

Secrets to Converting from Oracle Hyperion to OneStream Software

WHITE PAPER



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Introduction

Thousands of organizations around the world are using legacy performance management application suites such as Oracle Hyperion. While these products have provided value over spreadsheet and manual approaches, their architectures can cause Finance teams to spend a large amount of their time on data integration and movement between applications, maintaining metadata in multiple systems, and managing upgrades.

These suites typically include separate products or modules for:

Financial Close and Reporting: Data Integration/Data Quality, Financial Consolidation, Financial and Management Reporting, Account Reconciliations, Disclosure Management, Tax Provisioning.

Financial Planning and Analysis: Financial Budgeting and Forecasting, Strategic Planning, Workforce Planning, Capital Asset Planning, Project Planning, Sales Planning, Profitability Management, Performance Reporting, Multidimensional Analysis, and Modeling.



As a result, data from source systems such as GL, HR, CRM, and others must be loaded into multiple databases and applications. In addition, data must be moved between applications to perform simple tasks such as actual vs. budget or forecast analysis.

Getting organizations to make the move from legacy application suites to more modern, unified CPM solutions can be challenging due to many forces. This can include a lack of leadership, lack of time, lack of resources, risk avoidance, and others. But building a solid and compelling financial business case for conversion can help get the attention of senior management and spur the entire organization to action.

This white paper highlights the challenges companies can face with legacy applications, the advantages and benefits of utilizing a unified platform, and secrets to converting from Oracle Hyperion to OneStream from our expertise as an OneStream Platinum implementation partner.

A Look at Oracle EPM Applications

Oracle's Hyperion enterprise performance management (EPM) applications have been in the market for over 15 years, and have helped many organizations improve their budgeting, planning, forecasting, consolidation and reporting processes. However, the architecture of these applications can make them costly to deploy, maintain and upgrade, especially for large enterprises with extensive deployments. Examples of the challenges customers face with the Hyperion applications include:

- Hyperion Enterprise is no longer supported by Oracle, causing compliance issues
- Data must be moved between Hyperion Planning and Hyperion Financial Management (HFM) to support actual vs. budget variance analysis
- Multiple instances of Hyperion applications are required to address the needs of both corporate and subsidiary or business unit planning and reporting requirements
- An additional module must be licensed to support centralized management of metadata across the Hyperion suite
- Upgrades to new releases can be costly and disruptive to business processes.

In recent years, Oracle has been shifting its R&D investment from their on-premise Hyperion applications to Oracle Cloud EPM. While this shift to the cloud alleviates the need to set up and maintain infrastructure to support the applications, some of these applications lack the capabilities of their on-premise counterparts. This results in several challenges:

- Multiple applications required to address all performance management processes
- Data integration between applications is still a manual process
- Data integration with on-premise ERP systems is manual
- Loss of functionality when migrating from Hyperion applications to Oracle Cloud EPM
- Higher cost of ownership compared to other cloud-based EPM/CPM solutions
- Many sources of risk and issues with data quality.



CPM 1.0 – Application & Product Silos

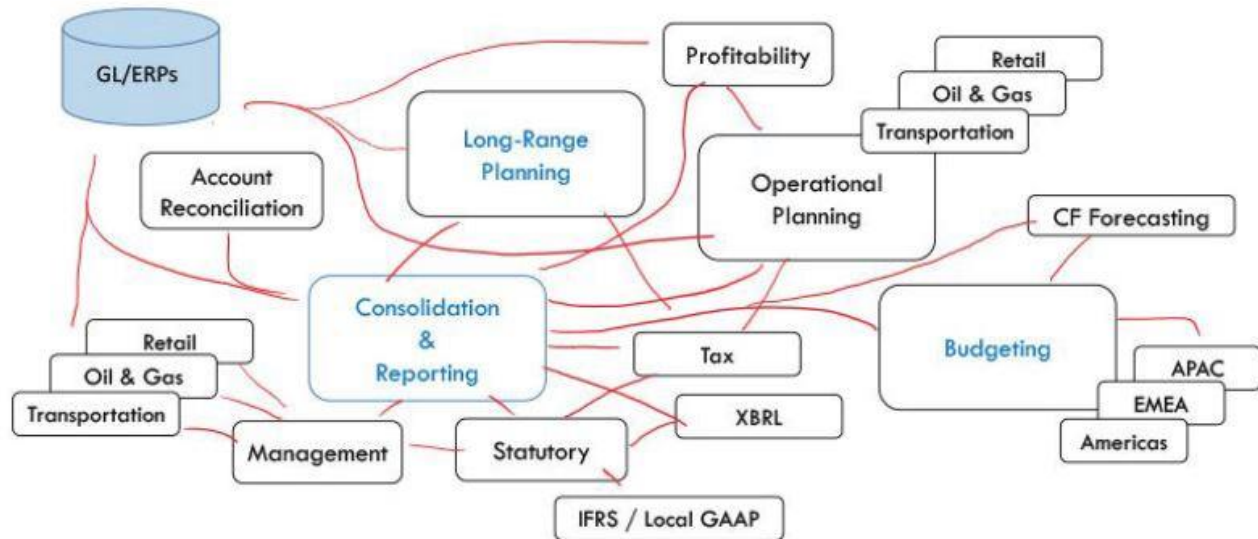


Figure 1 – Fragmented EPM Suites Create Risks

IT industry analysts and other experts in the industry are encouraging Oracle Hyperion customers to consider other alternatives before committing to migrate to Oracle's Cloud EPM applications. Viable and proven alternatives are available in the market that have more modern architectures, offer new capabilities, and support on-premise or cloud deployments. One of those proven alternatives is OneStream Software.

Introducing OneStream XF SmartCPM™

OneStream Software is the creation of Finance and Technology thought leaders in the CPM/EPM marketplace. The founder's experience with the invention of two of the most successful CPM products in the world was an evolutionary step necessary to create OneStream XF.

OneStream CTO Bob Powers is the inventor and original architect of Hyperion Financial Management (HFM). OneStream CEO Tom Shea, along with CRO Craig Colby and COO Jeff DeGriek, founded UpStream Software. Hyperion purchased UpStream in 2006 and renamed the product Hyperion FDM. Oracle subsequently purchased Hyperion in 2007.

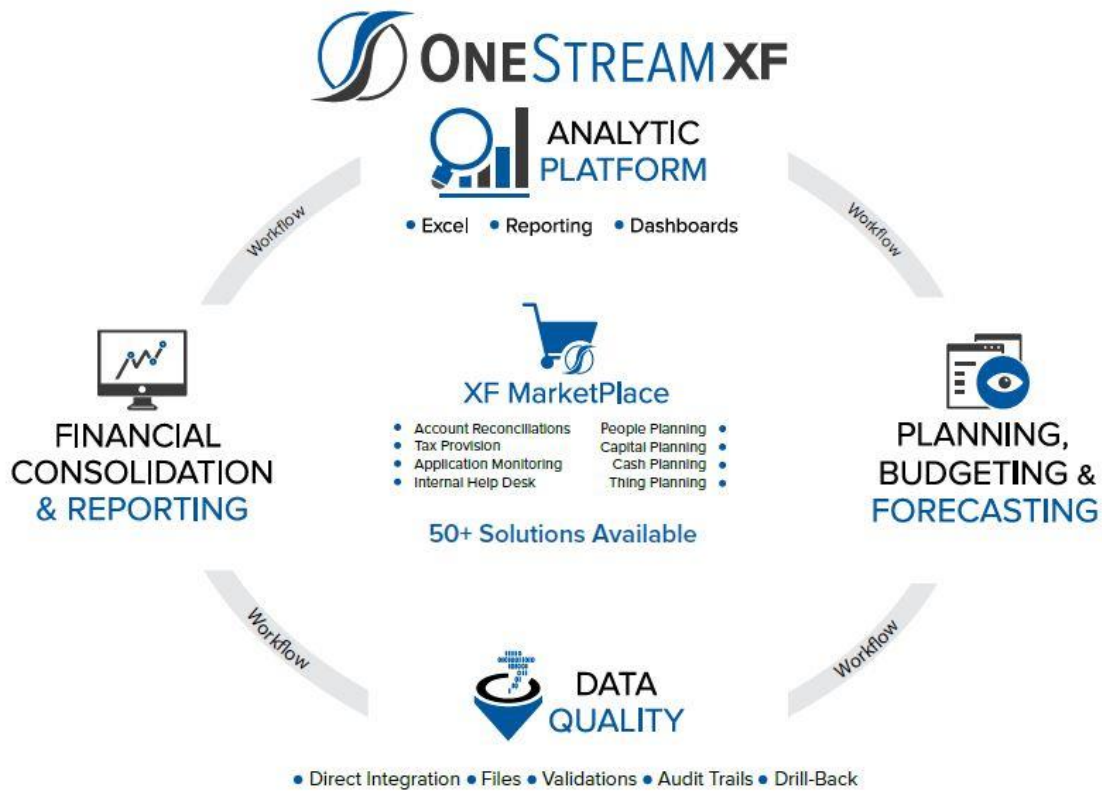


Figure 2 – OneStream SmartCPM™ Platform

OneStream provides a revolutionary corporate performance management (CPM) solution, the OneStream XF SmartCPM platform (XF stands for extensible finance). OneStream XF unifies and simplifies financial consolidation, planning, reporting, analytics and financial data quality for sophisticated organizations.

Deployed via the cloud or on-premise, OneStream is the first and only solution that delivers corporate standards and controls, with the flexibility for business units to report and plan at additional levels of detail without impacting corporate standards – all through a single application.

OneStream calls this unique capability *Extensible Dimensionality™* (figure 3).



Figure 3 – OneStream’s Extensible Dimensionality™

The hallmark of OneStream’s SmartCPM solution is the capability of having multiple solutions for actuals, budgets, forecasts, plans, reconciliations, profitability, and more all living together in a single application. Each solution benefits from leveraging all that the platform offers. OneStream XF eliminates risky integrations, validations, and reconciliations between multiple products, applications, and modules.

Another unique capability of OneStream is the XF MarketPlace. It features downloadable solutions that allow customers to easily extend the value of their CPM platform to meet the changing needs of Finance and Operations. Examples of MarketPlace solutions include People Planning, CapEx Planning, Cash Planning, Account Reconciliations, Sales Planning, and many others.



Key Advantages and Benefits of OneStream XF

Hundreds of mid- to large-size enterprises around the world and across industries have implemented OneStream XF and are seeing the advantages. 70% of their customers have switched from Oracle Hyperion on-premise applications, and others have migrated from legacy solutions offered by SAP, IBM, and other vendors.



Key advantages of OneStream XF include:

- One, unified application for financial consolidation, reporting, budgeting, planning, forecasting, analysis, and data quality
- Deep functionality and scalability that meets the more complex needs of large, sophisticated, global enterprises
- The same solution can be deployed in the cloud or on-premise
- Extensible Dimensionality enables BUs to report and plan at a lower level of granularity without impacting corporate standards
- Integrated financial data quality ensures confidence in financial and operating results
- The XF MarketPlace delivers more solutions without adding complexity.

These advantages of OneStream XF translate into substantial business benefits that easily support the business case for replacing legacy applications and converting to OneStream XF. Examples include:

Reducing the time, effort, and cost of maintaining legacy applications

- Replace multiple legacy systems with one unified application
- Reduce costs of ownership and upgrades
- Shifts Finance staff time from admin to value-added analysis

Simplifying financial close, consolidation, and reporting

- Quickly collect, validate and integrate data from financial and operational systems, enable drill-through to transactional details
- Automate manual steps in the financial close/consolidation process
- Supports complex global consolidation and reporting requirements

Key Advantages and Benefits of OneStream XF – cont.

Improving agility in budgeting, planning, and forecasting

- Aligns BP&F with financial close and actual reporting
- Corporate plans and forecasts linked to more detailed operating plans
- Support more agile planning such as rolling forecasts and driver-based plans

Accelerating delivery of new applications and business insights

- Unified platform enables standardization and reuse
- XF MarketPlace enables deployment of new applications quickly
- Extensible platform supports the rapid creation of new solution
- Accelerates business insights and enhances decision making

Migrating to OneStream Software

MindStream utilizes a high-value project implementation methodology called *COMPASS*. This successful approach combines an iterative agile process with industry best practices and flexible templates to guide clients through the implementation and ensure project success. Our iterative-based cycles drive quicker wins and shorter implementations, which allows for maximum collaboration and faster ROI.

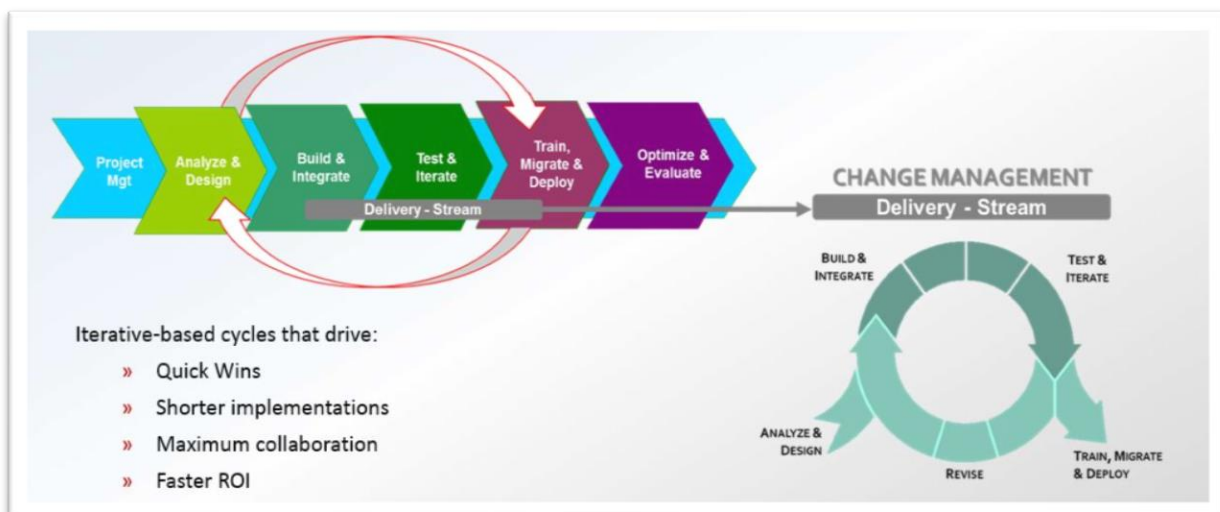


Figure 4 – COMPASS Methodology

Key components of *COMPASS* include:

1. **Analyze and Design** – this initial phase creates the roadmap for guiding the development and deployment of the solution.
2. **Build and Integrate** – OneStream is configured to meet the specified requirements according to the approved Design Document. The platform is configured to be flexible and adaptable, so clients can continue to realize value, even as their business needs change.
3. **Test and Iterate** – iterative reviews and testing ensure the quality of the delivered solution.
4. **Train, Migrate, and Deploy** – our consultants add maximum value by training, coaching, and mentoring your staff to master the new solution.
5. **Optimize and Evaluate** – the creation of a Project Success Report confirms and validates the achievement of success criteria and process improvements.

Utilizing this approach when converting our clients to OneStream allows us to focus on establishing an ongoing process of continuous project improvement and success.

Conclusion

We are experienced Corporate Performance Management (CPM) experts who provide leadership and best practices to our clients as we guide their OneStream implementation. Our success is built on long-term trusted relationships because we emphasize value, integrity, transparency, and communication.

Our consultants combine strong Finance experience with hands-on product knowledge and are recommended by OneStream. As a SOC-certified company, we ensure strict data controls and project governance. Post-implementation Application Managed Services support ensures ongoing value from your investment. To learn more, visit our website at www.mindstreamanalytics.com or call us at 1-800-497-0151.