

**NUCLEUS**  
RESEARCH

# SCALING UP WITH ORACLE CLOUD EPM

## ANALYST

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## THE BOTTOM LINE

Nucleus interviewed several end-users to understand why they replaced their Anaplan deployments with Oracle Cloud EPM. The most common reasons were to enable scenario modeling initiatives or to modernize the entire finance and accounting software stack. Specifically, organizations choose Oracle Cloud EPM for its modeling flexibility, out-of-the-box functionality, and comprehensive suite of financial planning and analysis, consolidation, and close tools. One company decreased its software licensing costs by \$270,000 annually while simultaneously increasing its financial modeling output with Oracle Cloud EPM. Another organization realized \$1.2M in productivity savings by replacing Anaplan with Oracle Cloud EPM as it could manage its workload with a 30 percent smaller FP&A team.

## OVERVIEW

As organizations compete in a contracting market, they must be hyperaware of their current and future cash positions and financial performance. Large enterprises require an Enterprise Performance Management (EPM) platform to model and forecast their finances and operations adequately. In addition to a Financial Planning and Analysis (FP&A) solution capable of scaling with enterprise needs, organizations need a connected software ecosystem. Without integrated finance and accounting systems working with operational systems, organizations place their financial resiliency at risk as they are less prepared to predict and mitigate disruptions. Nucleus has noted that companies adopt continuous planning practices to improve financial and operational visibility and resiliency. To do so, accounting and finance departments must consolidate their tech stacks onto one platform to ensure a single source of truth, eliminate data silos, and automate data flows. Additional benefits to a platform approach are reduced training requirements, avoided software licensing costs, and reduced administrative burden. In today's dynamic environment, the finance function also needs to pay more attention to collaboration and continuous alignment with sales, supply chain, human resources, and other operational functions.

Interviewed end-users report a lower Total Cost of Ownership (TCO) by replacing Anaplan and other financial and operational planning and reporting solutions with Oracle Cloud EPM.

Users that retired Anaplan for Oracle Cloud EPM noted improvements to financial and operational analysis as they could model with more dimensions and larger model sizes at no additional cost. In addition to performance improvements, users reported improved scalability and ease of administration as they could quickly spin up new analytic projects and expand the use to more users. With Oracle Cloud EPM's out-of-the-box financial modeling and reporting and all-inclusive licensing, where all users have access to the full suite of Oracle EPM solutions from Planning to Account Reconciliation, Nucleus found that Oracle Cloud EPM facilitated enterprises' growth initiatives as opposed to being a hindrance that disjointed solutions represent.

**One customer saved  
\$270,000 annually in  
software costs with  
Oracle Cloud EPM**

## ORACLE CLOUD EPM

Oracle Cloud EPM is a comprehensive performance management platform addressing customer needs in finance and operating functions. It is deployed and managed by Oracle

on the Oracle Cloud Infrastructure (OCI). Oracle eliminates disparate data silos to give users an amalgamated view of their financial and operational performance data, improving stakeholder collaboration and decision-making. Oracle Cloud EPM serves mid to large organizations within the Consumer Goods, Insurance, Manufacturing, Healthcare, Financial, Utilizes, Oil and Gas, Transportation, and Government industries. In addition to FP&A, Oracle offers solutions for financial close, enterprise performance reporting, personalized dashboards, data management, and strategic modeling.

## TYPICAL BENEFITS

Nucleus interviewed Oracle customers previously leveraging Anaplan or considered Anaplan before adopting Oracle Cloud EPM and found three shared benefits achieved within the first year of deployment.

### REDUCED IT COSTS

Oracle Cloud EPM helps organizations avoid purchasing and maintaining multiple licenses for budgeting, planning, consolidation, close, and reporting solutions. Nucleus found that one financial services provider saved over \$270,000 annually in subscription costs by replacing three legacy systems with Oracle Cloud EPM's budgeting, forecasting, and cost management solutions. In addition, users that retired Anaplan for Oracle Cloud EPM reported avoided add-on modules and storage costs. The IT burden is further reduced when businesses only deal with one vendor for implementation and product support.

### INCREASED PRODUCTIVITY

Oracle Cloud EPM's ease-of-use and out-of-the-box tools allow users to access the necessary information to streamline forecasting and reporting processes. Users created reports in Oracle Cloud EPM by sourcing data from Oracle Cloud ERP without exporting, importing, formatting, or cleaning the data first. Oracle Cloud EPM supports native integrations with other Oracle Cloud products, and pre-built or custom connectors with third-party transactional systems, such as HCM, CRM, and SCM, can automate the flow of data. Automation features within Oracle eliminate time-consuming tasks associated with financial reporting, such as data entry, data reconciliation, and report generation, freeing up staff to focus on more strategic tasks. One organization was forced to reduce its FP&A staff by 30 percent in the wake of the pandemic; Oracle's out-of-the-box financial reports and models and consistent user experience allowed the organization to resume standard

operations without increasing its headcount, saving the organization an estimated \$1.2M annually in avoided headcount.

## IMPROVED SCALABILITY

Organizations migrating off Anaplan chose Oracle Cloud EPM because it does not have model size limitations. Without size restrictions, complex organizations with multiple business units, sales channels, and geographies can develop models with the desired dimensions and granularity to improve processes such as asset allocation or supplier selection. All interviewed users reported expanded modeling and ad-hoc reporting use cases with Oracle Cloud EPM. Users also noted that finance and accounting employees have more opportunities for internal movement as other teams and departments leverage the same platform, reducing training and onboarding requirements.

## CUSTOMER EXPERIENCE

### FINANCIAL SERVICES PROVIDER

The financial services provider is a global automobile financing organization headquartered in the US. The company serves the Consumer Goods, Auto, and Oil and Gas industries with over 7,000 employees while generating nearly \$15B in revenue. It leveraged Anaplan and SAP before transitioning to Oracle EPM in 2020. As the financial services provider grew, high consumption costs made it too costly to continue adding seats to its Anaplan and SAP licenses. With its contract, Anaplan capped model sizes at 120 GB, and updating data models would take 20 minutes to complete, proving inefficient for cube reporting and forcing the company to explore other software vendors. The organization considered SAP S/4HANA, Oracle, and Anaplan. Oracle demonstrated that it did not restrict the model size, could handle the company's large data sets and various dimensions, and provided a wide range of out-of-the-box templates to streamline financial reporting.

The implementation process began in 2020, and internal IT stakeholders projected it to be a 30-month project. However, Oracle Consulting completed the implementation process within 15 months, delivering the project under budget and ahead of schedule. By adopting Oracle Cloud EPM to consolidate its finance and accounting software ecosystem, the company reduces its overall licensing costs by \$270,000 annually. It centralized all financial information without data duplication and multiple versions.


## COMMERCIAL AIRLINE

The commercial airline previously leveraged Anaplan for financial planning and forecasting, sustaining significant expenses as it added additional seats. The corporation also leveraged Oracle Hyperion and Blackline in conjunction with Anaplan as its on-premises financial disclosing and accounting applications. Its Anaplan instance had modeling limitations, and the organization had to purchase additional modules to provide executives with a financial performance dashboard. Due to Anaplan's cost implications, the organization would not scale up its use and, therefore, could not track employee performance. As a result, the company began searching for a more cost-effective solution. The aviation corporation already leveraged Oracle EPM alongside Anaplan in separate business units and realized it could adopt Oracle Cloud across the entire organization at half the cost. Oracle EPM provided sophisticated reporting capabilities with driver-based modeling, making it a one-stop shop for operational planning, consolidation, and FP&A.

With cost-saving measures forced by the Covid-19 pandemic, the organization reduced FP&A headcount by 30 percent and implemented Oracle software itself. This proved to be a blessing in disguise. After gaining extensive experience with the software's functionality, the company resumed pre-pandemic workloads without hiring additional personnel, saving \$1.2M annually in avoided headcount. The organization benefited from Oracle's user-based licensing model and platform scalability. Compared to Oracle, Anaplan capped model sizes, making it not a viable option for the growing organization. Without space constraints, the organization optimized capital tracking and developed analytic projects for different business units, increasing transparency to operational performance and improving project planning decisions. In addition, users had to load flat files into Anaplan, whereas Oracle Cloud EPM's native integrations enabled data automation and hourly updates with its data warehouses.

## LIFE SCIENCES MANUFACTURER

This US Life Sciences Manufacturer employs roughly 130,000 individuals around the globe while generating upwards of \$40B in revenue annually. The manufacturer primarily serves the Consumer Goods, R&D, Pharmaceutical, and Technology industries. Before moving to the Oracle Cloud, the organization deployed Oracle Hyperion as an on-premises solution. The consumer goods manufacturer desired a cloud-based platform for budgeting and forecasting processes. Scalability, functionality, and product roadmap were crucial value points for the software selection. The organization also considered Anaplan and SAP before selecting Oracle. Oracle Cloud EPM was chosen for its full suite of financial, accounting, and operational tools that could be adopted at a lower TCO than sourcing solutions from multiple vendors. The manufacturer also reported that Oracle Cloud EPM was updated



more frequently than Anaplan at the time of selection, allowing the organization to take advantage of new functionality.

After transitioning its technology ecosystem to Oracle Cloud in 2021, the organization reduced its IT costs and burden. Unifying its business units onto a single platform provided the company with a single interface for multiple data sources, saving employees time sourcing the most up-to-date information. The organization improved its data visibility, data flow, and accuracy from Oracle's database connectivity, import, and export functionality. The manufacturer has purchased 1,000 licenses for Oracle Cloud EPM and expects to fully implement the system in the rest of the organization within three and half years.