

ODTUG

EPM Product Management Corner

September 2019

By Mark Rinaldi

With Oracle's new fiscal year well underway, our big announcement should have filtered through the community by now. In case you (somehow) missed our announcement at ODTUG Kscope19 in June, we have simplified the Enterprise Performance Management (EPM) Cloud product and price offerings. After plenty of initial questions and maybe a few concerns, the EPM community appears to be embracing the incredible value of the new EPM Enterprise Cloud and EPM Standard Cloud products.

Since the EPM Cloud is a consistent platform, we have eliminated the solution-specific product offerings to simplify the solution and encompass the entire EPM suite as a single product rather than different products for each business process. Now, you simply need EPM as a product to meet your needs.

For those who may be reading about this for the first time, let's provide a very high-level overview. We no longer sell the individual products in the EPM Cloud for planning (i.e., PBCS and EPBCS), financial close (FCCS), tax (TRCS), account reconciliation (ARCS), narrative reporting (EPRCS), or profitability and cost management (PCMCS). We now offer EPM Standard Cloud, EPM Enterprise Cloud, and Enterprise Data Management Cloud (EDMCS) as the EPM Cloud products. EDMCS survived as a standalone SKU since it can be used beyond EPM and remains a viable standalone product for many use cases.

EPM Enterprise Cloud offers the best value and is consistent with the business needs of the majority of our existing and new customers. With this product, you have unlimited access to all EPM Business Processes—with as many as you need of each for all users at the same price. So, in one product, you get Planning, Financial Consolidation and Close, Narrative Reporting, Account Reconciliation, Tax Reporting, Profitability and Cost Management, and Enterprise Data Management (5,000 records). There are no restrictions on customization or modifications within the context of the Business Process offerings and all features such as Groovy, Advanced Consolidations, XBRL reporting, and Transaction Matching are available, as appropriate.

To dive deeper into the EPM Enterprise Cloud Planning Business Process, there are now three Planning Business Process Types: Custom, Free Form, and Modules. Custom is PBCS on steroids with six Hybrid BSO cubes AND six ASO reporting cubes available to meet your specific needs. Free Form supports importing an Essbase outline (.otl) file without any restriction on the Planning-required dimensions and supports BSO, Hybrid BSO, and ASO outlines. You don't need to have an account, entity, period, scenario, version, or year dimension in a Free Form application. Modules is the same as EPBCS, but by default, it is based on Hybrid BSO for the input cubes. Since the EPM Enterprise Cloud product includes as many Business Processes as you want for the same price, you can have multiple applications of each type at no additional cost.

EPM Standard Cloud is intended for the customers looking for more of a true Software as a Service (SaaS) offering with higher usage of standard, pre-delivered content, minimal to no customizations or modifications, and no need for advanced features. There are many new EPM customers for whom EPM Standard Cloud is an ideal fit, but you should consider this choice carefully. With EPM Standard Cloud,

customers can choose to create ONE application from one of the following Business Processes: Planning, Financial Consolidation and Close, Narrative Reporting, and Account Reconciliation. Planning includes the Modules only to help meet the SaaS customer expectation of pre-delivered content with minimal customization/modifications. Financial Consolidation and Close supports the standard consolidation requirements and excludes any advanced consolidation requirements to, again, align with the SaaS expectations. Similarly, Narrative Reporting excludes advanced features like XBRL reporting, and Account Reconciliation excludes Transaction Matching—to name a few of the big differences.

If you want to create more than one application, additional EPM Standard Cloud subscriptions can be purchased. These additional subscriptions are priced at a nominal, flat-rate monthly fee so they are not based on the number of user licenses purchased with the base subscription. Each of the users of the base subscription have access rights to the additional subscriptions included in the flat-rate monthly fee.

Both EPM Enterprise Cloud and EPM Standard Cloud remove the double licensing requirements of the old products. For example, if you had 50 FCCS users and each of those same users also needed EPBCS, you had to purchase 50 licenses of each product for 100 total across the two subscriptions. With the new products, you would only need to purchase 50 licenses for the Hosted Named User (HNU), and they have rights to any and all of the applications you create for the same price. For larger customers, there is also a Hosted Employee Metric for licensing, which grants unlimited access to all of your employees for any and all of the EPM Enterprise Cloud Business Processes and includes unlimited records for EDMCS.

Hopefully you can appreciate the value of the EPM Enterprise Cloud and EPM Standard Cloud products. We have worked hard to remove any barriers for the existing on-premises customers to move to the cloud. You no longer need to worry about multiple applications requiring multiple subscriptions and overlapping user licenses. EPM Cloud is now simple. For more information, please go to https://cloud.oracle.com/en_US/epm-cloud. Fret not if you want to continue using or extending your current EPM Cloud subscriptions (i.e. PBCS, EPBCS, ARCS, FCCS, TRCS, PCMCS, and EPRCS) using the old model. Customers can continue to renew or buy additional licenses or subscriptions of their current EPM Cloud products if they choose, but we suspect customers will see the value of EPM Enterprise Cloud and adopt this new approach.