

Oracle Hyperion Profitability & Cost Management (HPCM)

Key Features

- > Packaged Functionality
 - > Pre-Built Data Model
 - > Pre-Built Validations
 - > Pre-Built Costing Methodologies
 - > Graphical Traceability Maps
 - > Reporting Wizards for Analysis
- > Multiple Model Types
 - > Standard Profitability
 - > Detailed Profitability
 - > Management Ledger
- > Business User Managed Application
 - > User Defined Business Rule Definitions
 - > Business User-Facing Administration
 - > Provides Scenario Modeling for Decision Making
- > Tightly Integrated with EPM Suite
 - > Shared Master Data
 - > Shared Data Integration
 - > Common End User Reporting Tools
 - > Proven Technology Stack

Key Profitability Management Requirements

Organizations today face a highly competitive global marketplace. Their ability to control costs and generate sustainable, profitable growth is imperative to creating shareholder value. Profitability Management solutions are required to execute the timely transformation of enterprise data into actionable insight, but in order to do so effectively, these solutions must meet a key set of requirements described as F-A-S-T.

Flexibility	Accuracy	Shared Methodology	Transparency
<ul style="list-style-type: none"> > Analyze different chargeback approaches to yield optimal mix of services versus costs incurred > Adapt/Change methodologies at the same pace as business changes > Provide What-If capabilities to assess impact of key business decisions on bottom line 	<ul style="list-style-type: none"> > Provide key stakeholders confidence in the numbers produced and methodologies employed to ensure compliance > Achieve this through meaningful allocations, automation, and system controls 	<ul style="list-style-type: none"> > Define consistent allocation and charge back methodology across all management cycles > Create consistent comparisons when reviewing and updating methodology result and planning for future management cycles 	<ul style="list-style-type: none"> > Provide units with the detail costs they incur for the service consumed > Compare effectiveness of internal unit services with those of external providers to ensure efficiency > Enable LOB managers to understand cost to serve profitability results

HPCM Use Cases

As a flexible allocation tool, HPCM supports multiple application use cases. As the leading HPCM implementation partner, Alithya has proven methodologies & accelerators for each of the following use cases:

- > Shared Service Costing & Charge Backs, including IT Service Costing
- > Operational Transfer Pricing & Inter-Unit Charges
- > Expense Allocations & Standard Cost Rate Development via ABC & Waterfall Methods
- > Management Reporting – Fully Allocated Segment P&Ls
- > Operational Profitability – Product, Customer, Route, Encounter, & Others
- > Vertical Solutions – Used in Financial Services, Manufacturing, Higher Ed, Telecom & the costing engine within Alithya Healthcare Analytics (RHA)

Solution Key Benefits

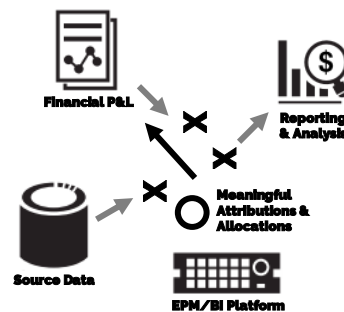
- > Business can run multiple versions to assess impact of changes
- > Business can run models with minimal IT involvement
- > Profitability workflows are automated, repeatable processes
- > Meaningful cost drivers and methods for cost pools ensure greater acceptance of published results
- > Business can quickly answer questions that impact operational and pricing decisions
- > Speed of thought ad-hoc reporting as well as user-guided analysis
- > Excellent visibility throughout the allocation process
- > Service Providers understand cost-to-serve and can take steps to improve operational efficiency
- > Client Managers can contractually influence client behavior to improve results

Alithya Service Offerings

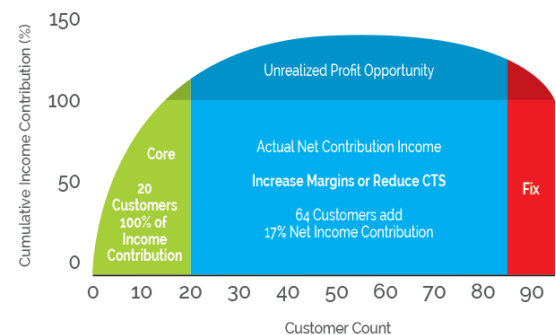
- > Profitability Project Initiation & Analysis Services
 - > Partnership with Oracle to deliver "Profit-Focused Enterprise" ROI Service
 - > Multi-Phase, Multi-Product Strategic Roadmaps & Visioning
 - > Future State Process Definition
 - > Costing Requirements Analysis & Proof of Concept Development
- > Full Life Cycle Application Delivery across multiple application types & verticals
- > Customized & Pre-Packaged HPCM Product Training Delivery
- > Tuning, Optimization & Upgrades
- > Post Go Live & Managed Service Contracts

Alithya Project Experience & Resource Capabilities

- > Over 20 Experienced Full Time Consultants across the Americas and EMEA
- > Over 25 successful HPCM projects delivered since 2009
- > Thought Leadership provided by Oracle Aces with HPCM expertise
- > Comprehensive multi-product delivery approach incorporates other tools such as Planning, DRM, FDMEE, & OBIEE
- > Close Relationships with Oracle Development - involved in initial Product Architecture
- > Alithya Exalytics Lab available for POCs, Project Jump Starts & Performance Benchmarking



Cumulative Customer Profitability



Proven Partner for
EPM, BI and BD Solutions

ORACLE Platinum Partner
Cloud Select
North America

Contact Us

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