

## Lightning Cloud for Sales Planning

### Key Features of PBCS

- > Multi-dimensional/multi-user planning with a powerful business rules engine
- > Flexible workflow & plan management capabilities
- > Comprehensive Microsoft Office integration
- > Easy to use Web interface
- > Seamless creation of reports and dashboards
- > Proven and scalable architecture
- > Robust integration with ERP systems and other sources
- > Full set of administrative tools for application management
- > Cloud-based deployment model with subscription pricing

### Key Benefits of PBCS

- > Reduce budgeting and planning cycles by weeks or months
- > Improve forecast accuracy
- > Deploy quickly with no internal IT hardware or software requirements

### EPM in the Cloud

Oracle Planning and Budgeting Cloud Service (PBCS) is a product that enables organizations of all sizes to quickly adopt world-class planning and budgeting applications with no CAPEX infrastructure investments, offers flexible deployment options, and lightning fast time-to-value.

### Alithya's Lightning Cloud for Sales Planning

This service offering uses Oracles PBCS to deliver a sales forecasting application that allows users to leverage opportunities and forecasts from Salesforce.com to create sales forecasts for the organization and is intended to accelerate the time-to-value of a planning solution by enabling the configuration of pre-built templates, reports, and calculations that are catered to the sales forecasting process. This offering effectively replaces a linked Excel spreadsheet environment with one that consolidates, analyzes, and executes scenario analysis.

### Offering

Development of a PBCS application to support basic sales planning utilizing Salesforce.com data reporting across the organization, including:

- > Standard Hyperion Planning dimensions plus Salesforce.com dimensions
- > Support for a sales plan and rolling forecast
- > Configuration of Planning input forms (via web and/or Excel SmartView) to support sales planning
- > Development of standard calculations/business rules to enable metrics, aggregations and variance calculations
- > Delivery of standard sales forecast and variance analysis reports
- > Set up of up to 25 end users

## Key Benefits of Sales Planning

- > Speed-to-value proposition
- > Customized templates, calculations, reports, task lists, and workflows
- > Ability to extend the solution in the future to other components of the planning process

## Why Go to the Cloud?

- > Appeal to a wider user community through an intuitive Web user interface
- > Shrink the learning curve for users by leveraging Microsoft Office products as an interface into Oracle Hyperion Planning
- > Eliminate time lag between when plans are updated and reports are refreshed
- > Reduce cost of ownership with superior application deployment, management tools, and packaged data integration
- > Lay the foundation for the transition to Enterprise Business Planning

**Proven Partner for  
EPM and BI Solutions**



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