1 support incidents
  - Implemented service management solutions for more than 125 clients

#### Emtec Around the World

<table>
<thead>
<tr>
<th>US Locations</th>
<th>Global Offices</th>
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</thead>
<tbody>
<tr>
<td>Radnor, PA (HQ)</td>
<td>Toronto, Canada</td>
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<tr>
<td>Atlanta, GA</td>
<td>Ottawa, Canada</td>
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<tr>
<td>Chicago, IL</td>
<td>Pune, India</td>
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<td>Dayton, Ohio</td>
<td>Bangalore, India</td>
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<td>Freemont, CA</td>
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<td>Jacksonville, FL</td>
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<td>Herndon, VA</td>
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<td>Minneapolis, MN</td>
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<td>Springfield, NJ</td>
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<td>St. Louis, MO</td>
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</tbody>
</table>
Emtec’s five practice areas offer focused solutions to help our clients solve complex business & IT challenges

From up-front strategy & consulting all the way to application, infrastructure & procurement services, Emtec’s 1,000 professionals are what makes us special, and we invite you to see the difference for yourself.

<table>
<thead>
<tr>
<th>Consulting Services</th>
<th>Package Application Services (PAS)</th>
<th>Cloud Technologies</th>
<th>Application Development &amp; Management Services (ADMS)</th>
<th>Infrastructure Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>• IT Strategy &amp; Planning</td>
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<td>• IT Process Improvement</td>
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<tr>
<td>• IT Performance and Governance</td>
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<tr>
<td>• Information Management:</td>
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<tr>
<td>- Big Data</td>
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<td>- Business Intelligence</td>
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<td>- Analytics</td>
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<td>• Mobility Solutions</td>
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<td>• Program and Project Management</td>
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<td>• Oracle</td>
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<td>- Fusion</td>
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<td>- EBS</td>
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<td>- PeopleSoft</td>
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<tr>
<td>- EPM : Including Hyperion</td>
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<td>- OBIEE</td>
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<td>• Microsoft</td>
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<td>- AX and GP</td>
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<td>• SAP</td>
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<td>• Functional: HCM, FM, SCM</td>
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<tr>
<td>• Cloud Strategy &amp; Planning</td>
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<tr>
<td>• Salesforce.com Solutions</td>
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<td>- Sales Cloud</td>
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<td>- Force.com</td>
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<td>• Workday</td>
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<td>• Cloud Application Development &amp; Technology</td>
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<td>• Cloud Applications</td>
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<td>• Portfolio Analysis</td>
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<td>• Application Advisory Services</td>
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<td>• Product Development</td>
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<tr>
<td>• Custom Application Development &amp; Maintenance</td>
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<tr>
<td>• Package Application: Development, Maintenance &amp; Support</td>
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<td>• Mobile solutions</td>
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<td>• Quality Assurance &amp; Testing Services</td>
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<td>• Managed Services, Capacity Management &amp; Staffing Services</td>
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<td>• IT Service Mgmt.</td>
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<td>• Data Center</td>
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<tr>
<td>• Business Application Infrastructure</td>
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<td>• End User Computing</td>
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<tr>
<td>• Platforms</td>
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</tbody>
</table>

**Practice Facts**

- SWAT team of 45 highly skilled Strategists, Architects and Consultants
- 180 Specialists, including Project Managers, Architects, Consultants and Analysts
- More than 300 ERP & CRM projects completed
- Expert team of Big Data, business intelligence and analytics professionals
- Specialized team of 25 Strategists, Project Managers, Architects, and Consultants
- More than 90% certified
- 62 Customers & 112 engagements
- Global workforce of nearly 750 associates (approximately 250 associates based in North America)
- Provided more than 6.3M hours of application development and maintenance services.
- Special expertise in Business Analysis and Testing (among other things)
- More than 100 associates providing data center, compute, network and storage related services
- Value Add Reseller providing full device lifecycle management services for more than 30 years
- IT Service Mgmt. BU having supported more than 70 distinct clients
The Most EPM Experience = The Right Partner

Hyperion Certified:
Planning
HFM
Essbase

- One of the premier full-service EPM strategic implementation firms...
- Providing value-add Managed Services such as Business Process Assessments, Product Roadmap Strategies, Technology Evaluations, Staff Augmentation, etc.
- A Six Step Implementation Methodology to insure Success:
  Analysis, Design & Planning, Build Phase, Test Phase, Roll-Out Phase & Post Implementation Support & Review
- Serving Fortune 1000 companies & large scale, enterprise-wide implementations as well as Mid-Market organizations
- Deep knowledge and expertise with finance business processes and delivering focused EPM solutions

Financial Consolidation
- Design & Implementation
- Financial Management (HFM)
- Financial Reporting & Analysis
- Financial Data Quality Management (FDQM)
- Disclosure Management
- Financial Close Module
- Financial Account Reconciliation
- HE to HFM Migrations

Budget, Planning & Forecasting
- Design & Implementation
- Hyperion Planning
- Planning, Budgeting & Forecasting
- Workforce Planning, Project
- Financial Planning & Capital Asset Planning
- Financial Data Quality Management (FDQM)
- Oracle Data Integration (ODI)

Essbase Custom Applications
- Design & Implementation
- Specific Application Build
- Profitability Analysis
- Sales and Expense Analysis
- Marketing Analysis
- Customer Analysis
- Other Custom Applications
- Essbase Analytics Link (EAL)

Business Intelligence
- Oracle Business Intelligence Enterprise Edition (OBIEE)
- BI Foundation Suite (BIFS)
- Oracle BI Applications
- Oracle Database Relationship Management (DRM)
- Mobile Delivery

Infrastructure Services
Russ Rogers is a veteran of the software consulting industry with twenty years of experience delivering solutions to clients in the Enterprise Performance Management space.

After beginning his career in accounting and finance with the Coleman Company, he joined a still small company known as IMRS, which grew to become Hyperion Solutions. He spent 9 years at Hyperion starting at the consultant level and holding increasingly senior positions eventually becoming Director of Performance Management Consulting building a consulting practice supporting Performance Scorecard and Business Modeling.

After leaving Hyperion Solutions in 2002, Russ founded and managed CTECH, a consulting firm focused on mid-market Hyperion clients. Russ has also worked for firms such as IBM and The Hackett Group in senior services positions prior to joining Emtec.

A seasoned hands-on professional, Russ has been involved in more than 250 implementations and is an expert in Financial Consolidations and Reporting and Hyperion Financial Management. His client focused approach and experience through the entire client life cycle of sales, implementation, deployment and support of solutions across a spectrum of industries brings a unique view to technology discussions.

Russ has a B.B.A. in Accounting from Wichita State University in Wichita, Kansas and has achieved Certified Public Accountant, Certified Management Accountant and Oracle Certified Professional designations. He currently holds certifications in HFM as well as Oracle EPM Sales and Oracle EPM Support.

Russ resides in Kansas City, Missouri.

Email: Russell.Rogers@emtecinc.com
Hyperion Enterprise: The End of an Era

- **IMRS MicroControl**
  - Introduced in 1982
  - Dos Based
  - 1st PC Based consolidation system

- **IMRS Hyperion**
  - Introduced in 1992 (Hyperion 1.5)
  - Windows
  - Client/Server

- **Hyperion releases Financial Management in 1998**
  - Thinner Client
  - Web Based
  - Server Based Processing

- **Hyperion releases final version of Enterprise 6.5**
  - Patch releases continue
  - Limited Support announced several times
  - Final release 6.5.1
  - EPM 11.x platform released by Oracle

- **Product support ends May 1, 2013**
  - Not available for download
  - No ‘hotline support’
  - HFM 11.1.2.2 now the standard installation platform
Typical Usage of Hyperion Enterprise

- Ledger Sources
- Transformation
  - LedgerLink
  - UpStream (FDQM)
- External Data
  - Schedules
  - HPLNK(Retrieve)
- Enterprise
  - Data Entry
  - Journals (?!?!?!)
  - Logic
  - Consolidations
- Hyperion Reporting Reports and Books
- Hyperion Retrieve
- Hyperion Analyst
Hyperion Enterprise The End of an Era

- Support Issues Going Forward
  - Support for FDM Connectors stops
  - Server OS Support
  - Fat Client Support Issues
  - Sites
    - Hyperion Reporting
    - Reports and Books
    - Hyperion Retrieve
    - Hyperion Analyst
  - SOX and Change Management Support Issues
  - External Data
    - Schedules
    - HPLNK(Retrieve)
  - Data Entry
    - Journals (?!?!?!)
    - Logic
    - Consolidations
  - Enterprise
  - Office support for future versions
  - Sites

Ledger Sources

Transformation
- LedgerLink
- UpStream (FDQM)
Hyperion Enterprise The End of an Era

• Key Issues with Remaining on Hyperion Enterprise
  – Unsupported by Software Vendor
  – Platform Support
  – Escalating support costs
  – Compliance Issues

• Key Issues to Consider with Migration to HFM
  – Cost of Entry, Licensing Changes
    • Environments
    • User Audit
  – Hardware and Environment
    • Ownership
    • External Hosting/ On Demand / Managed Services
  – Solution Build Costs
    • Scope
    • Resources
  – Timeframes
    • Scope
    • Organizational Drivers
    • Historical Data Validation
Understanding Hyperion Financial Management

• Oracle Hyperion Financial Management – More than just next generation of HE
  – Web-based application, purpose built for consolidations and reporting, 30 years of experience
  – Workspace Portal
  – Key Functionality includes:
    • Eliminations into separate reportable dimension
    • Foreign Currency Translation – out of the box
    • Adjustments – usable journals module and dimensional reporting capability
    • Custom Calculation, Consolidation and Aggregation capability through rules
    • Multi-dimensional capabilities now includes Smart Dimensions – 12+ from ~3 in HE
    • Process Management and Task flow Automation
  – Latest technology multi-tier architecture

• Oracle Hyperion Financial Data Quality Management
  – Web Based Data Transformation and Control
  – Key Functionality includes:
    • Ability to import from multiple formats
    • Auditable control mechanisms
    • Out of the box connectivity to HFM
  – Drill through from HFM
Understanding Hyperion Financial Management

• Oracle Hyperion Shared Services
  – Single point user management, access control and security
  – Single sign-on support from Active Directory providers
  – User reporting, logging

• Hyperion Financial Reporting Studio
  – Production reporting capability
  – Object based reporting tool allows access to all Hyperion products HFM, Planning, Essbase
  – Report automation and sharing

• SmartView for Office
  – SmartView provides all MS Office product support
  – Very thin client web access based tool for remote users
  – SmartView provides task flow support for HFM Activities
  – Ad Hoc reporting
  – Formula Based Reporting
Understanding Hyperion Financial Management – Consolidations Deployment Model

Data Sources

FDQM
- Out of the Box
- Connectivity
- Data Transformation
- Mapping
- Validation
- Commit to HFM

HFM WorkSpace
- Tasks
- Application Management
- Automation
- Process Management

EPM WorkSpace
- Application Access
- HFR Reports
- SmartView Reports
- Module Access
- Personalized Content

SmartView for Office
- Excel Formula Based Reporting
- Excel Ad-Hoc Analysis
- Task Flow
- Supplemental Data
- Journal Reporting
• **HFM Dimension Notes**
  
  – 12+ Dimensions - This is dependent on your DB Software. While some concepts appear to map on a one-to-one basis the application of these dimensions allows much more flexibility and differentiation.
  
  – **Entity**
    • Organization by Period
    • Consolidation/Contribution/Proportion Rules
  
  – **Scenario**
    • Multi-year
  
  – **Account**
    • Intercompany Partner determined by Entity
    • Custom Dimensions 1 Through x (Oracle 5, SqlSvr 8)
  
  – **View**
    • MTD/YTD/QTD
  
  – **Value**
    • Elimination / Contribution / Proportion
    • Currency
    • Default Parent and Currency Concept
  
  – **Year**
  
  – **Period**

• **So ..... How do they compare?**
Comparing the platforms – HE versus HFM

HFM Dimension Notes

Directly Comparing the two platforms can be a challenge. At the core the systems operate in a similar manner. However, each concept has a different place. Let’s examine them dimension by dimension with certain issues in mind.

Entity Dimension

This dimension is similar in that it is the basic block within both HFM and HE. The differences come into play in adjustments, eliminations and FX translation areas. Within HE a separate entity is required for each of these concepts yielding a structure similar to this:

![Standard HE Structure Diagram]

This required multiple organizations that were difficult to maintain and even more difficult to keep in sync.

Logic assignments were also required to separately handle all (even default) translations.

Eliminations were difficult to change

Within HFM this functionality has split to multiple dimensions allowing a much more flexible approach.
Comparing the platforms – HE versus HFM

The HFM Entity Dimension will look much different. But the basic concept is the same as HE.

However the functionality is split between the Entity and Value Dimensions

HFM Value Dimension

- <Entity Currency Total>
- <Entity Currency Adj>
- <Entity Currency>
- <Parent Currency>
- <Parent Currency Adj>
- <Parent Currency Total>
- USD
- USD ADJ
- USD Total
- EURO
- EURO ADJ
- EURO Total
- <Elimination>
- <Proportion>

Standard HE Structure

Total Area

ENT1

ENT2

AREA_ADJ
The account dimension is very similar within the two products. The main difference is the additional custom dimensions available with HFM. The intercompany partner concept has also been separated into its own dimension allowing greater detail for intercompany accounts in addition to non-intercompany accounts.

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>HFM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Attributes – Income, Expense, Asset, Liability</td>
<td>Same Concept</td>
</tr>
<tr>
<td>Foot Down COA Flow</td>
<td>Hierarchy Roll-up Flow</td>
</tr>
<tr>
<td>Limited to 2 levels of sub-account</td>
<td>Limited to number of custom</td>
</tr>
<tr>
<td>Intercompany Accounts limited to single level</td>
<td>dimensions within application (2-4+)</td>
</tr>
<tr>
<td>Limited to 32,000 account/sub-account</td>
<td>All custom dimensions available</td>
</tr>
<tr>
<td>Limited to 32,000 account/sub-account</td>
<td>to intercompany accounts</td>
</tr>
<tr>
<td>Account Calculated or Input</td>
<td>Account can be designated as</td>
</tr>
<tr>
<td></td>
<td>calculated or can contain both</td>
</tr>
<tr>
<td></td>
<td>calculated and non-calculated</td>
</tr>
<tr>
<td>Formulas required for subtotals and totals</td>
<td>Hierarchies automatically aggregate</td>
</tr>
<tr>
<td>No shared members</td>
<td>and aggregation can be controlled.</td>
</tr>
<tr>
<td></td>
<td>Shared members</td>
</tr>
</tbody>
</table>
Comparing the platforms – HE versus HFM – Scenarios and Categories

These dimensions operate similarly. However the separation of data buckets from the time periods allows a much greater flexibility. It also reduces year-end maintenance in areas such as reporting and roll-over processing.

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>HFM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single time frame</td>
<td>All application years available for each scenario</td>
</tr>
<tr>
<td>Prior Scenario</td>
<td>Not required</td>
</tr>
<tr>
<td>Formulas required to add scenarios together. Prohibitive processing times shifted this to export/load procedure</td>
<td>Hierarchies can be used to aggregate scenarios. Efficient rules may also be used to blend scenarios.</td>
</tr>
<tr>
<td>Year end rollover required</td>
<td>No Rollover required</td>
</tr>
<tr>
<td>Formula set limited to one per category</td>
<td>Rules by scenario offer complete flexibility for calculations.</td>
</tr>
</tbody>
</table>
Migration Considerations – Real Issues Solved

I asked my team the question: “what are the real issues in Enterprise that are solved by HFM, what gives you the most benefits?” I compiled the hundreds of items into some common themes. In some cases I’ve quoted them directly (Thanks Team!)

– Security
  • Real Support for external authentication
  • Security concept much easier to implement and follow at all levels
  • Audit-able

– User Support Issues
  • “Error: Consolidation/Data Load failed due to changes made by another user “ No longer an issue.
  • “True thin client architecture eliminates the need for jury-rigging connectivity. Sites, Citrix, remote desktop goes away”
  • IT Desktop rollout can be packaged.

– Year End Rollovers
  • Scenarios operate as a continuum. No rollovers are required.
  • No report maintenance effects

– Application Structure
  • Reduction in entity structure – faster consolidations, better recognition and understanding
  • Hierarchy structures – better aggregation, inherent drilldown, more control
  • ‘Detail is no a problem’

– Data
  • Stability is “night and day”! There is no such thing as data category corruption like in Hyperion Enterprise resulting in data loss and setbacks and the need for data restores. I have never seen scenarios get corrupted in any way
  • The Custom dimension allow for data separation that reduces the need for reconciliations.
  • The connection to FDQM allows for seamless handling of data.
Migration Considerations – The Path Forward

- Create a roadmap for Consolidations and Reporting Strategy

- Take advantage of the opportunity to re-think your HE implementation. Resist the temptation to ‘Port HE to HFM’

- Engage in change. All levels of your organization have a stake in the effort.

- Choose the right team – internally and externally.
Emtec’s HE to HFM Migration Roadmap Program

This program provides an in-depth review of your current processes and desired future state. The delivered migration roadmap will help you understand the drivers, issues and opportunities available toward improving and enhancing your current consolidation process by migrating to HFM. Take advantage of this **most important** first step in the migration of HE to HFM.

This program is tailored for each client but a standard engagement is as follows. In this example, the first three and the last day occur on-site.

Day 1: **Consolidations and Reporting Processes**
- Close process
- Eliminations process
- Organizational Activities

Day 2: **Data Processes**
- Ledger and System Generated Data
- Supplemental and manual data

Day 3: **Reporting Requirements**
- Production Reporting
- Ad-Hoc Analysis and Drill Down
- Downstream Systems

Day 4-5 **Analysis and Documentation**
- Roadmap
- Project Plan
- Effort Estimate

Day 6 **Presentation to Group**
Hyperion Enterprise to Hyperion Financial Management Migration

• Next Steps

For more information regarding HE to HFM Migration please contact Erica Archer @ erica.archer@emtecin.com or 312-216-4911.

• Questions and Answers
THANK YOU FOR YOUR TIME

Please visit us online at www.emtecinc.com