

#### DATA TRANSFORMERS

#### THE MONTHLY WEBINAR SERIES

# EPM Reporting & Dashboards: What, When and How

Seth Landau – COO & EVP, Consulting Services Jessica Benbow – Director, Consolidations, Reporting, Financial Close John Liette – Manager, Business Intelligence

# About MindStream

MindStream Analytics is a leading consulting and managed services provider with a proven track record for helping leading global companies address their enterprise challenges, focused on delivering sustainable profitability and competitive advantage.

Data is a new economic asset that is rapidly expanding and changing. You're challenged to figure out how to use it to your organization's advantage. We work collaboratively with our clients and bringing innovative strategies that enable organizations to gain competitive edge and win with data.

MindStream has been recognized by *CIOReview* in November 2015 as a 100 "Most Promising Oracle Solutions Provider," ProformaTech for our innovation, and others for our innovative thinking and business analytic applications expertise. In 2015, MindStream was named by MSPmentor as a "Top 501 Managed Services Provider." We were recently named "Top 10 Fastest Growing Data Analytics Company 2016" by *The Silicon Review*.



# About the Presenters

- Seth Landau
  - COO & EVP, Consulting Services
  - 20 years of experience in EPM
  - Certified Treasury Professional
- Jessica Benbow
  - Director, Consolidations, Reporting, Financial Close
  - 12+ HFM/ FDM(EE) Implementations
  - BS in Accounting

### • John Liette

- Manager, Business Intelligence
- 9+ Years of BI Administration Experience
- MBA in Project Management



# Agenda

- Compare and contrast Reporting and Dashboards
- Overview of Reporting/Dashboard Tools
- Choosing the right tool





## Comparison Matrix

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	HFR	SV (Ad-hoc)	SV (Formula)	OBIEE	EPRCS	СХО
Approval/Workflow		$\bigotimes$	$\bigotimes$	$\bigotimes$		
Ease of Build/Dynamic Members			<u>^</u>			
Collaboration/Commentary		$\mathbf{\otimes}$	$\bigotimes$			
Web Build						
Security Configuration				Â		Â
SOX/Controls			Â			
Non-Hyperion Data Integration		$\bigotimes$				
Report Distribution		$\mathbf{\otimes}$				$\bigcirc$
Dashboards		$\mathbf{\otimes}$	Â			
Integration with Microsoft Office			$\mathbf{\overline{\mathbf{S}}}$	$\bigcirc$		$\bigotimes$
Drill-down in all Dimension		<ul> <li>Image: A start of the start of</li></ul>	8	$\bigcirc$		
Time to Implement				$\bigotimes$		

Key Supports  $\triangle$  Supports with Limitations  $\bigcirc$  Does not Support

# Reports vs Dashboards



### Reporting v Dashboards

"A report is a document containing information organized in a narrative, graphic, or tabular form, prepared on ad hoc, periodic, recurring, regular, or as required basis."

> "A dashboard is a visual display of the most important information needed to achieve one or more objectives which fits entirely on a single computer screen so it can be monitored at a glance."



# Reporting v Dashboards

Reports	Dashboards
Reports can be short but are usually longer in nature	Dashboards are short and concise
Reports have visual components	Dashboards <u>are</u> visual
Reports include more background and data	Dashboards focus on specific KPIs
Reports require more in-depth attention (i.e. require reading through)	Dashboards are meant to be monitored at a glance
Reports often tell more of a story	Dashboards communicate specifics
Reports can include dashboards	Dashboards cannot or at least should not include a true report
Reports tend to be more complex in nature	Dashboards are simple
Reports can have actionable components	Dashboards are actionable



# Overview of Reporting/Dashboarding Tools



# Reporting Tools

- Hyperion Financial Reporting Studio (HFR)
- Hyperion SmartView
- Oracle Business Intelligence Enterprise Edition (OBIEE)
- Oracle Enterprise Performance Reporting Cloud Service (EPRCS)
- CXO Cockpit





# Hyperion Financial Reporting Studio (HFR)



## Hyperion Financial Reporting Studio (HFR)

- Tool for designing and presenting analytic data graphically
- Object oriented graphical report layout using: Text Boxes, Grids, Images, and Charts
- Integrates with HFM, Hyperion Planning, and Essbase
- Objects can be used across multiple reports
- Report build performed on the Win32 client
- Report output available in HTML, PDF and XLS



### HFR Report Build

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(1)Text columns or rows that support Report format.

(2) Single "hard coded" member selection

(3) Dynamic member selection based on hierarchy

(4) Formulas can be utilized (ie Sum, Var)

(5) Page functionality supporting multiple selections

(6) Text functions to support Report format

(7) Selectable POV dimensions

(8) Hidden content

### HFR Report Generation

HomePage Explore: / Reports	Consolidated Income Statement - Con	solidated ×	нт			HomePage Explore: /Reports	Consolidated Income Statement	- Consolidated ×		
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(1) Expansion available in HTML but not PDF

(2) Pages displayed as drop-down in HTML and as separate reports in PDF



# Hyperion Smart View



### Hyperion Smart View

Smart View allows users to view, import, manipulate, distribute and share data from various data sources using Microsoft Excel, Word, Outlook and PowerPoint.

### Typical uses include:

- Ad-hoc analysis
- Formatted reports based on formulas
- Data Form review/ submission
- Review HFR Reports

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• Journal Entry submission

### Data integration with:

- HFM
- Essbase
- Hyperion Planning
- FCM
- HFR
- PBCS
- EPRCS

### Smart View – Ad Hoc

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- Dynamic data analysis utilized to perform queries
- (1) Drill into dimensions
- (2) Utilize Excel formulas
- (3) Can Pivot data between Rows/Columns

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4		LE_99CON	LE_99CON	
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15	80307 - Net Earned Premiums	70,000,000.00	75,000,000.00	5,000,000.00
16	8040T - Fees	10,000,000.00	15,000,000.00	5,000,000.00
17	B060T - Net Investment Income	15,000,000.00	20,000,000.00	5,000,000.00
18	8070T - Other Revenue	5,000,000.00	10,000,000.00	5,000,000.00



### Smart View – Formula Reports

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- Best when used with HFM. May be used with Essbase/Planning but may have performance issues
   (1) HS Function retrieves data from source
   (2) Menual Data Fratra (a stantially submitted back to set
- (2) Manual Data Entry (potentially submitted back to source)



### Smart View – Data Forms

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• Used to review or submit data into the source application based on a controlled POV.

(1) Allows for Review or Submission of data

(2) Controlled Point of View





## OBIEEE

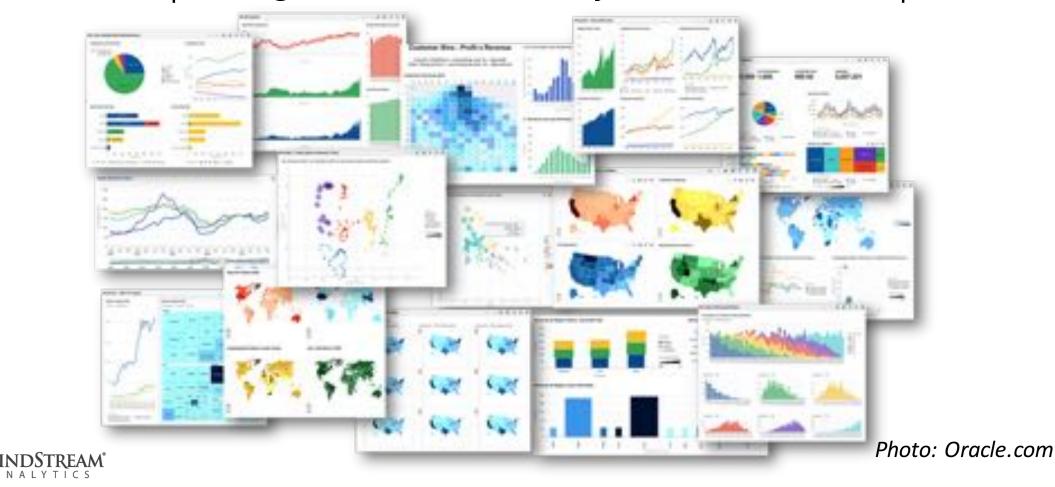
Oracle Business Intelligence Enterprise Edition (OBIEE) is a package of reporting and analytics tools that provides a robust and scalable solution for providing insight into the reality of your business.

- Connects to nearly any source
- Queries relational databases, data cubes, flat files, big data sources and many other technologies
- Provides historical, real time, and predictive analytics capabilities
- Integrates with a wide variety of technologies including Oracle's CRM, E-Business Suite, and Hyperion Platforms
- Oracle sells pre-packaged applications that contain out of the box integrations with Oracle products like CRM, E Business Suite and Hyperion tools



# **OBIEE** Dashboards

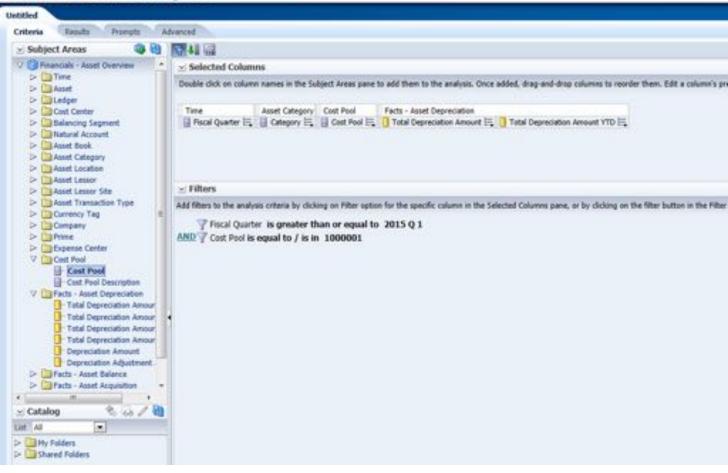
• Flexible reporting with a wide variety of visualization options



### **OBIEE – Report Creation**

#### ORACLE Business Intelligence

MINDSTREAM<sup>®</sup>



- Logical data model is stored in a metadata repository to limit the amount of technical details a user needs to be successful and is organized by subject area
- Available attributes listed on the left, selected items appear on the right, as well as filter conditions
- Supports SQL calculations and commands (Case Statements, statistical functions, etc)

# Enterprise Performance Reporting Cloud Service (EPRCS)

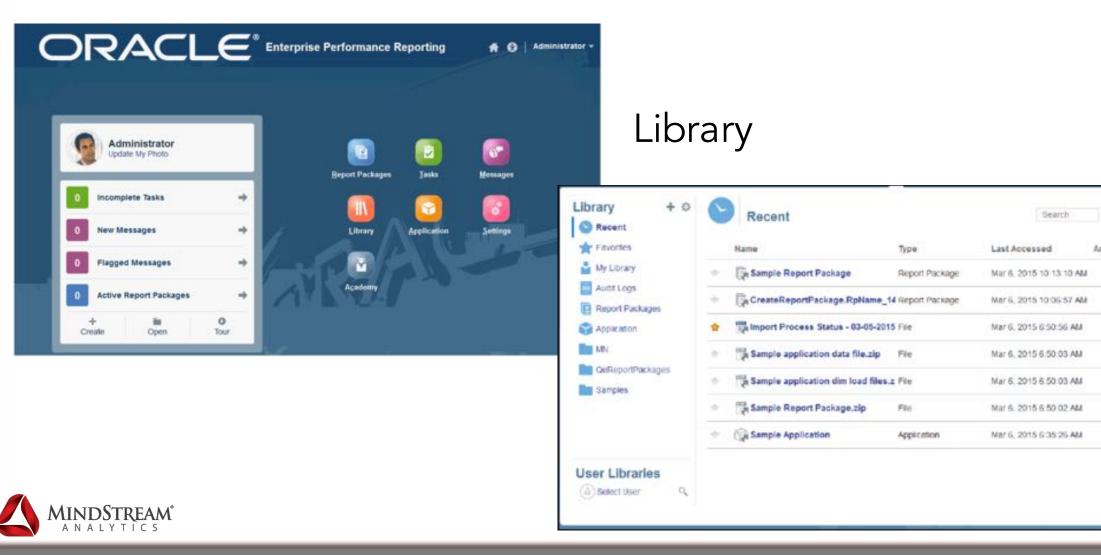


### Enterprise Performance Reporting Cloud Service (EPRCS)

- Distribution: Users simultaneously updating different sections / doclets of reports
- Task Management: Notification of upcoming deliverables / alerts
- **Reporting:** External, Internal and Statutory Financial Reporting Needs
- Complete: Authoring, collaboration, commentary and delivery, including versioning
- Workflow: Approve reports sections and overall monitoring of the process
- Secure: Role-based, auditable access on desktop and mobile devices
- Integrate data and Metadata from various Oracle and non-Oracle sources (EPM, BI, ERP, OBIEE, RDBMS, Microsoft – utilizing Smart-view): can build an application in ERPCS to bring in dimension / data or go directly to the source depending on scope



### **EPRCS** Home Page



9.40

Actions

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Search

## EPRCS – Authorizing / Workflow

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Part I. Financial Information	*							
Cautionary Note	-		Sam Sam	.2014	Annie Sep 21, 2014	0		
🐨 🖽 1.0 Financial Statements	*							
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1.2 Balance Sheets	*		Rode	C2014 - 🗐	Adam Sep 21, 2014			
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2.0 Management's Discussion	- 13.	Sam	San San		Pater Sep 10,201			

A N A L Y T I C S

### EPRCS – Integration of data via Smart-view

References.

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2		June	June				1			able 1.1					
3		2014	2013					Overall, our balance sheet performan Our net revenue was lower, based on						Ducket Properties	-
4 Cash and Cash Equiv	alents	\$ 173,545,723	\$ 45,099,114					prices and aggressive megotiations fr						III (0) (5) (2)	
5 Accounts Receivable		384,188,475	369,781,407				1							Torra Finance - Coneol Balancestre	eet.
6 Total Inventory		222,629,253	214,280,656	Terrar Terra	RCS1 * 3		1.1		Revenue and C	irous Profit Analy	(sia)			Description at the second seco	
7 Prepaid Expenses		124,206,194	119,548,462			<u> </u>									
8 Current Assets		904,569,645	748,709,638	Scenario		41	- 5	Net Revenue Gross Pro	fit Gross Margi	-	Brites Birth	e -lanas	-63.	Discutent Carterts Oracle ELE - Document Herarchy	
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17 Other Long-Term As		17,192,326	16,547,614												
18 Long-Term Deferred	Tax Asset	51,576,979	49,642,842												
19 Other Assets		171,923,263	165,476,140												
20 21 Total Assets		\$ 1,745,564,885	\$ 1.569.714.730												
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23 Accounts Payable		144,907,227	139,473,206												
24 Other Current Liabili	ties	390,531,116	375,886,199												
25 Current Liabilities	NI 2001 1	535,438,342	515,359,404												



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# CXO - Cockpit

www.



INTERNES

# CXO - Cockpit

- Reporting *and* dashboarding platform that integrates will multiple data sources to create Management and Board reporting.
- Seamless fit with the way companies work; including specialized processes, output and systems
- Guided and governed reporting with a focus on control and guided analysis for a shared narrative
- Supports the entire reporting story through the inclusion of core EPM data, supplemental (multi source) and commentary
- Preconfigured templates are available to speed up the implementation timeline
- Finance owned and Executive friendly resulting in easy to maintain and use reports





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### CXO – Design Studio

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(1) Member selection from source. Final lists can be reused.

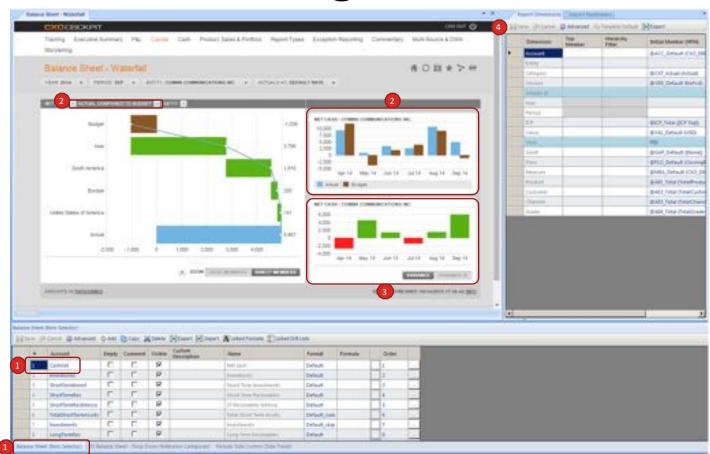
(2) Expansion functionality. Custom expansions possible.(3) Selectable comparison point.

(3) Selectable comparison point.
Pictorial example of comparison
(4) Selectable Point of View. Display
can be restricted/customized
(5) Additional account detail
automatically available based on
metadata.

(6) Report dimensions/parameters to customize appearance



### CXO – Design Studio

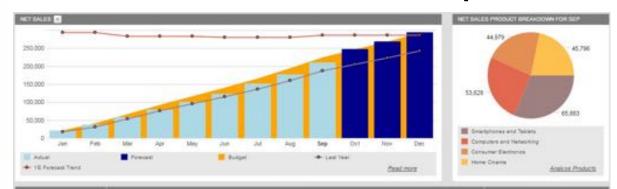


(1) Member selection from source. Final lists can be reused.

(2) Selectable comparison point.
Pictorial example of comparison
(3) Pictorial illustration of variances over the periods compared.
(4) Report dimensions/parameters to customize appearance



### CXO – Web Output



100.402

36,192

36.0%

18,104

18,088

1.050

14,124

22.6

59.0

122,303

44,733

36.8%

21,358

23,374

1.067

18,514

29.2

57.0

150.773

55,880

37.1%

25,390

30,490

1,102

24.087

29.4

58.4

• Multiple pre-formatted templates available to create dynamic reports/dashboards

+		ACTUAL	800061	VARANCE %		MERICOLC			
Dis	ss Sales counts ums	2,102,853	2.251,388	-7%	-				
	Sales	2,102,853	2,251,388	-7%	-	200,000			
+ C05	t of Goods Sold	1,337,444	1,487,788	-10%		150.000	1.1	la all	
Gro	ss Margin	765,409	763,600	0%	1	100,000			
	ect Costs at Depreciation	320,374 18,124	328,235 19,978	-2%		0 Jan 14 Apr 14 Jul 14 Oct 14	Jan 15 Apr	15	
	orfization Expense	57,161	54,178	6%	-	Actuel E Budget			
Op	erating Expenses	395,660	402,392	-2%					
Op	erating income	369,749	361,209	2%		COST OF GOODS SOLD, SEP 15 PRODUCT *			
inte	rest Income (Expense)	28,760	30,923	-7%	-	0	ACTUAL	BUDGET	
Ino	ome Before Taxes	398,509	392,132	2%		+ Smartphones and Tablets + Computers and Networking	67,323 51,331	65,169	
		and interview	20.400	2%		+ Consumer Electronics	41,574 44,379	39,457 42,157	
Tax	es	79,702	78,426	4.79	-	+ Home Cinema			



20.837

8,199

39.3%

4,032

4,167

1.095

3,016

29.5

53.9

37.934

13,626

35.9%

7,425

8,201

1.045

4,665

23.8

55.7

58,199

21,847

37.0%

10,679

10,868

1.068

8,440

29.3

55.9

79.037

29,746

37.6%

14.711

15,035

1.095

11.611

29.5

53.9



Net Sales

**Gross Margin** 

Direct Costs

EBITDA

DSO

DPO

Gross Margin %

Employees (in FTE)

Working Capital

## CXO - Storyboarding



### CXO - Commentary

		ACTUAL 2016							BLODET SEP	VARIANCE	AGTUAL		
		153		A110	MAT			-	-	3018			FOOTNOTE
Net Sales	20.837	17,097	20,265	20.837	21,366	21,900	28,471	26.132	33,380	30,194	11		
Cost of Goods Sold	12,639	11,669	12,344	12,639	14,920	13,360	17,324	18,390	20,461	19,654	4		
Gross Margin	8,199	5,428	7,921	8,199	6,446	8,541	11,147	7,742	12,919	10,540	23	-	A.
Total Compensation	2,475	2,064	1,979	2,475	2,064	1,979	2,475	2.064	1,979	2,343	-16	-	
Professional Services	310	284	248	310	284	245	310	284	248	301	-58		
Travel& Entertainment	449	358	361	449	358	361	449	358	361	411	-12		
Administrative	798	687	666	798	687	666	798	687	666	838	-21		в.
Direct Costs	4,032	3,393	3,254	4,032	3,393	3,254	4,032	3,393	3,254	3,892	-16	-	
Total Depreciation	218	161	225	218	161	225	218	161	226	245	-8		
Amortization Expense	686	477	742	686	477	742	686	477	742	631	18	-	
Operating Expenses	4,936	4,032	4,221	4,936	4,032	4,221	4,936	4.032	4,221	4,768	-11	2. <b></b>	
Operating income	3,263	1,396	3,700	3,263	2,414	4,320	6,211	3,710	8,698	6,772	61		
Interest Income (Expense)	216	215	228	249	263	365	310	448	561	510	10		
Income Before Taxes	3,479	1,611	3,928	3,512	2,698	4,684	6,521	4,158	9,259	6,282	47	The summer of	
Taxes	695	322	786	702	540	937	1,304	832	1,852	1,256	47	_	с.
Net Profit	2,783	1,289	3,143	2,810	2,158	3,748	6,217	3,326	7,407	5,026	47		
OVANTS IN THOSE ANDS											DEMO, A	EFRESHED 25/14/2016 17	0.985 SA-14
1									$\mathbf{r}$				
POV CONVENTE	SLOBOAR	COMMENTS	F							N BOOKM	ARK COMMENTS	POV COMMENTS	sussion
A										Entity: So	uth America	Last modified by Sup	ervisor on 1
Positive Gross Mar	gin caused	by new p	urchase d	iscounts 1	or the Mic	rowave se	sctor in the	e Asia regi	03	10032012		a row excedding the !	Section 1

(1) Footnote commentary which may be used for a specific line or data point

(2) Collection and reporting of commentary from all levels of the Organizational structure

rgin caused by new purchase discounts for the Microway

BOOKMARK CO	WHENTS POV COMMENTS	SUBSIDIARY COMMENTS OF	
Entity: South Am	erica Last modified by S	upervisor on 1/12/2016 10:22:41 PM	
		Sales budget. An outstanding performance from the entire te one of our underlying countries. We expect verty good results	
Entity Europe	Last modified by Supervis	or on 1/13/2016 12:12:25 AM	
actively coact		ve lost one third of our sales force to a new player in the marke ople and recruiting new and fresh sales people in all our major	
Entity: Asia	Last modified by Supervisor	on 1/12/2016 10:22:41 PM	
		orming exceptionally well in FY13. The new products are well n offe the high September target we beat it by over 8%. Congrat	



# Choosing the Right Tool



## Tool Selection Procedures

- 1. Collect and identify reports/dashboards to be created
- 2. Review data and data source availability
- 3. Determine report/dashboard audience
- 4. Define report/dashboard **requirements** (i.e., comparisons, commentary, workflow, security, etc.)



## Comparison Matrix

MINDSTREAM<sup>®</sup>

	HFR	SV (Ad-hoc)	SV (Formula)	OBIEE	EPRCS	СХО
Approval/Workflow			$\bigotimes$	$\bigotimes$		
Ease of Build/Dynamic Members			Â			
Collaboration/Commentary			$\bigotimes$			$\bigcirc$
Web Build						
Security Configuration						Â
SOX/Controls			Â			$\bigcirc$
Non-Hyperion Data Integration						
Report Distribution	Â					$\bigcirc$
Dashboards			Â			
Integration with Microsoft Office			$\bigcirc$			$\bigotimes$
Drill-down in all Dimension			8			Â
Time to Implement			Â	$\bigotimes$		

Key Supports  $\triangle$  Supports with Limitations  $\bigcirc$  Does not Support

## Compare – Dashboards

	Dashboards
HFR	HFR is not typically utilized for Dashboard creation.
SV (Ad-hoc)	Ad-hoc functionality is not typically utilized for Dashboard creation.
SV (Formula)	Formula driven SmartViews could be utilized for Dashboard creation, however, this is a manual process and is not available for review on mobile devices.
OBIEE	Dashboards are a primary function of OBIEE, which can be viewed from a computer or mobile device. Dashboards can host a variety of reports that combine to provide insight into business processes and status. Dynamic parameters allow one dashboard to provide a wide variety of angles to view specific data points.
EPRCS	While graphical capability for Dashboards technically can be done via Smart-view, EPRCS is inherently not a Dashboard solution.
СХО	Support robust Dashboards that can be viewed on the users computer or mobile device. Also, multiple Dashboards can be combined to create a Storyboard facilitating a holistic review.



### Compare – Non-Hyperion Data Integration

	Non-Hyperion Data Integration
HFR	Integrates with HFM, Hyperion Planning, Essbase, and HPCM. Cannot be used with non-Hyperion products
SV (Ad-hoc)	Integrates with HFM, Hyperion Planning, Essbase, and HPCM. Cannot be used with non-Hyperion products.
SV (Formula)	Integrates with HFM, Hyperion Planning, Essbase, and HPCM. Data from other sources can by linked into these reports by utilizing cell references or copy/paste. This data can potentially be submitted back into a Hyperion product.
OBIEE	Integrates with a wide variety of data sources, including relational databases, data cubes, flat files, big data sources and many other technologies.
EPRCS	Provides flexible integration capabilities with non-Hyperion sources, from Flat Files to ERPs to relational databases to OBIEE.
схо	Supports data integration with Oracle Hyperion, SAP BPC/BW/HANA, IBM TM1, Tagetik, MS SSAS, and more. With the release of version 6.0 data can be directly uploaded into the CXO repository from flat file sources (ie Excel).



# Compare – Report Distribution

	Report Distribution
HFR	Reports can be generated through a Batch process an emailed to a variety of users. Limitations around seeing "live" data after distributed.
SV (Ad-hoc)	Not typically distributed to many users. These can be shared over Email or on a Shared Drive, however, user's individual Options settings may cause the ad-hocs to no longer function.
SV (Formula)	Can be distributed through Email or on a Shared Drive, however, if the user reviewing the report does not have access to the Source System no balance will be visible.
OBIEE	Reports can be accessed on demand or scheduled and delivered via email, FTP, and other delivery methods, including the ability to schedule based on conditions (Example: if Report A returns no results, run Report B and send to the group).
EPRCS	Report Packages can be distributed in groups of reports or books via mobile, web, or Microsoft Office.
схо	Reports or Storyboards can be distributed to any user with Report Viewer access. The user will be able to make controlled modifications to the POV and refresh data to get "live" results. These reports can be access from the users computer or mobile device.



## Compare – Collaboration/Commentary

	Collaboration/Commentary
HFR	HFR does not natively support the ability to capture and report out User Commentary.
SV (Ad-hoc)	SmartView Ad-Hoc can be used to capture User Commentary through Cell Text. However, the commentary cannot be consolidated and reported out at various levels of the Organization.
SV (Formula)	SmartView Formulas can be used to capture User Commentary through Cell Text. However, the commentary cannot be consolidated and reported out at various levels of the Organization.
OBIEE	OBIEE supports write back functionality to some data sources which could be configured to support commentary, but commentary is not an out of the box feature of the application.
EPRCS	EPRCS performs review cycles and commentary for individual reports sections as well as the entire report package. Supports interactive collaboration across multiple users.
схо	Rich and flexible report-level, line-item and bookmark collaborative commentary and footnotes. Users can input commentary which can be consolidated as reported out at various levels of the Organization.



# Compare – Approval/Workflow

		Approval/Workflow
HFR		HFR does not natively support the ability for users to Approve a report through a designated Workflow.
SV (Ad-hoc)		SmartView Ad-Hoc would not typically require an Approval process. However, Process Management data can be review in an Ad-Hoc.
SV (Formula)	$\bigotimes$	SmartView Formulas does not natively support the ability for users to Approve a report through a designated Workflow. However, SmartView can be leveraged within other tools (ie IBM Clarity) to manage the Workflow process.
OBIEE		OBIEE does not support an approval workflow process
EPRCS		EPRCS offers interactive Process workflow, Approvals and Status Reporting.
СХО		Beginning with Release 6.0, web-based administrative workflow enable true Agile Reporting.



## Compare – Security Configuration

		Security Configuration
HFR		<ol> <li>Shared Services utilized to control/restrict access</li> <li>Ability to secure users as Report Developers and Report Users</li> <li>Data level security inherited from Shared Services (ie Entity level access)</li> </ol>
SV (Ad-hoc)/ SV (Formula)		<ol> <li>Shared Services utilized to control/restrict access</li> <li>All users with View or higher access may create and view Ad-Hoc in SmartView</li> <li>Ability to submit data from Excel to source data can be restricted</li> <li>Data level security inherited from Shared Services (ie Entity level access)</li> </ol>
OBIEE	Â	<ol> <li>OBIEE does not integrate w/ Shared Services, it leverages Weblogic services to control/restrict access</li> <li>Weblogic can integrate to enterprise LDAP applications as well as database stored security authorizations</li> <li>A granular level of authorization can be granted to specific features and functions of the toolset, as well as for whole subject areas, data connections, or even row level security</li> </ol>
EPRCS		<ol> <li>EPRCS does not integrate with Shared Services / Users and Groups added manually or via batch file</li> <li>Offer 6 major roles inherent within the product and 3 levels of security</li> </ol>
схо		<ol> <li>Does not integrate with Shared Services</li> <li>Ability to secure users as Report Administrator, Report Builder or Report Viewer</li> <li>Data level security filtered can be enabled, however, not inherited from Shared Services</li> </ol>
MINDSTREAM	8	

MindStream Analytics brings you... Expert Knowledge on EPM Reporting & Dashboards

## Thank you! Questions?

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