

# Migrating from Financial Analyzer or Sales Analyzer to Enterprise Planning and Budgeting

*An Oracle White Paper  
August 2003*

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## EXECUTIVE OVERVIEW

Financial Analyzer and Sales Analyzer support Oracle's Corporate Performance Management (CPM) initiative. Corporate Performance Management is a concept that encompasses business activities across planning, budgeting, consolidation, analysis, and monitoring; where strategic planning intersects with the ability to execute, measure, and act upon results. More information on the Oracle CPM initiative is available at [www.oracle.com/applications/cpm](http://www.oracle.com/applications/cpm).

Financial Analyzer and Sales Analyzer are based on the multidimensional technology of Express Server. Oracle9i Database Release 2 incorporates this multidimensional technology, removing the need for a standalone Express Server database. The result is a non-replicated data warehouse for high-end analytic and planning applications, enjoying the widely known benefits of the Oracle database such as security, performance, scalability, high-availability, and data protection.

Oracle is releasing a new application, Enterprise Planning and Budgeting, on this new technology as a keystone for Corporate Performance Management. Shared business driver definitions, data integration, and improved analysis provide more visibility into the organization, enabling you to understand your business better. Derivation of plans from key performance indicator targets, centralized business processes, and devolved flexibility ensure that you can align strategy with business opportunity. Business process monitoring, cross-functional responsibility hierarchies, and what-if analysis allow you to tune plans to improve results.

Enterprise Planning and Budgeting will be the migration path for customers of Financial Analyzer and Sales Analyzer. Oracle is protecting your license investment in Financial Analyzer and Sales Analyzer and providing tools to assist the migration to Enterprise Planning and Budgeting.

## INTRODUCTION

Enterprise Planning and Budgeting is a new application focused on analysis, reporting, monitoring, planning, budgeting, and forecasting. It will be part of the e-Business Suite, and based on Oracle9i Database Release 2 rather than Express Server. The application includes the features of Financial Analyzer and Sales Analyzer. In addition, Enterprise Planning and Budgeting has the business processes built into the application.

Many existing customers have large, strategic investments in Financial Analyzer and Sales Analyzer implementations. These investments include not only the license

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costs but also proprietary business logic embedded in the implementations, user training, and proven, reliable execution of key business processes. The last major release of Financial Analyzer and Sales Analyzer is the 11i/6.4.0 release, but Oracle will continue to release patches with bug fixes, and performance and scalability enhancements; these applications will be supported by Oracle until mid 2008, with error correction support until the end of 2006. Oracle will provide a set of migration tools to assist in converting implementations of Financial Analyzer and Sales Analyzer to Enterprise Planning and Budgeting.

## ASPECTS OF MIGRATION

There are four aspects to the migration project:

- Technical migration
- Functional migration
- Business processes and logic
- Change management

### Technical migration

This aspect includes the operating systems, database technologies, application stack, and data and metadata schemas. The technical migration involves installing the Enterprise Planning and Budgeting technology stack and moving the existing application data and metadata into the new schema. Oracle is providing tools and training with the software release to assist with the technical migration.

Migration tools and training will be provided to assist the conversion of Financial Analyzer and Sales Analyzer implementations to Enterprise Planning and Budgeting.

### Technology infrastructure

Enterprise Planning and Budgeting is supported on all operating systems supported by the e-Business Suite; this includes those on which Financial Analyzer and Sales Analyzer are certified. The user interface is HTML using the web, with no requirement to download a Java applet or Windows client: this improves ease-of-use, scalability, and maintenance from a practical perspective. More information about hardware sizing and the schema will be available with the software release.

	Financial Analyzer and Sales Analyzer	Enterprise Planning and Budgeting
Operating systems	Those supported by Express Server	Those supported by e-Business Suite
Client requirements	Windows client for administration Java applet for end users	HTML user interface
Software stack	Express Server database Express Web Agent middle tier	Oracle9i database plus OLAP option Oracle Applications middle tier

### Data and metadata objects

Enterprise Planning and Budgeting is based on an open, shared CPM schema. Open interface tables allow information to be brought in from external systems. The schema is shared by other Oracle CPM Applications.

The table below shows how the Financial Analyzer and Sales Analyzer objects are converted. Oracle is providing migration tools with the first release of Enterprise Planning and Budgeting to move all objects marked with a check (×).

	Financial Analyzer and Sales Analyzer	Enterprise Planning and Budgeting (EPB)	
Dimension and measure definitions	Express text catalogs	Loaded to CPM schema	×
Dimension members	Express dimension members	CPM schema dimension members	×
Stored measures and FDIs	Express variables	CPM schema measures	×
ROLAP	RAA/RAM metadata	Not supported in the first release of EPB (more information available before the release)	
Hierarchies, levels, and attributes	Express relations	CPM schema hierarchies, levels, and attributes	×
Calculations	Custom aggregates, custom measures, models, formula FDIs	EPB custom members using calculation templates	×
Solve definitions, copy data profiles, and solve groups	Express text catalogs based on data processing steps to achieve data transformation	Defined by associating business processes with data source, input and output levels, calculations and allocation rules, and allowing the application to derive transformation rules	
Users and security	Operating systems users or Single Sign On users	Oracle Applications users and responsibilities	×
Saved selections	Express text catalogs	Selection objects in the BI catalog	×
Folders, reports, graphs	Express text catalogs	Objects in the BI catalog	×
Worksheets, data entry forms	Express text catalogs	Not migrated, but created automatically through business processes	
Data scoping	Express text catalogs	Read access scoping	×
Spreadsheet add-in queries	Metadata in XLS hidden sheets	Export to Microsoft Excel is supported in the first release of EPB and a generic Microsoft Excel navigator will be available for a later release	

### System administrators

The IT role of system administrator for a Financial Analyzer or Sales Analyzer system has required an understanding of Express databases. Some retraining will be required for this role, as the focus shifts to supporting the Oracle9i database and Oracle Applications functions, but much of the knowledge is reusable.

### Functional migration

In existing implementations, organizational activities are supported by users accessing the Financial Analyzer and Sales Analyzer applications to perform their functional roles. Enterprise Planning and Budgeting provides highly advanced, new functionality in all these areas that support analysis, reporting, monitoring, planning, budgeting, and forecasting. For example, business processes can be defined in business terms, allowing much more automation and control of repeated tasks.

There is highly advanced, new functionality to support analysis, reporting, monitoring, planning, budgeting, and forecasting.

Oracle is providing functional mapping documents, a list of new features, and functional viewlet demonstrations.

### **Functional mapping**

Oracle is providing functional mapping documents, a list of new features compared to Financial Analyzer and Sales Analyzer, and functional viewlet demonstrations with the software release. The functional mapping documents describe, at a detailed level, how the current functionality of Financial Analyzer and Sales Analyzer maps to equivalent improved functionality in Enterprise Planning and Budgeting. Key functionality is demonstrated through self-running viewlets that can be shared with the user community.

### **User training and documentation**

User training and context-sensitive online help are available with the software release. Separate training courses are available for the different user responsibilities, focusing on reporting and analysis, managing the business processes, and managing security. Migration-specific training to ease the transition will also be available for customers, covering the migration tools and the new functionality.

### **Existing customizations**

Many key business calculations, such as allocations and complex variance analysis, are handled by proprietary customizations to Financial Analyzer or in spreadsheets today. Enterprise Planning and Budgeting provides standard business calculation templates that capture the majority of these customizations. Moving away from such customizations means that processes become standardized and reusable, and implementation and maintenance costs are substantially reduced. This has an impact on users, who will move from familiar, customized processes to standard templates and processes provided by Enterprise Planning and Budgeting.

The need for many customizations has been removed by including them as standard functionality.

Oracle has removed the need for many common customizations to Financial Analyzer and Sales Analyzer by incorporating standard functionality around allocations, calculation templates, virtual reporting, and data entry validation. If you have other customizations, and you are concerned about its migration, we encourage you to log a TAR with Oracle Support, including a detailed description of the functionality that the customizations achieve. Oracle Support will forward these to Development for consideration for future releases.

### **Business processes and logic**

Organizations are currently undergoing major changes in their planning and budgeting processes in response to competitive and highly dynamic market conditions. The biggest changes are a shift away from detailed income statement and balance sheet budgeting to key performance indicator (KPI) based planning; and a move away from fixed fiscal year budgeting to a rolling forecast methodology. Enterprise Planning and Budgeting provides an enabling platform for such shifts in the business processes. Along with technical and functional migration from Financial Analyzer and Sales Analyzer to Enterprise Planning and Budgeting, many organizations may also implement these business process changes simultaneously to become more competitive and responsive.

Support for business processes includes the tasks that occur, the schedule, the associated span of the data, and the rules to derive it.

Solve definitions in Financial Analyzer provide functionality to model the data transformation of a business process. Enterprise Planning and Budgeting allows organizations to model the *entire* business process by defining the tasks that occur, the schedule for the business process, the span of the data associated with it, and the rules to derive it. Furthermore, changes in the business can be easily and quickly incorporated. The end user, rather than IT staff, manages the business processes with Enterprise Planning and Budgeting.

### Change management

While Enterprise Planning and Budgeting provides substantial, new functionality in all the areas supporting planning, budgeting, reporting, and process management, it presents a significant change in the user interface and an introduction of new concepts beyond those familiar from Financial Analyzer and Sales Analyzer. This will require an internal selling of the benefits to the user community, particularly the 'power users' who must embrace the change.

The user interface has been overhauled following usability testing with customers and third parties, to make it much more intuitive and easier to use. User acceptance testing and change management during the migration will be extremely important.

The change in approach has focused on providing concepts familiar to the business end user in an enterprise application. For example, calculation templates allow the end user to apply currency translation, and view period to date results and segment information such as market share.

Analyzing the business processes and determining which objects are no longer required is good preparation for the migration.

There are two areas in which early focus will facilitate the migration. Analyzing the business processes that are being supported by their Financial Analyzer or Sales Analyzer implementation will enable organizations to determine how they will be defined in Enterprise Planning and Budgeting: in terms of the tasks, the schedule, the data span, and the rules. Secondly, identifying redundant reports, saved selections, users, and calculations will also speed the migration.

### CONCLUSION

The new application, Enterprise Planning and Budgeting, leverages a highly advanced technology platform based on Oracle9i Database and the OLAP Option, and provides new, powerful functionality to streamline organizational planning, budgeting, forecasting, analysis, reporting, and monitoring processes. Enterprise Planning and Budgeting is open to all data sources, Oracle and non-Oracle, since it is based on an open Corporate Performance Management schema, but it also leverages any other Oracle Applications present. For existing customers of Financial Analyzer and Sales Analyzer, this represents a significant enhancement to functionality, but it requires a migration to the new application. Migration tools will be provided with the general availability release of Enterprise Planning and Budgeting. Financial Analyzer and Sales Analyzer will be supported until mid 2008 with error correction support until the end of 2006, allowing customers to migrate in their own time.

There are four aspects to migration:

- **Technical migration**  
Oracle is providing migration tools with the software release to move the data and metadata from existing Financial Analyzer and Sales Analyzer implementations to the corresponding structures in Enterprise Planning and Budgeting.
- **Functional migration**  
Oracle is providing functional mapping documents, a list of new features compared to Financial Analyzer and Sales Analyzer, functional viewlet demonstrations, and user training with the software release.
- **Business processes and logic**  
Enterprise Planning and Budgeting enables the total modeling of the business processes around planning, budgeting, forecasting, monitoring, analysis, and reporting. Therefore, organizations may wish to implement business process changes at the same time as migrating to Enterprise Planning and Budgeting.
- **Change management**  
Early focus on documenting the existing business processes and on identifying redundant objects, such as unused reports, will speed the migration.



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August 2003

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This white paper is intended to outline our general product direction and is intended for information purposes only. The development, release and timing of any features or functionality remains at the sole discretion of Oracle. This white paper is not a commitment to deliver any material, code or functionality.

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