





# Streamlining Corporate and Management reporting using Narrative Reporting

Prakash Malmarugan

Manager – EPM and Analytics

NexInfo Solutions, Inc







- About NexInfo
- Why Oracle EPM Cloud?
- → EPM Reporting Toolset
- Why Narrative Reporting ?
- Customer Case Study
- Summary and Q&A



### **About NexInfo**





NexInfo is a leading consulting company with extensive experience in leading software-based business transformations for small, medium and large organizations.

NexInfo Solutions uses a blend of Business Process and Software Consulting Services to help achieve Operational Excellence.

#### FOUNDED: 1999 | | 26th YEAR OF ORACLE EXCELLENCE | | 500+ EMPLOYEES | | 500+ ORACLE CUSTOMERS

#### **Domain Expertise**

HR and Payroll (HCM)

Supply Chain Mgmt. (SCM)

Product Lifecycle Mgmt. (PLM)

Warehouse Management (WMS)

Enterprise Performance Mgmt. (EPM)

Financials (ERP)

Integrated Business Planning (IBP)

Sales Order Management (OM)

Quality Management

Customer Experience (CX)

Predictive Data Analytics Security & Compliance

System Integration & Extensions

Validation & SQA

#### Locations

#### **United States**

Orange County, CA, Redmond, WA, Chicago, IL, Bridgewater, NJ Cary, NC

#### Canada

Toronto, ON

#### Europe

Dublin, Ireland

#### India

Chennai. Bangalore, New Delhi

#### **Software Expertise**







**Implement** 

Integrate

Support

#### **Awards**























### **About Presenter**







### **Prakash Malmarugan**

Manager – Budgeting Planning and Analytics

NexInfo Solutions, Inc.

I am deeply enthusiastic about harnessing cutting-edge technologies to address business challenges, drive tangible outcomes, and establish a thriving enterprise by optimizing processes.



### **Core Area**

Data Analytics Data Warehouse Enterprise Performance Management Project Management Practitioner



### **Experience & Expertise**

- Over 12 years of experience in Oracle Hyperion, EPM Cloud, and Analytics
- Expertise in delivering comprehensive solutions to streamline financial planning, reporting, and analysis processes
- Strong technical proficiency and deep understanding of the Oracle EPM suite
- · Ability to effectively optimize performance management systems
- Drive data-driven decision-making and unlock actionable insights
- Committed to helping organizations achieve their financial goals
- Empowering teams with advanced analytics capabilities



# Oracle Enterprise Performance Management (EPM) Cloud Offering



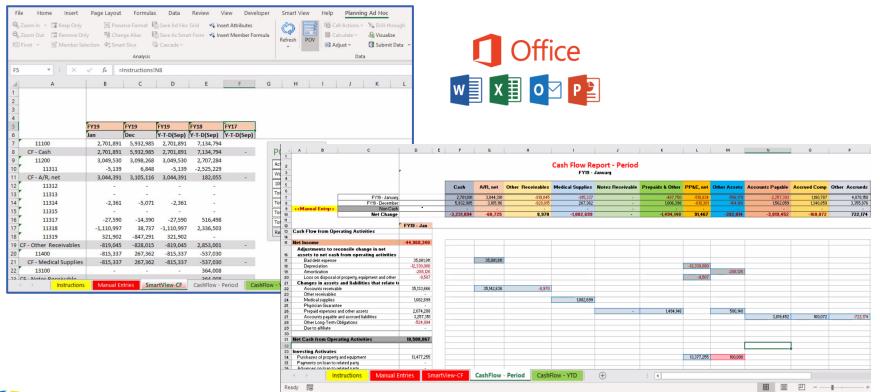




### **SmartView Reporting Tool for Office**









# **Management Reporting**





#### Consolidated Income Statement MTD As of Aug, 2020 (\$000s)

View: Periodic
Department: Total Department
Location: Total Location
Year:2020
Version:BUD

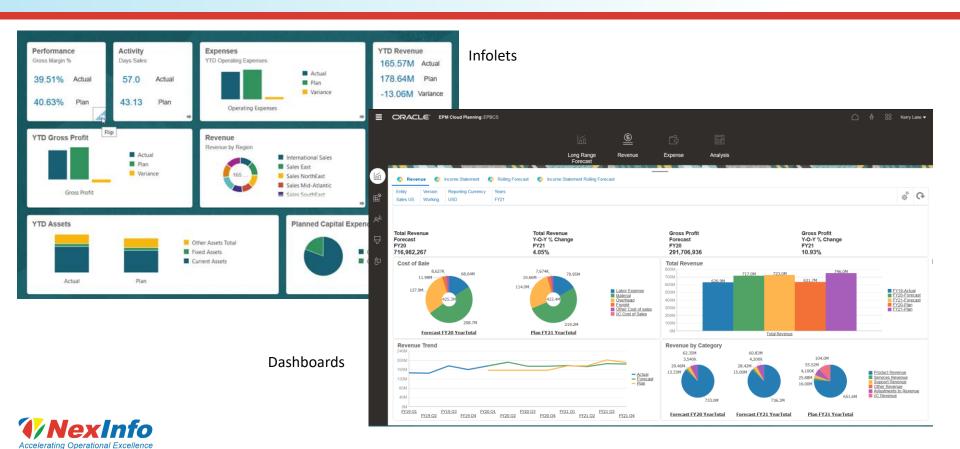
	MTD			YTD				
	Actual	Budget	Variance	Actual	Budget	Variance		
Net patient revenues	7,420	6,411	1,009	1 49,986	£ 49,548	437		
Other Operating Revenue	3,822	3,127	695	29,654	1 26,564	: ,089		
Operating revenue	11,242	9,538	1,704	379,639	676,113	5.527		
Operating Expenses:								
Salaries, wages and benefits	2,509	2,937	(428)	3 4,483	3 6,065	(1,582)		
Supplies	1,304	1,636	(332)	13,619	12,423	1,196		
Professional Fees	2,732	2,913	(181)	20,986	20,950	36		
Utilities	1,712	1,642	70	13,379	13,334	44		
Third party leases	2,187	2,173	14	18,582	8,554	28		
Insurance and taxes, other than income	2,385	2,504	(118)	8,101	8,262	(162)		
Bad debt	175	135	40	1,762	1,796	(34)		
Management fee	2,889	2,851	38	3,669	: 3,636	33		
Other operating expenses	5,387	5,062	325	- 1,963	. 2,228	(265)		
5) 1650 1650	.1,281	1,853	(572)	786,544	7,249	(704)		
Operating income	3.961	.1,685	276	93,095	8,864	. 231		
Other nonoperating expenses	(1,052)		(1,052)	1,733	2,788	(1,055)		
Net income	\$ 3,443	\$ (139)	\$ 3,582	\$ 12,486	\$ 17,144	\$ 7342		
EBITDAR	11,597	1,471	2,126	110,118	116,142	976		
EBITDA	. \410	298	2,112	91,536	87,588	3,948		
EBITDAR Margin	4.3%	11.9%	. 24.8%	6.2%	15.7%	12.7%		
EBITDA Margin	11.6%	9.2%	23.9%	13.5%	13.0%	11.9%		



### **About NexInfo**







# **Trilogy - Oracle Cloud EPM Journey**





#### **Digital Transformation Case Study**

#### About TRILOGY

Trilogy is leading healthcare service provider. Company offers independent and assisted living, memory care, and rehabilitation services. With presence across 120+ locations across USA.

#### Replaced

Navision

#### **Cloud Modules Implemented**

Oracle Cloud ERP, EPM, Accounting Hub Implementation

**Deployment Location:** North America

Industry: Healthcare

**Top Customer Challenges** 



### **Top Benefits Achieved**



Provided prioritization of orders, segregation of inventory and shipments to meet Customer service level agreements and channel agreement.



Detailed project tracking on time bound telecommunications projects that helped improve delivery of cable, digital data and spectrum



Coordinated process for minimizing installation times for telecommunication equipment and software

#### **Top Solutions Implemented**

Developing 40+ integrations & 70+ custom reports using OTBI and SmartView/FR Studio (EPM & ERP) Developing solution for Statistical Reporting & calculating Census Adjusted Budget for Budgetary Control

Designing Multiple account hierarchy for effective reporting & ad-hoc analysis.



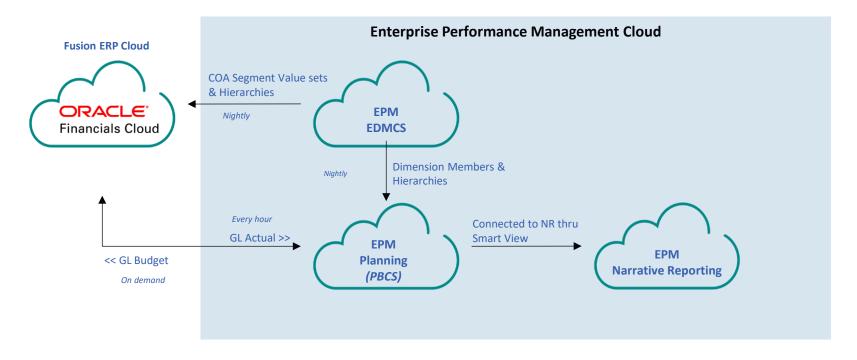
Change in COA mapping, leading to substantial effort for GL balance conversion & reconciliation.



### **Trilogy - Overall Cloud Architecture**





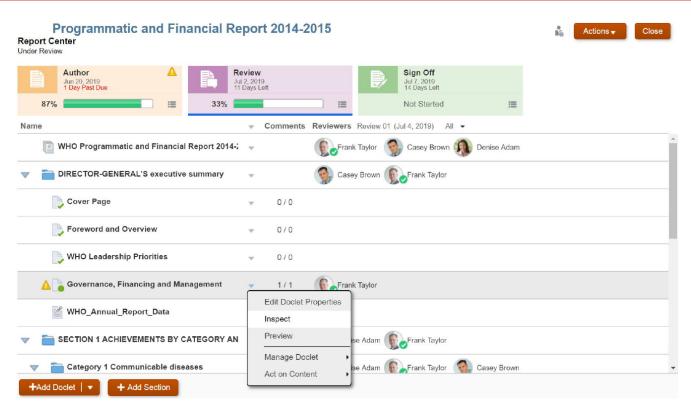




# **Narrative Reporting**









### **Narrative Reports - Feature**





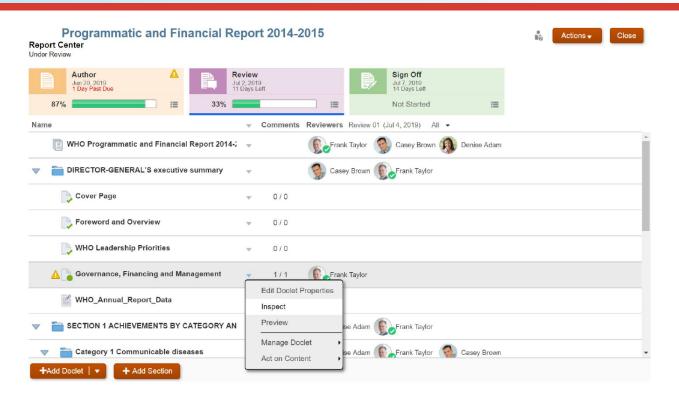




### Narrative Reporting – Need & Purpose







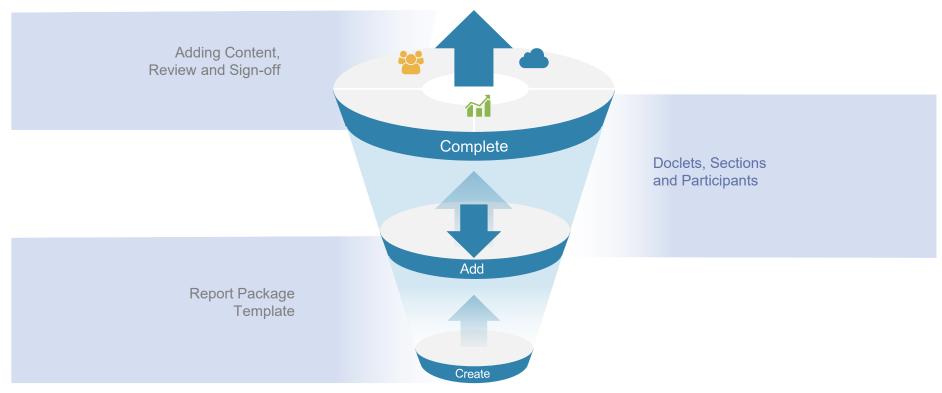
- Management Reporting
- ✓ Narrative Reporting
- ✓ Statutory Reporting



# **Narrative Report Usage - Steps**





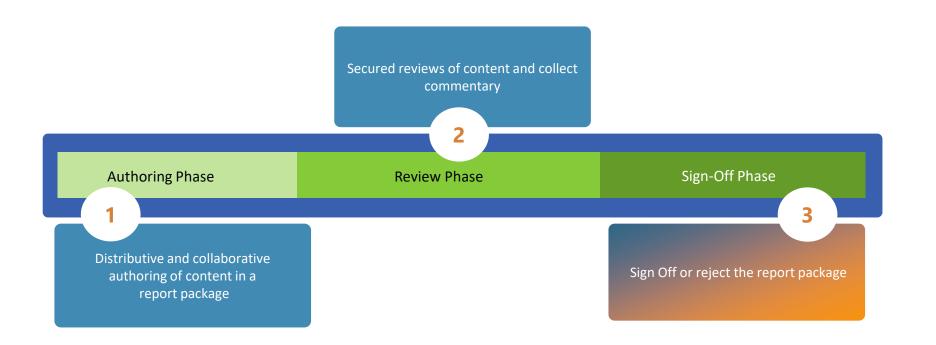




# **Narrative Reports - Phases**









# **Authoring Phase**





Monthly Financial

Monthly Financials

FINANCIAL INFORMA

Following are some financial highlights.

Monthly Financials

FINANCIAL INFORMA

Following are some financial highlights.



A

		FY14		FY1
Product 1	\$	5,462.00	5	10,
Product 2	5	24,643.00	5	49,
Product 3	\$	3,546.00	\$	7,1
Product 4	\$	5,352.00	s	10,
Product 5	\$	7,552.00	5	15,
Product 6	S	54,346.00	\$	108,
Product 7	5	22,363.00	\$	44,
Product 8	s	45,256.00	5	90,
Product 9	5	44,526.00	5	89,
Product 10	\$	100,000.00	\$	200,
Total Products	\$	313,046.00	\$	626,

Monthly Financials Forecast

#### FINANCIAL INFORMATION

Following are some financial highlights.

"Reference to "billings" in this report means billed revenue, which differs from the term "revenue" used in the formal financial statements and SEC 20-F filling, Differences between "billings" and "revenue" result from changes in unearmed revenue and non-fee billings on contracts.



	ual		

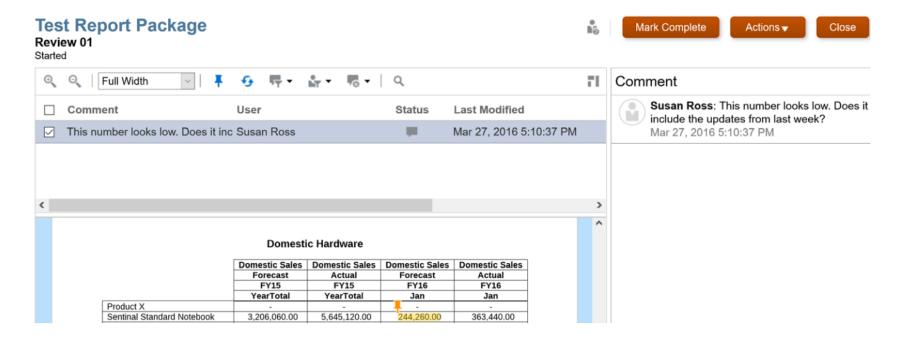
	FY14	FY15	FY15
Product 1	\$ 5,462.00	\$ 10,924.00	5 21,848.00
Product 2	\$ 24,643.00	\$ 49,286.00	5 98,572.00
Product 3	\$ 3,546.00	\$ 7,092.00	\$ 14,184.00
Product 4	\$ 5,352.00	\$ 10,704.00	5 21,408.00
Product 5	\$ 7,552.00	\$ 15,104.00	\$ 30,208.00
Product 6	\$ 54,346.00	\$ 108,692.00	\$ 217,384.00
Product 7	5 22,363.00	\$ 44,726.00	\$ 89,452.00
Product 8	\$ 45,256.00	\$ 90,512.00	\$ 181,024.00
Product 9	\$ 44,526.00	\$ 89,052.00	\$ 178,104.00
Product 10	\$ 100,000.00	\$ 200,000.00	\$ 400,000.00
otal Products	\$ 313,046.00	\$ 626,092.00	\$1,252,184.00



### **Review Phase**







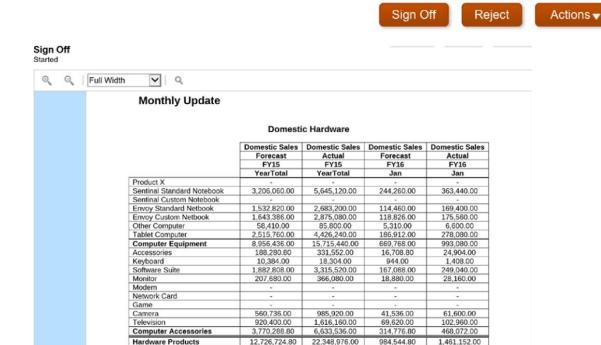


# Sign off Phase



Close







Actual Sales have exceeded Forecast both in FY15 and now in January FY16. We started distributing the computer equipment lines through two new popular online stores in December FY15, which we believe have believe to be presented in the Actual to the Computer of the Popular FY15.



### **Report Packages vs Reports**







# Report Packages



### Reports

- Narrative Reporting (NR)
- Workflow and collaboration
- Integrated with SmartView
- SmartView developer Interface
- Doclets, sections, embedded content and variables

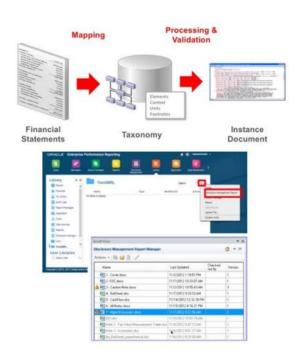
- Management Reporting (MR)
- No workflow nor collaboration
- Integrated with SmartView
- Web Interface
- Uses Grids, charts, text and images



### **Disclosure Management - Feature**







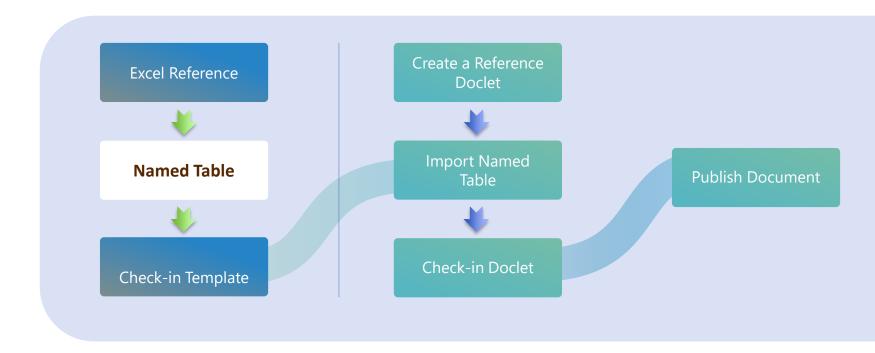
- Provides XBRL tagging, validation, instance generation, and EDGAR in a MS Office environment
- Support for XBRL taxonomy development and management
- Formula validation support for: SEC, IFRS and XBRL
- Tax Reporting Cloud CbC Report XML file output. Allows Management Reporting to retrieve the CbC Report data from the TRCS application and transform it into a CbC Report XML file
- Included in EPM Enterprise Edition



# **Embedding Content**









### **Text Content**





MS Word features (tables, charts, etc..) can be embedded for better optimal text content



semiera in mai it was about noming and semiera piayed nimseri. The lictional Jerry was launched in the Season 4 finale, but unlike Seinfeld, it wasn't picked up as a series. Jerry is one of many examples of metafiction in the show. There are no fewer than twenty-two fictional movies featured, like Rochelle, Rochelle.

#### 5 Jerry Seinfeld

Jerry Seinfeld – Jerry is a "minor celeb" stand-up comedian who's often depicted as "the voice of reason" amidst the general insanity generated by the people in his world. The in-show character is a slight germaphobe and neat freak, as well as an avid Superman, New York Mets and breakfast cereal fan. Jerry's apartment is the center of a world visited by his eccentric friends and a focus of the show. Plot lines often involve Jerry's social interactions and romantic relationships. He typically finds minor, pedantic reasons to break up with women, including a habit of eating peas one at a time, oversized "man hands" and an irritating laugh. Other plot lines involve his longtime enemy Newman and his overbearing relatives, whom he meets periodically.

#### 6 Elaine Benes

Elaine Benes (Julia Louis-Dreyfus) – Elaine is Jerry's ex-girffriend and later friend. She's attractive and assertive, while also being playful, selfish and occasionally self-righteous. She sometimes has a tendency to be too honest with people (usually by losing her temper), which often gets her into trouble. She usually gets caught up in her boyfriends' quirks, eccentric employers' unusual behaviors and idiosyncrasies, and the maladjustment of total strangers. She tends to make poor choices in men she chooses to date and is often overly reactionary. First she works at Pendant Publishing with Mr. Lippman, is later hired as a personal assistant for Mr. Pitt, and later works for the J. Peterman catalogue as a glorified assistant. One of Elaine's trademark moves is her forceful shove while exclaiming "Get Outf" when she receives good, objectionable or surprising news. Another is her memorable "Little Kicks" dance move, which is

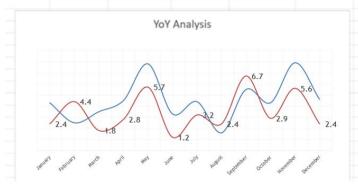


### **Data & Chart Content**

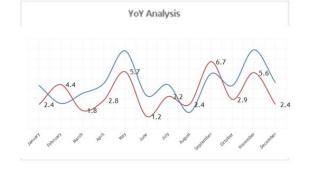




		Α	ctuals Trend		
	FY14		FY15		FY16
Product 1	\$ 5,462.00	\$	10,924.00	\$	21,848.00
Product 2	\$ 24,643.00	\$	49,286.00	\$	98,572.00
Product 3	\$ 3,546.00	\$	7,092.00	\$	14,184.00
Product 4	\$ 5,352.00	\$	10,704.00	\$	21,408.00
Product 5	\$ 7,552.00	\$	15,104.00	\$	30,208.00
Product 6	\$ 54,346.00	\$	108,692.00	\$	217,384.00
Product 7	\$ 22,363.00	\$	44,726.00	\$	89,452.00
Product 8	\$ 45,256.00	\$	90,512.00	\$	181,024.00
Product 9	\$ 44,526.00	\$	89,052.00	\$	178,104.00
Product 10	\$ 100,000.00	\$	200,000.00	\$	400,000.00
<b>Total Products</b>	\$ 313,046.00	\$	626,092.00	\$1	,252,184.00



			Ac	tuals Trend		
		FY14		FY15		FY16
Product 1	\$	5,462.00	\$	10,924.00	\$	21,848.00
Product 2	\$	24,643.00	\$	49,286.00	\$	98,572.00
Product 3	\$	3,546.00	\$	7,092.00	\$	14,184.00
Product 4	\$	5,352.00	\$	10,704.00	\$	21,408.00
Product 5	\$	7,552.00	\$	15,104.00	\$	30,208.00
Product 6	\$	54,346.00	\$	108,692.00	\$	217,384.00
Product 7	\$	22,363.00	\$	44,726.00	\$	89,452.00
Product 8	\$	45,256.00	\$	90,512.00	\$	181,024.00
Product 9	\$	44,526.00	\$	89,052.00	\$	178,104.00
Product 10	\$1	00,000.00	\$	200,000.00	\$	400,000.00
Total Products	\$3	13,046.00	\$	626,092.00	\$1,	252,184.00





### Variables in NR

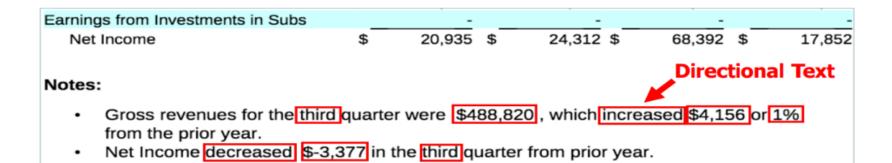




- Rollover text: month, quarter, year, date, reporting period etc.
- Smart View POV members
- Directional text: increase, decrease, above, below etc.

### Example:

- Compare two values in an Excel reference doclet then use an Excel formula to compute the directional text
- Embed directional text in narrative to streamline manual maintenance.





# **Notes Repository**





- Notes allows end users to comment directly within a report
- Note templates are set up by the administrator first and then users can enter comments in the resultant report
- Notes are separate objects from reports and report grids
- Notes are tied to a specific POVs
- Notes can be recycled between reports



#### Vision Operations

Income Statement Act vs Plan Digital Video Report Run Date: Mar 25, 2019 3:41 PM

		Sales		Sales	
Net Revenue	52,635,837	100%	52,865,824	100%	
Cost of Sales	35,299,560	67%	35,394,121	67%	
Gross Profit	17,336,277	33%	17,471,703	33%	
Enter Performance Summary info h	iere				-

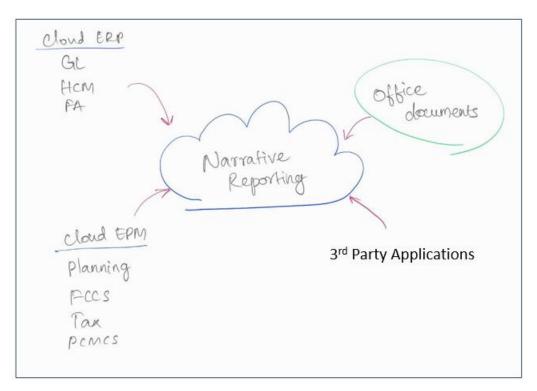


# **Narrative Reporting**

### **Data Sources**







- Cloud Data Sources
- On-Prem Data Sources
- 3<sup>rd</sup> Party Data Sources

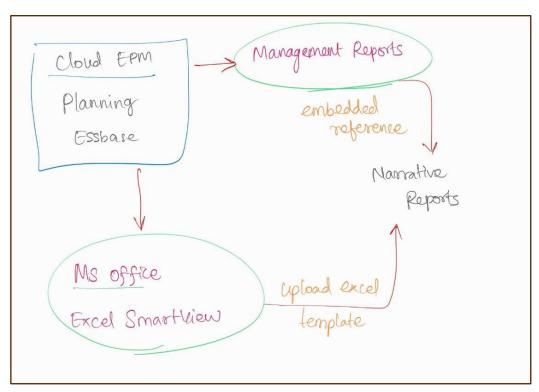


### **Narrative Reports Integration**

### **Single Source**







Single Source for Narrative Reporting:

- Planning system as source for both Budget & Actuals data
- Statistical data too sourced from Planning

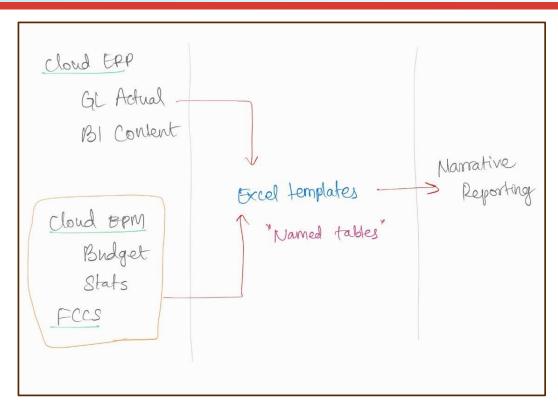


# **Narrative Reports Integration**

### **Multi Source**







### Multiple Sources:

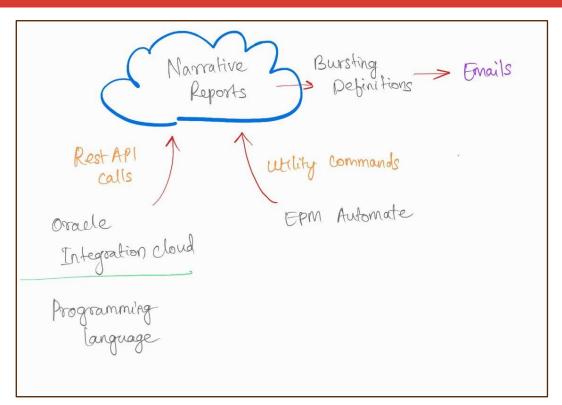
- Budget data from Planning
- Actuals from FCCS or ERP system
- Statistical data from 3<sup>rd</sup> party system



# **Automating Report Bursting**







### Narrative Reports:

- No Report Scheduler Option
- Automated Report Publishing can still be achieved



### **Next Step?**







### **SCHEDULE YOUR DEEPER DIVE**

- Complimentary 2-hour introductory course
- Expert-led guidance
- Eligible Topics:
  - Oracle EPM Product Demo
  - Reporting Tools Walkthrough
  - Integration Tools Walkthrough

Promotion End Date: Nov 30, 2025

Contact: LetsTalk@nexinfo.com

Offer open to the attendees only.



### **Our Global Footprint**





