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COVID 19 Scenario Modeling Offer FAQ

PURPOSE OF THIS DOCUMENT

This document is to address the questions you may have around the COVID-19 financial planning and scenario modeling offer.

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FAQS FOR COVID-19 OFFER

What are the details of the offer?

- We are introducing an offer to help our customers effectively manage their business planning during this COVID-19 crisis. The offer provides any Oracle Planning Cloud customer (even those with basic Oracle Planning and Budgeting Cloud Service) licensed use of Oracle Financial Statement Planning, including Strategic Modeling for a period of 12 months (until April 30, 2021) to contend with business continuity and contingency planning related to the crisis. A license to use Financial Statement Planning, including Strategic Modeling will be automatically applied to your Planning and Budgeting Cloud Service subscriptions. Please see the Planning and Budgeting Cloud Service Description published in the Oracle Fusion Cloud Services—Service Descriptions. You do not need to take any additional action in order to start using this functionality.

- We've also made online tutorials and a step-by-step guide available so you can easily configure and take advantage of these free capabilities. It is nearly 5hrs of training and includes a sample application and lab files for hands-on experience. There is also a link to a video that introduces the tutorials and provides guidance on how to use them.

- As part of this announcement, we have included a list of Oracle EPM Cloud partners who are ready to deliver implementation services in this area. The initial list includes: Accenture, Alithya, Baker Tilly, Brovanture, CoEquip, Deloitte, DXC, EPMI, Grant Thornton, Hackett, Huron, IBM, Inlumi, Inplenion, InterRel, KPMG, Oracle Consulting, Peloton, Perficient, Performance Architects, PwC, Qubix, SC&H Group and Strategy Lighthouse.

What are some of the common use cases of planning and scenario modeling in the context of managing through this crisis?

- Cash flow and Liquidity planning, This is probably the most horizontal use case that's relevant of every organization
- Modeling funding options, debt covenants, debt liquidity ratio, leverage ratios
- Revenue scenario modeling such as phased store openings, online vs in-store mix variation modeling
- Contingency planning for demand-side disruptions. Sudden spikes in unemployment and sharp drops in purchasing power combined with lockdown measures have resulted in steep declines in consumer spending across several industries. Overall, consumer spending has shifted to very different patterns compared to pre-pandemic levels: spending on necessities such as groceries and household supplies has increased; discretionary spending on luxury items has become a much lower priority; online shopping has become the preferred way to shop; all travel has ground to a halt; spending on at-home entertainment has grown rapidly during lockdowns.
- Modeling for a variety of supply side disruptions. Many businesses that cut costs through offshore manufacturing and sourcing are now looking to mitigate disruption risks by diversifying their supply channels. Trade barriers and controls imposed by governments due to risk aversion have impacted supply and transportation networks and significantly increased lead times. Perishables are being destroyed due to these disruptions, resulting in artificial shortages and price hikes.
- And many more

Why do I need Monte Carlo simulations? I think Baseline / Worst / Best case scenarios are plenty for my business.

Monte Carlo Simulation is part of the Strategic Modeling feature set. It is an optional feature that you can use based on your need. Crisis Planning like Long Range Planning has significant uncertainty and carries similar risks as a long-term planning model. Simulations help the business understand these risks and the level of certainty to achieve these outcomes and identifies the revisions to make to increase level of confidence. It provides various statistical methods to use for the simulation.

My application admin and business users need some training on Scenario Modeling. Where do I get training?

The Planning Help Center offers provides a one-stop destination for all your Training and Documentation needs. You can begin exploring on-line resources at the Get Started page. From there, you can easily navigate to all available on-line resources such documentation libraries, tutorials, videos and more. The training tutorials include sample application and lab files for hands-on experience. In addition, here is a link to a video that introduces the tutorials and provides guidance on how to use them.

I have a question and want to reach out to a global community of experts for feedback?

Oracle encourages you to enroll and actively participate in Oracle Cloud Customer Connect. It is a free community filled with expert implementers and practitioners that can quickly answer questions. Aside from that, our Customer enhancement request process has completely moved to the Customer Connect Idealabs. Plus, you do not want to miss out on important events that help keep your up to date on the latest innovations. Sign up now to leverage this valuable resource and make sure you are in the know!

How does Predictive Planning relate to this Scenario Modeling? Can I use both?

Yes, you can use both. Predictive planning works on Planning forms in Planning and Budgeting Cloud Service currently. Scenario modeling is a feature within Strategic Modeling that lets you create and use as many scenarios as needed.

Is there a limit on the number of users? Can I add more users beyond my original subscription?

With this promotion, the number of Financial Statement Planning and Strategic Modeling users is driven by the number of Hosted Named Users or the number of Hosted Employees associated with your base subscription. Your base subscription is one of the following:

- Planning and Budgeting Cloud Service
- Enterprise Planning and Budgeting Cloud Service
- Enterprise Performance Management Enterprise Cloud Service
- Enterprise Performance Management Standard Cloud Service

You can always add users to your EPM Cloud subscription. Your Oracle Sales professional is always available to assist and offer guidance.

Is there a limit on the number of applications/scenarios we can design/deploy?

Applications is the container within which you plan and model. Strategic (Scenario) models are created within the application instance and it allows you to create as many models and scenarios as you may need.

What product is the pre-requisite (PBCS, EPBCS)?

Oracle Planning Cloud, so it could be either Planning and Budgeting Cloud Service or Oracle Enterprise Planning and Budgeting Cloud Service

Can I "re-purpose" another Oracle EPM Cloud product I have (PCM, EPRCS, FCCS, etc)?

No, this promotion is only open to users who have either Oracle Planning and Budgeting Cloud Service or Oracle Enterprise Planning and Budgeting Cloud Service subscription.

Does this offer to add Financial Statement Planning and Strategic Modeling give PBCS customers the right to also turn on hybrid capabilities in their cubes?

No, the offer is limited to Financial Statement Planning and Strategic Modeling. It will include groovy by default when the application is converted to Enterprise mode; but does not include the option to turn on hybrid.

What happens at the end of the 12 month free period (after April 30, 2021)?

You would be able to purchase Financial Statement Planning and Scenario Modeling if you choose to continue using it. Alternatively, your right to use Financial Statement Planning and Scenario Modeling will expire.

What happens after April 30th, 2021?

Purchasing the Financial Statement Planning Option (Part#B86759) will be your least priced option if you wish to continue using Strategic Modeling. You can also upgrade to Enterprise Planning and Budgeting Cloud Service (Part #B85698).

What is the course of actions to revert to PBCS?

There is no supported option to revert to PBCS without having to rebuild the appication. You can continue using Strategic Modeling by purchasing the Financial Statement Planning option SKU (Part#B86759) or to the Enterprise Planning and Budgeting Cloud Service SKU (Part #B85698)

If I do not revert, and the feature is still enabled, will there be any contractual implication if I am still on the old PBCS contract, with SM enabled but not used, when it comes to Oracle audits?

Yes. You will have to rebuild the application without Financial Statement Planning, upgrade to the new contracts for either the Financial Statement Planning option SKU (Part#B86759) or to the Enterprise Planning and Budgeting Cloud Service SKU (Part #B85698) prior to April 30, 2021.

When can I start using this option and how long can I use it?

Your rights to avail of this option can start anytime now. Your rights to use this free option expires on April 30, 2021 unless you purchase into the SKUs that allow the use of Strategic Modeling.

Do I need to upgrade from Oracle PBCS to Oracle EPM Cloud SKU?

No, you don't need to. Strategic Modeling will be deployed within the same pod and environment as your current Oracle Planning and Budgeting Cloud Service. Users will access it using the same url as for your current Oracle Planning and Budgeting Cloud Service.

Who will implement this solution?

As part of the announcement, we included a list of partners who have experience with implementing projects in this area --   Accenture, Alithya, Baker Tilly, Brovanture, CoEquip, Deloitte, DXC, EPMI, Grant Thornton, Hackett, Huron, IBM, Inlumi, Inplenion, InterRel, KPMG, Oracle Consulting, Peloton, Perficient, Performance Architects, PwC, Qubix, SC&H Group and Strategy Lighthouse. In addition, most partners who implement Oracle EPM Cloud will be able to assist you with implementation.

Can I do the configuration of Scenario Modeling by myself? I'm just looking to run a few scenarios and need to get going quickly without asking for consulting budget.

Yes. Strategic Modeling is intuitive and allows you to create quick models for scenario planning. You can just use one model if that is all you need.

Can we leverage the implementation Success Program as part of our design/deployment?

The Implementation Success Program is always available to customers through their Sales professional. The program provides customers the opportunity to work with Product Development who can review and optimize their EPM Cloud Services. Your sales or customer success manager can provide more details.

How fast can it be implemented for it to be useful?

It depends on the level of complexity of the application you want to configure, but models will low levels of complexity can typically be implemented in as little as 2-3 weeks.

Does it automatically take data from my planning application?

Yes. Once you configure data maps between strategic modeling and planning, data between the two can be synced on schedule

How can we deploy Strategic Modeling in our existing application without impacting what we've already done?

o   First step would be to convert your existing Oracle Planning and Budgeting Cloud Service application to Enterprise mode using the action menu within the Application Overview screen.
o   Once the application is converted to Enterprise mode you can activate Strategic Modeling through the configure card in the application
o   Strategic Modeling deploys independent of the existing Planning cubes within the same application. You can deploy it by activating it using the configure screen.

Can we have a separate security model for strategic modeling than our core planning users?

Yes. Although the administrator for the application is the same, the roles for strategic modeling are different from Planning roles and can be configured independently.

What about groovy scripting?

When the application is converted to Enterprise mode groovy is automatically enabled in the application.

What are the best practices recommended for upgrading to Oracle Enterprise Planning and Budgeting Cloud Service to enable Scenario Modeling?

o Back up your Oracle Planning and Budgeting Cloud Service application both in test and production. The only way to revert once you convert to Enterprise is to delete the application and import your backup.
o Convert your Test application to Enterprise
o Your Oracle Planning and Budgeting Cloud Service cubes will stay untouched during the conversion to Enterprise Planning and Budgeting Cloud Service
o Try the conversion and build out the Strategic Models within the test application before you build your model on production. You can also migrate just strategic modeling into the production environment.

Are there any scenarios where my conversion from Planning and Budgeting Cloud Service to Enterprise Planning and Budgeting Cloud Service will not work?

If the current Planning application is a multi-currency application, and the application is not on simplified currency mode, the conversion will not go through.

What user interface will I have?

In Enterprise mode the application will only be accessed using the Simplified Interface

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