



Arab HEUG Alliance 2016 Conference

Making a World of Difference

Abu Dhabi University, Abu Dhabi, UAE

15-16 November, 2016

Integrated Higher Education Performance Management Solution Using Oracle Cloud

CASE STUDY: ADU ORACLE HYPERION IMPLEMENTATION

Presenter Information

- Bishoy Sami
- Managing Consultant
- AZDAN BUSINESS ANALYTICS
- Bishoy.Sami@azdan.net



- SESSION #####
- DATE OF PRESENTATION



Integrated Higher Education Performance Management Solution

Integrated Performance Management

Enterprise Business Planning and Budgeting

Profitability and Cost Management

Financial Consolidation and Close Management

Enterprise Performance Reporting

Integrated Performance Management

Integrated Performance Management is a leading method to helping higher education organization to drive stakeholder value by

- Create a long-term strategic plan
- Cascade the long-term plan across all levels
- Create the budget in line with the long-term strategic plan
- Align the strategic thought process with the operational thought process
- Perform ongoing forecasting and what if scenarios
- Profitability and cost analysis
- Enterprise Performance Reporting

Integrated Performance Management Framework



5. Integrated Analytics

Integrated financial and operational data for actual and budget in a one single data source that enable add hoc analysis and predictive planning “**Single Version of Truth**”

4. Management Reporting

Management reporting packages such as budget book, strategic plan, annual report, financial statements with notes, variance analysis, profitability analysis,..Etc

3. Performance Management

Including all the required applications that helps achieving management excellence by achieving the management processes.

2. Information Process

Data processing for different functions to build the required data marts for Finance, HR, Revenue, Admission, Procurment,..Etc

1. Transaction Systems

Systems required to run day to day business, Oracle PeopleSoft Financials, Oracle PeopleSoft Human Capital, Student Information System, Financial Aid,..Etc.

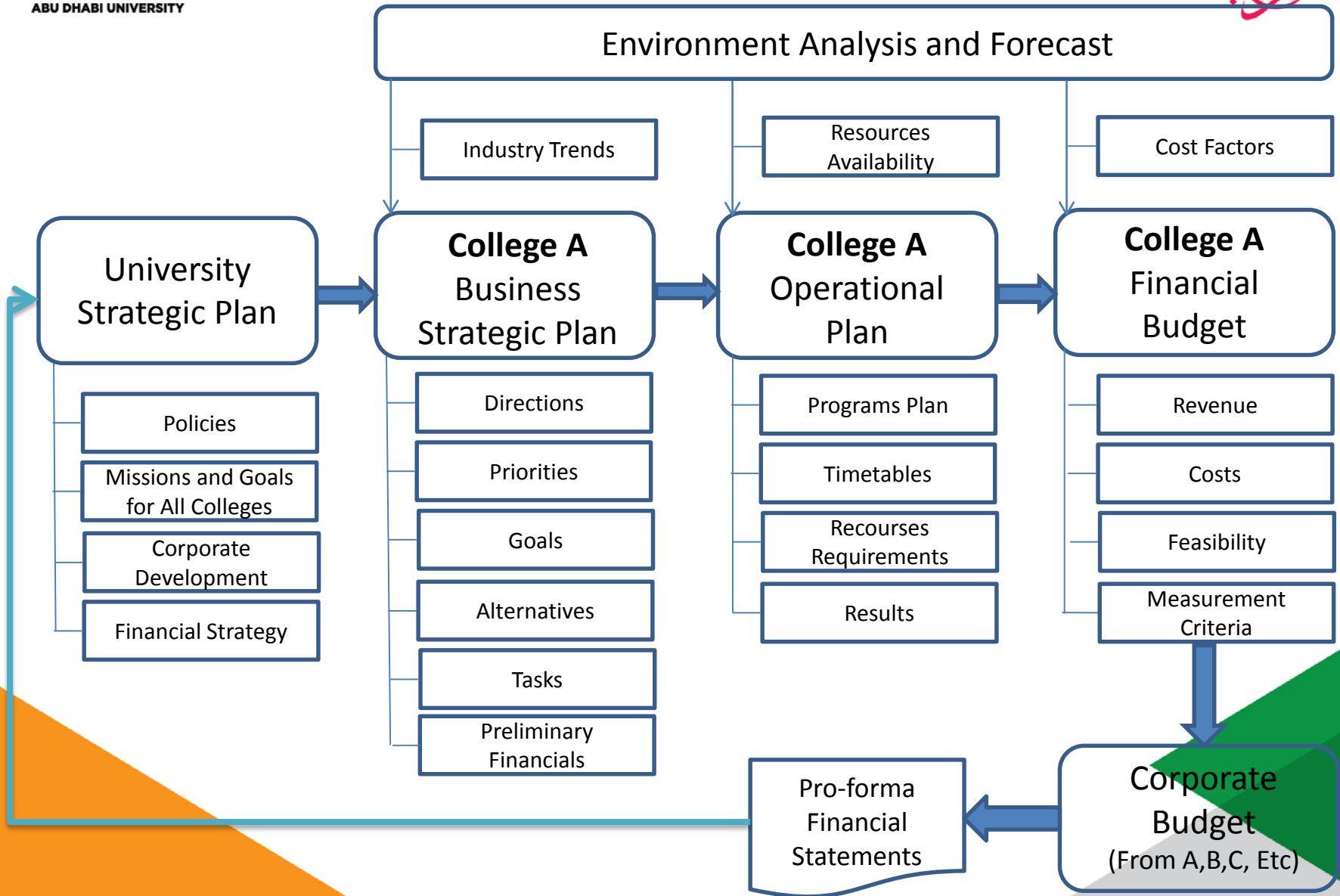


جامعة أربطبى

READY FOR TAKE OFF...



Enterprise Business Planning Process



Oracle Enterprise Planning and Budgeting Cloud Service for Higher Education



**Strategic
Plan**



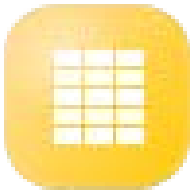
**Revenue
Plan**



**Human
Capital Plan**



**Scholarship
Plan**



**Operating
Expenses
Plan**



Capital Plan



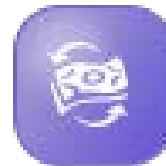
**Projects
Plan**



**Financial
Plan**



**Balance
Sheet Plan**



**Cash Flow
Plan**

Oracle Enterprise Planning and Budgeting Cloud Service



Strategic Plan

- Strategy perspectives and themes
- Strategic Objectives and Goals
- Strategic Initiatives
- Key Performance Indicators (KPIs)
- Scorecard Reporting and Analysis
- Define the strategy targets and compare it with actual results
- Define industry benchmark of some KPIs



Revenue Plan

- Program Revenue
 - Derived by credit hours of programs study plan
 - Classified by PG/UG, Campus, College, Semester, Study Year
- Students Accommodation
 - Derived by accommodation type, rate and occupancy ratio
- Other Revenues
 - Books
 - Labs
 - Events

Oracle Enterprise Planning and Budgeting Cloud Service



Human Capital Plan

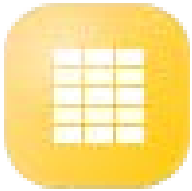
- Classified by
 - Admin Staff
 - Faculty Staff
- Faculty Staff planned based on
 - Calculated credit hours in revenue plan
 - Work load ratio
 - Student Faculty ratio



Scholarship Plan

- Scholarship Plan classified by
 - Types of scholarships offered
 - Financial Aid
 - Management Discounts
- Calculated based on
 - No. of credit hours per program
 - Discount Percentage %
 - No. of students (New and Returning)
 - Fees per program (Tuition Fee & Other fees)

Oracle Enterprise Planning and Budgeting Cloud Service



Operating Expenses Plan

- Higher Education Operating Expenses
 - Utilities Expenses
 - Consulting Expenses
 - Supplies and Services
 - Financial Charges
 - Grants and Donations
 - Other Expenses



Capital Plan

- Investments Plan that include
 - Plan for existing assets
 - Plan tangible assets
 - Plan intangible assets
 - Plan for leasing
 - Calculate the impact of Capital Assets on Financial Plans
 - Capital plan calculated based on
 - Asset Category
 - Depreciation / Amortization method
 - Asset line item

Oracle Enterprise Planning and Budgeting Cloud Service



Projects Plan

- It includes the plan for initiatives, research projects
- Classified by
 - Historical initiatives, research projects
 - On-going initiatives, research projects
 - New Projects / Initiatives



Financial Plan

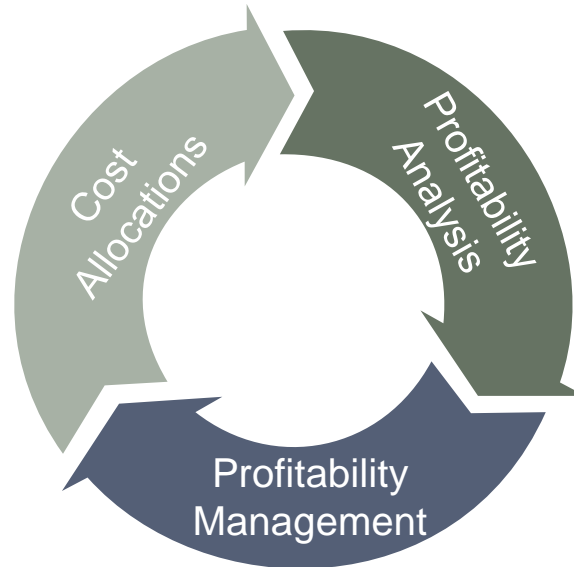
- Integrated Driver-based Planning for
 - Income Statement
 - Balance Sheet
 - Cash Flow
- Balance Sheet fully integrated with Income Statement & Cash Flow and configurable based on specific business requirements
- Fully integrated Cash Flow - focusing on Cash from Operations
- Both 'direct' & 'indirect' cash flow methods supported

Those who are better at their Profitability Management Lifecycle will reap Performance Management rewards

What are the most and least profitable programs?

Does students or programs profit vary by campus?

What is the profit contribution margin of a programs and other student services?



Why are programs profitable or unprofitable?

Why the cost is different across different campuses?

How do business processes impact program profitability?

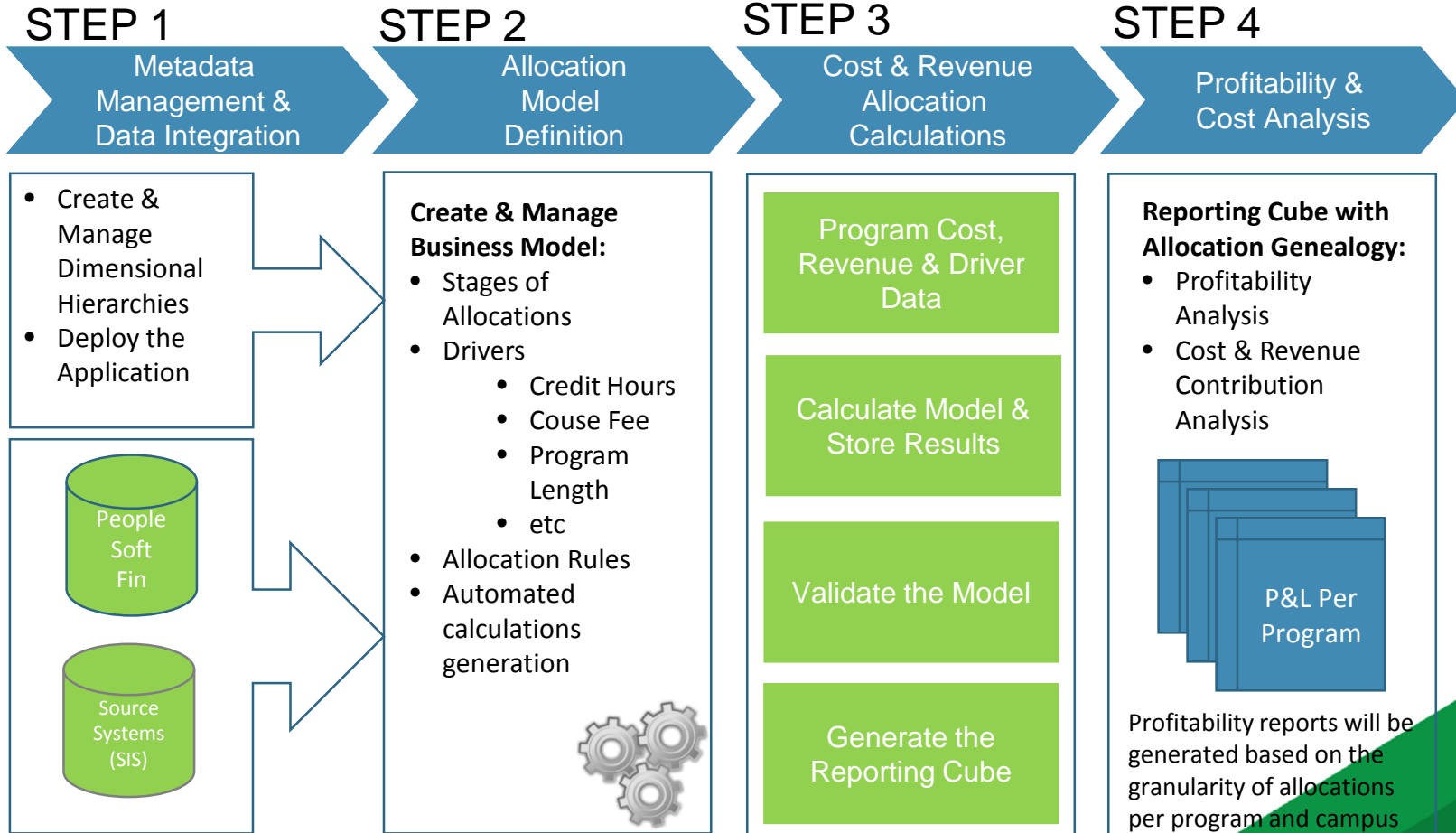
How is resource consumption affected by programs study plan?

What is the impact on Profitability when:

- change in tuition fee and services fees
- reassignment of resources
- introducing a new program / change in mix
- change in market place

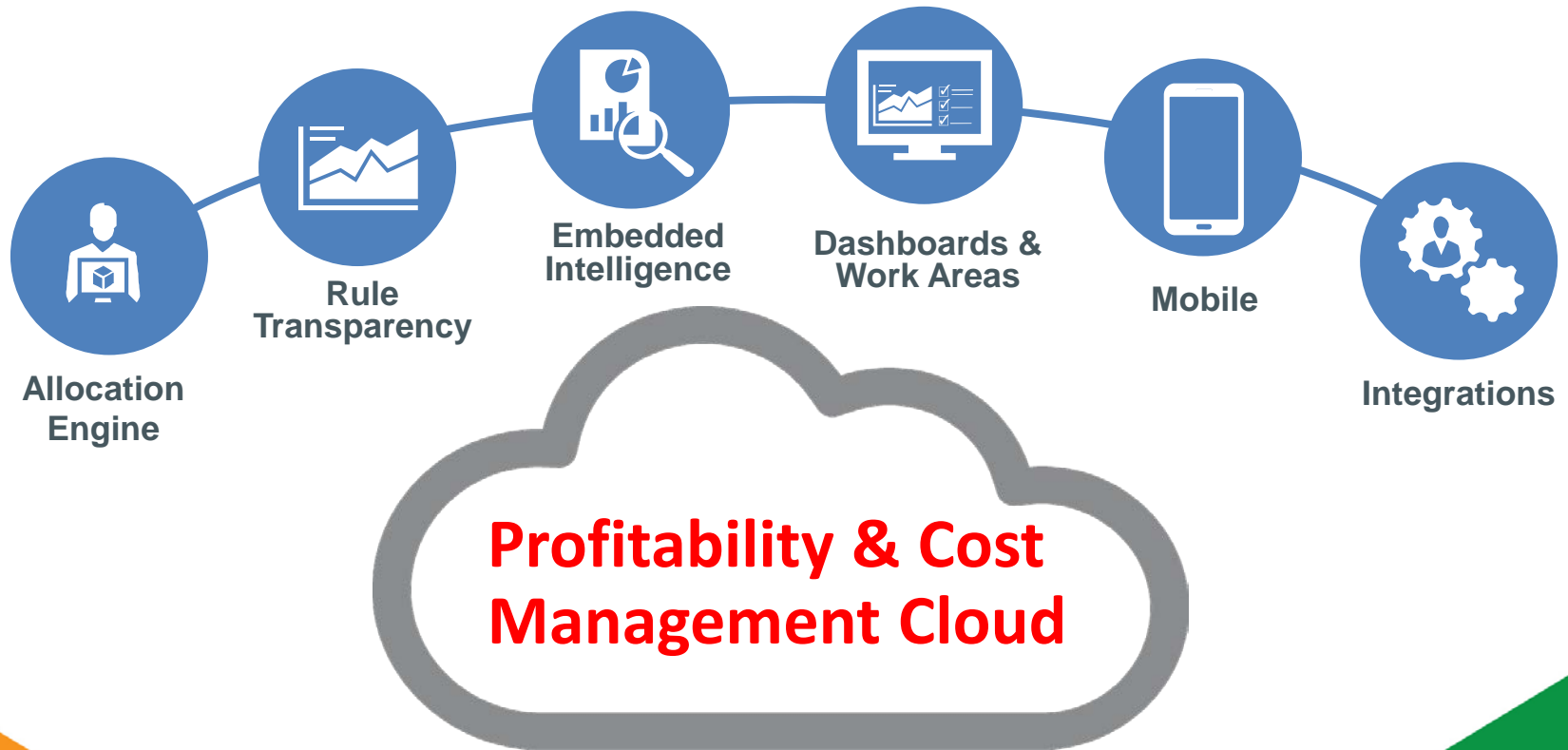
Profitability and Cost Management Process Guided Steps

The implementation of program profitability aims to calculate the program net profit after considering all program revenue and direct costs and allocate all indirect costs to programs



Oracle Profitability and Cost Management Cloud Service

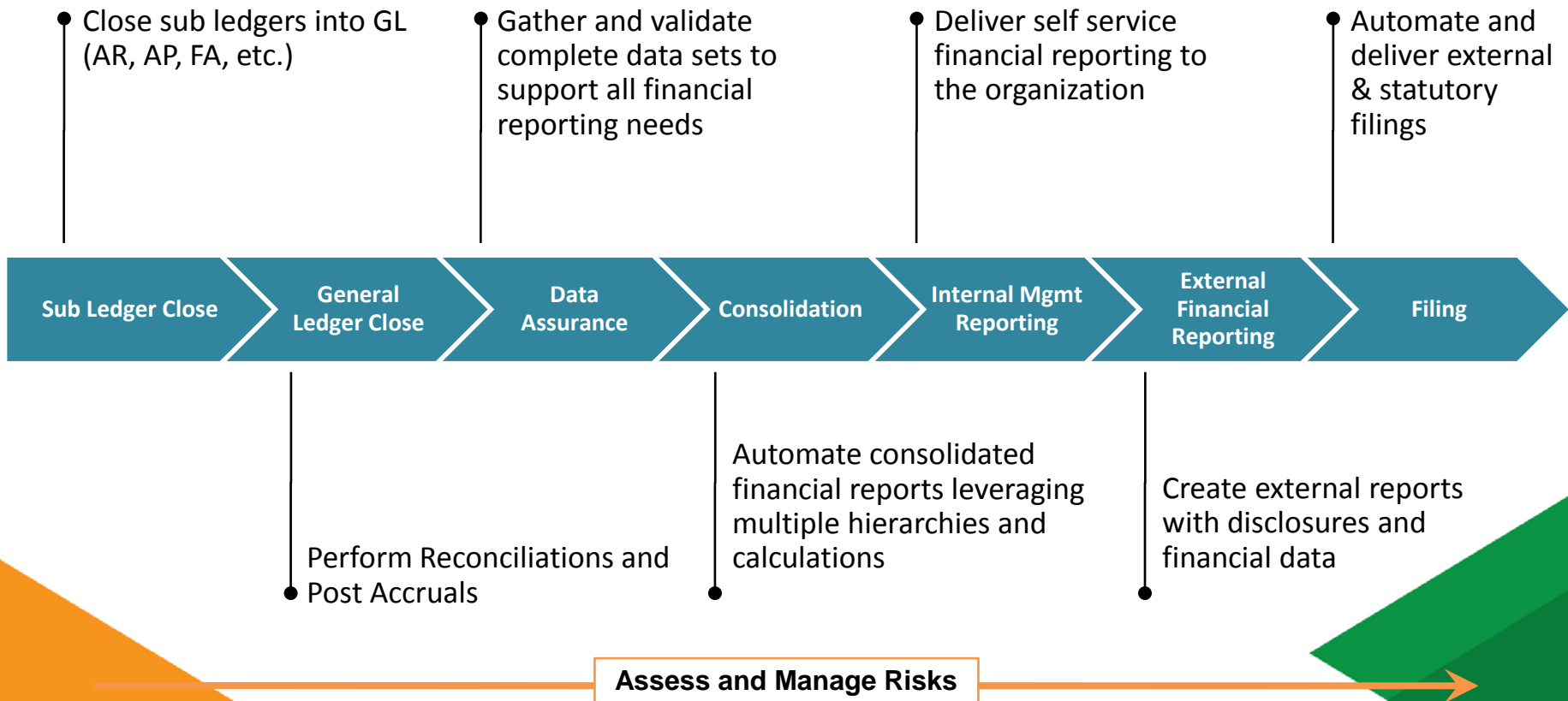
Complete Allocation Solution



- ✓ Built on successful foundation (customers and partners)
- ✓ Complements ERP & EPM
- ✓ Good 'first step' to the Cloud

Financial Consolidation and Close Management

The End-to-End Financial Consolidation and Close Process



Oracle Financial Consolidation and Close Cloud Service Screenshots

ORACLE

Tasks Data Analysis Journals Reports Approvals

Approvals

Filter:

	E01 epm_default_cloud_admin Unlocked
	E01_0 epm_default_cloud_admin Unlocked
	E01_101 epm_default_cloud_admin Unlocked

Locked Status

Scenario Actual	Years FY15	Currency Entity Currency			
Lock - Total Geography		Lock - North America	Lock - Latin America		
	Jan	Feb	Mar		
EMEA Corporate(EUR)	Unlocked	Not Started	Not Started		
+ Europe(EUR)	Unlocked	Not Started	Not Started		
+ Middle East(USD)	Unlocked	Not Started	Not Started		
+ Africa(EUR)	Unlocked	Not Started	Not Started		
- EMEA(EUR)	Unlocked	Not Started	Not Started		

Calculation Status

Scenario Actual	Years FY15	Currency USD									
Total Geography		North America	Latin America	EMEA	APAC						
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
- Total Geography(USD)	Ok	Ok	Ok	Ok	Ok	Ok	Translation	Translation	Translation	Translation	Translation
North America(USD)	Ok	Ok	Ok	Ok	Ok	Ok	Translation	Translation	Translation	Translation	Translation
Latin America(USD)	Ok	Ok	Ok	Ok	Ok	Ok	Translation	Translation	Translation	Translation	Translation
EMEA(EUR)	Ok	Ok	Ok	Ok	Ok	Ok	Translation	Translation	Translation	Translation	Translation
APAC(USD)	Ok	Ok	Ok	Ok	Ok	Ok	Translation	Translation	Translation	Translation	Translation
Corporate HQ(USD)	Ok	Ok	Ok	Ok	Ok	Ok	Translation	Translation	Translation	Translation	Translation

- Actions Save
- Consolidate
 - Translate
 - Edit
 - Adjust
 - Comments
 - Supporting Det
 - Change History
 - Attachments

Oracle Financial Consolidation and Close Cloud Service Screenshots

Cash Flow reporting by period

Scenario	Years	Entity	Currency	Consolidation	Data Source	Intercompany	
Actual	FY14	Total Geography	(USD) USD	Entity Total	Total Input And Adjusted	Intercompany Top	
					Jan	Feb	Mar
Cash Flow							
⊕ Net Cash from Income					(249,529,777)	(279,062,121)	(237,403,332)
⊕ Net Adjustments to Income					(99,608,465)	(82,242,874)	(89,102,258)
⊕ Net Adjustments to Net Assets					43,699,747	22,753,858	23,790,364
Net Cash from Operations					(305,438,495)	(338,551,137)	(302,715,226)
⊕ Cash Flow from Capital Expenditures							
⊕ Cash Flow on Proceeds from Sales of PPE							
⊕ Cash Flow from Other Investing Activities					(21,947,693)	(18,893,435)	(18,996,586)
⊕ Cash from Purchase of Marketable Securities and other Investments							
⊕ Cash from Proceeds of Marketable Securities and other Investments							
⊕ Cash from Acquisitions					(16,886,605)	(13,148,583)	(11,656,054)
Net Cash from Investing					(38,834,298)	(32,042,019)	(30,652,640)
⊕ Cash Flow from Issue Of Stock					137,795,541	102,761,608	96,649,706
⊕ Cash Flow from Proceeds from Debt					877,349,476	777,172,804	742,203,132
⊕ Cash Flow from Repaymeny Of Debt					(307,279,133)	(274,892,103)	(268,097,095)
⊕ Cash Flow from Other Financing Activities					182,267,357	161,242,704	147,613,662
⊕ Cash from Repurchase of Common Stock					43,360,324	29,571,556	27,591,036

Oracle Financial Consolidation and Close Cloud Service Screenshots

Intercompany Matching Report

Entity	Partner	Intercompany Sales Entity	Intercompany Cost of Sales Partner	Variance	Intercompany Sales Partner	Intercompany Cost of Sales Entity	Variance	Total
E03_302_1110	ICP_E01_101_1 110	407997	79223	328774	44000	3139	40861	369635
E03_302_1110	ICP_E01_101_1 120	584000		584000		0	0	584000
E03_302_1110	ICP_E01_101_1 130	365000		365000				365000
E03_302_1110	ICP_E01_101_1 210	288352	233232	55120	130000	16797	113203	168323
E03_302_1110	ICP_E01_101_1 230	511000		511000				511000
E03_302_1110	ICP_E01_101_1 310	6325085		6325085		82495	-82495	6242590
E03_302_1110	ICP_E01_101_1 320	39453507	62377	39391130	56700	86239	-29539	39361591
E03_302_1110	ICP_E01_101_2 110	6205511		6205511				6205511

Oracle Financial Consolidation and Close Cloud Service Screenshots

Income Dashboard






Scenario
 Actual ▼

Years
 FY15 ▼

Periodic ▼ FCCS_Entity Currency ▼

Net Revenue
2,509,975

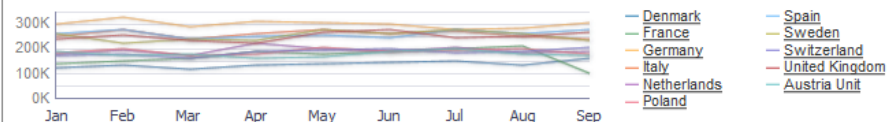
Gross Profit
1,197,075

Operating Income
986,635

Net Income
998,281

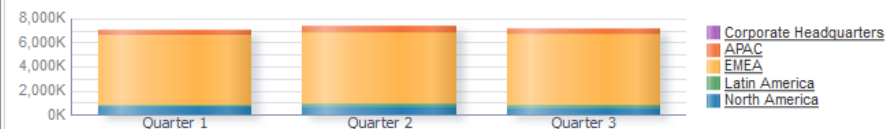
Monthly Revenue by Entity

Net Revenue ▼ Periodic ▼ FCCS_Entity Currency:Entity Currency ▼



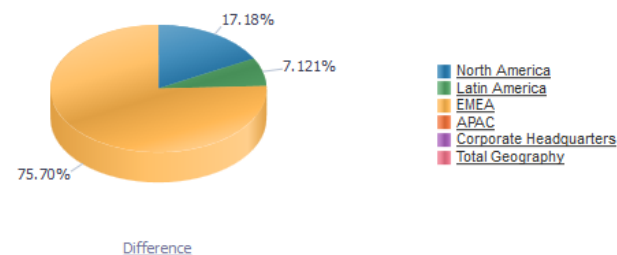
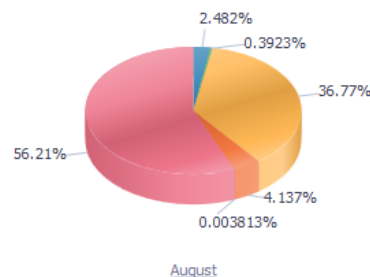
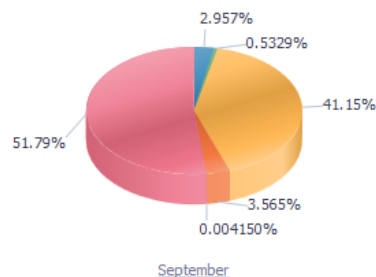
Quarterly Revenue by Entity

Net Revenue ▼ Periodic ▼ FCCS_Entity Currency ▼



Net Income by Entity

FCCS_Entity Currency ▼ Periodic ▼ Net Income ▼



Financial Consolidation Dashboards Screenshots

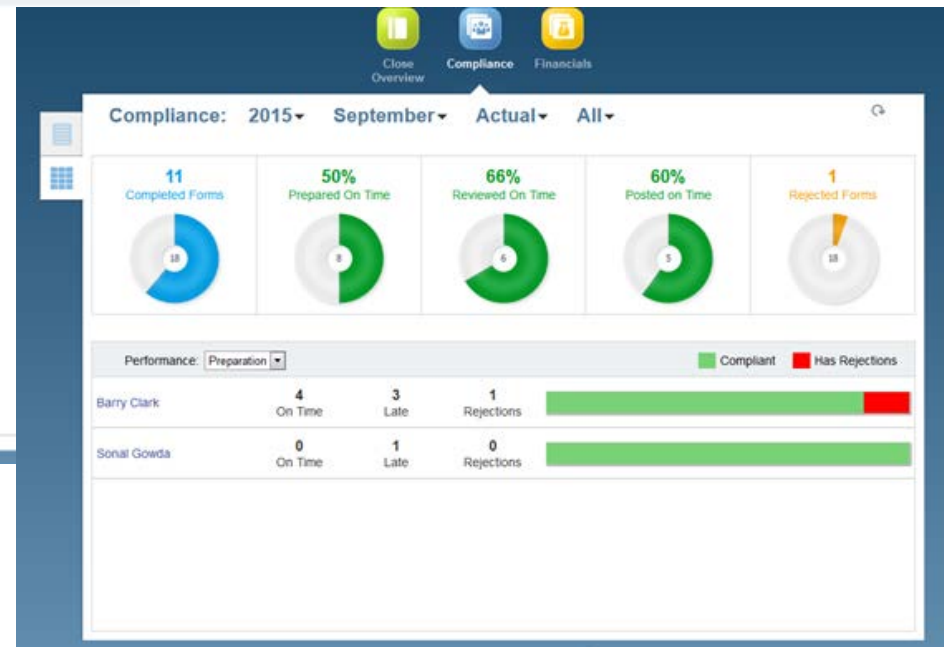
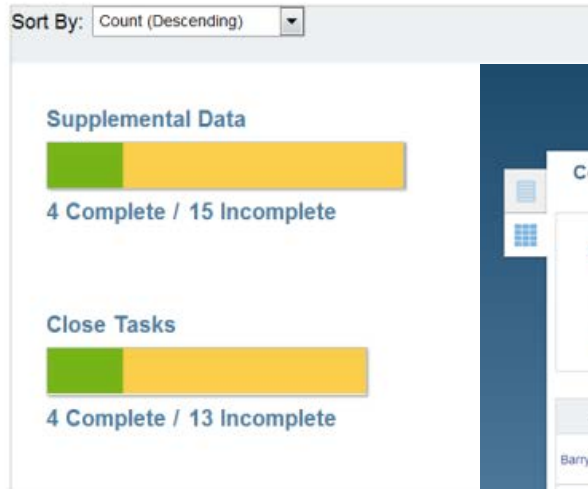
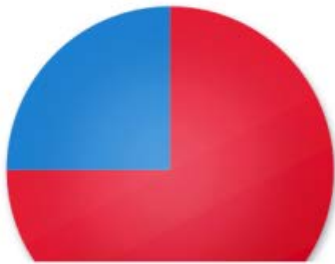


Overview: 2014 Jul

28 Open Tasks

21 Late

7 On Time



Oracle Enterprise Performance Reporting Cloud Service (EPRCS)

- Combining data plus narrative in a single, secure, collaborative environment
- Manage the Life Cycle of your reports

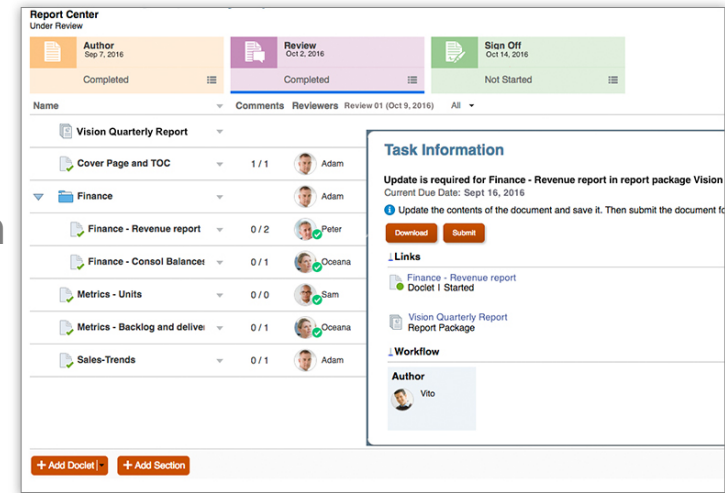


Author Phase

Review phase

Sign Off Phase

- Enable the university to streamline internal and external reporting processes
- Updating reports became easy process through sections and doclets
- Using Smart view with reporting package





Contact us:

Azdan Business Analytics

E-Mail: info@azdan.net

Mazaya Business Avenue AA1, Office No. 2403
Jumeirah Lakes Towers
Dubai, United Arab Emirates

PO Box: 93552 Abu Dhabi
T: +971 4 456 2256

www.Azdan.net