



# INTEGRATED BUSINESS ANALYTICS

Getting to the Answers for Improved Business Performance

Integrated Planning using EPBCS at Sims Metal

Management

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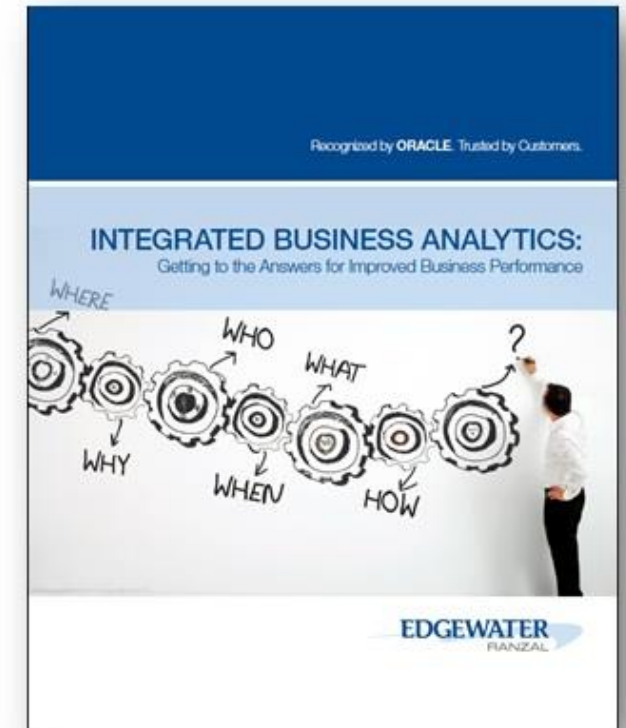


# Integrated Business Analytics

We provide holistic solutions that help organizations define, measure, and innovate their business, provide a clear vision, and drive business value.

Learn how you can:

- Deliver better information to executive management to facilitate improved decision making
- Strengthen customer engagement, optimize operations, prevent threats & fraud, and capitalize on new sources of revenue
- Develop a new approach to information architecture, tools, and practices through the integration of EPM, BI, and BD



# Recognized by ORACLE

- Oracle Platinum Partner, Oracle Partner Advisory Council, 2 ACEs
- More than 200 consultants with an exclusive multiproduct focus across the entire Oracle Business Analytics Suite
- Oracle Cloud Excellence Implementer with consistent delivery of successful Oracle Cloud implementations
- 100% Cloud certification within Planning practice
- Trusted advisory relationship with Oracle Product Development, Oracle Customer Advisory Board, and Special Interest Group members
- Extensive experience in the planning, design, and implementation of integrated Oracle EPM, BI, and BD solutions and best practices
- Recognized by Oracle for Outstanding Achievement in Big Data
- Proven Oracle-specific methodologies, templates and supporting tools, as well as industry thought-leaders and deep technical practitioners

# Agenda

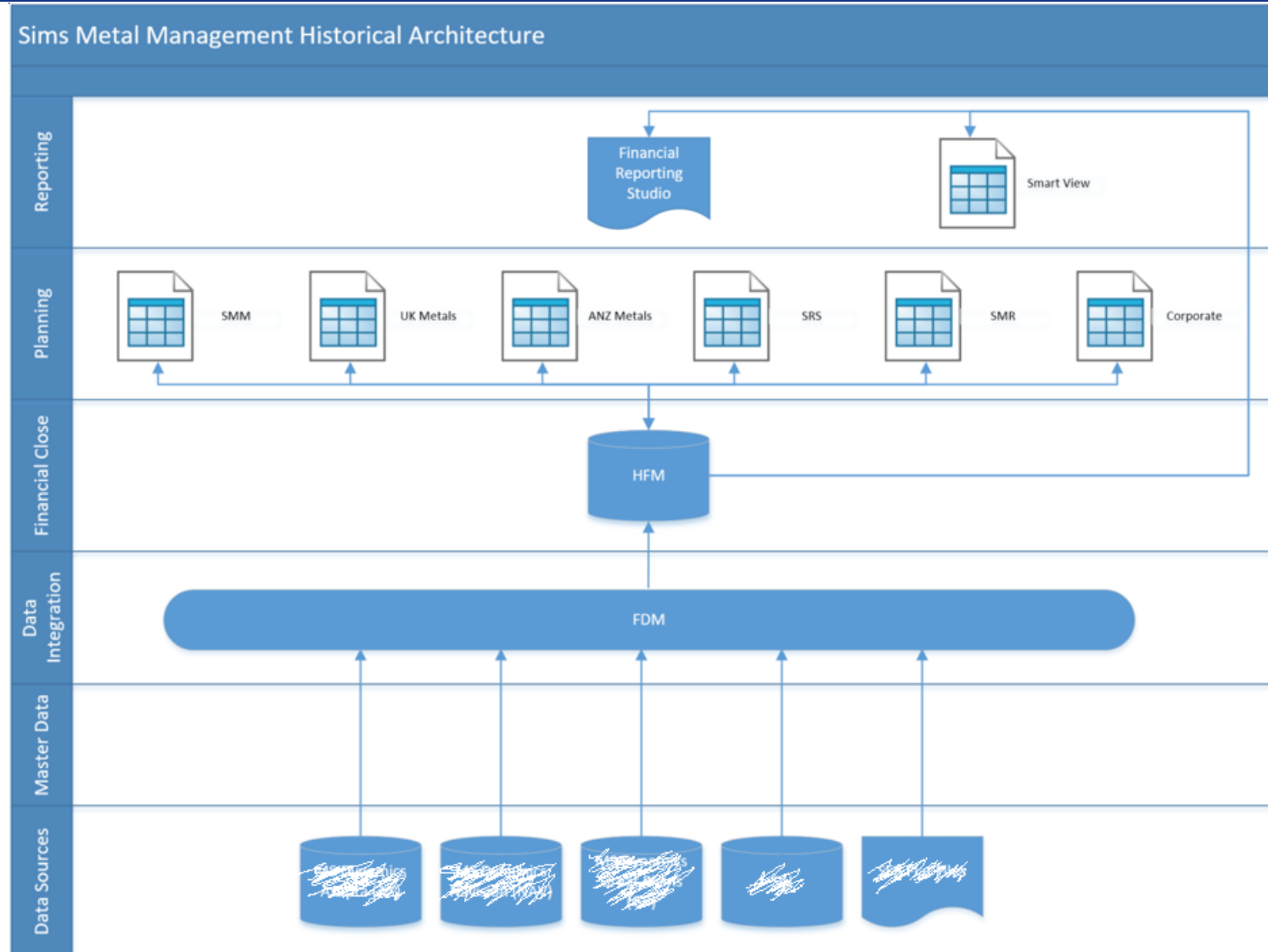
- Introduction
- Prior Vs Future Financials System State
- EPBCS at Sims
- Demand Planning
- Demo
- Important Technical Artifacts
- Successes and Future Enhancements
- Q&A

# Introduction

- **Sims Metal Management**
  - World's leading publicly listed Metal Recycler (SMM)
  - World's leading Electronics Recycler (SRS)
  - Municipal Curbside Recycling (SMR)
  - Operations in 5 Continents
- **Prior Enterprise Close and Planning Landscape**
  - HFM for Actuals and Budget (done offline and submitted)
  - FDM for Data Integration
  - Forecasting and Budget done offline in Excel (cumbersome process)
  - All HFM processing done at Entity and Cost Center Level



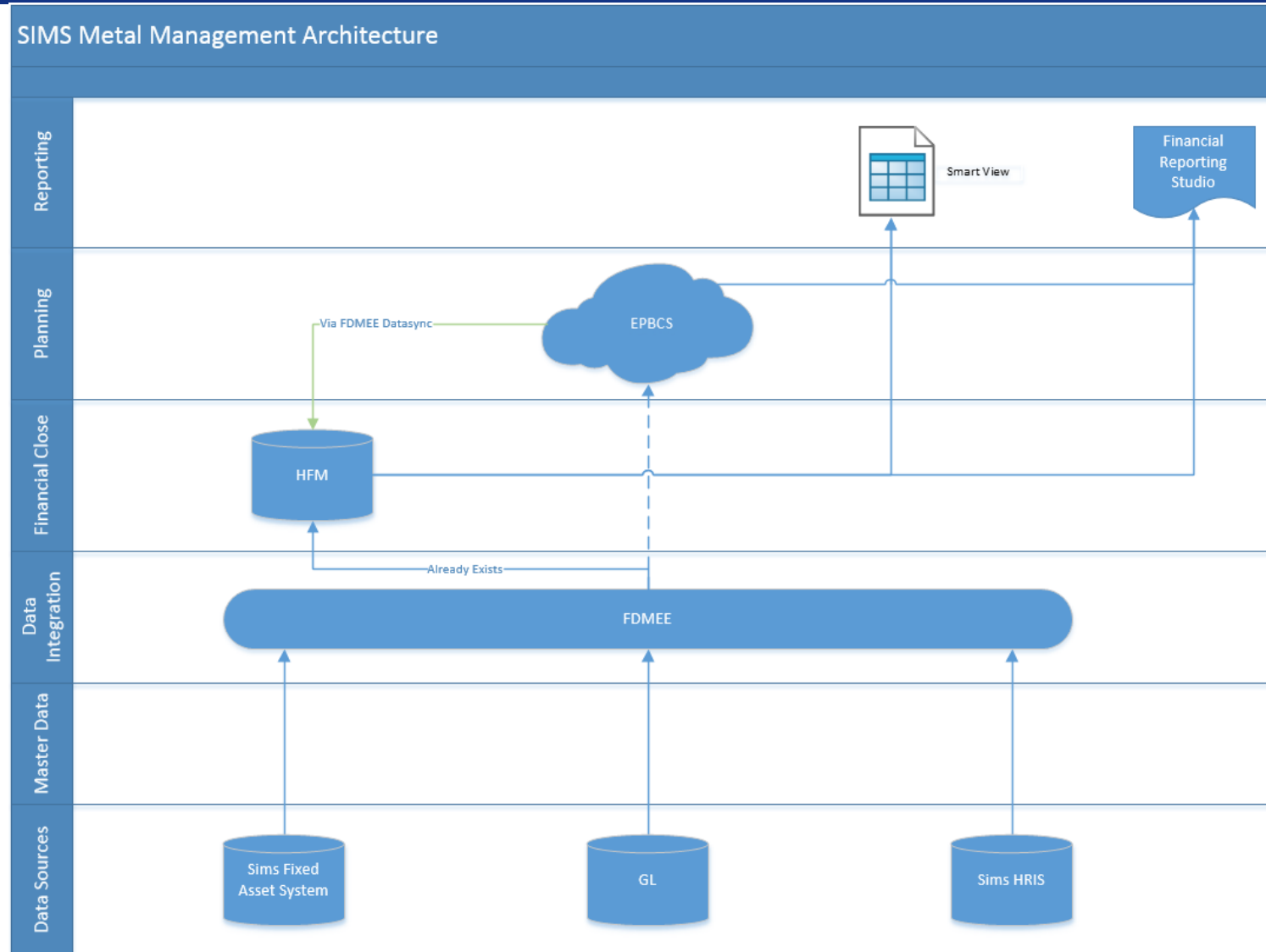
# Prior Financials System Architecture



# Project Deliverables

- Ability to Plan at Product, Facility and Department Level
- Demand Planning based on Intake of Goods and Processing
- Integrate Product Margin line items with Financials
- Data Integration of source systems for inventory and financials
- Post Planning process Data integration to HFM for comparative analysis
- Out of the Box Roll-out of Workforce and Capital Business Processes
- Standardization of Planning Chart of Accounts
  - Separate Budget and Forecast level of planning

# New Cloud Hybrid Architecture

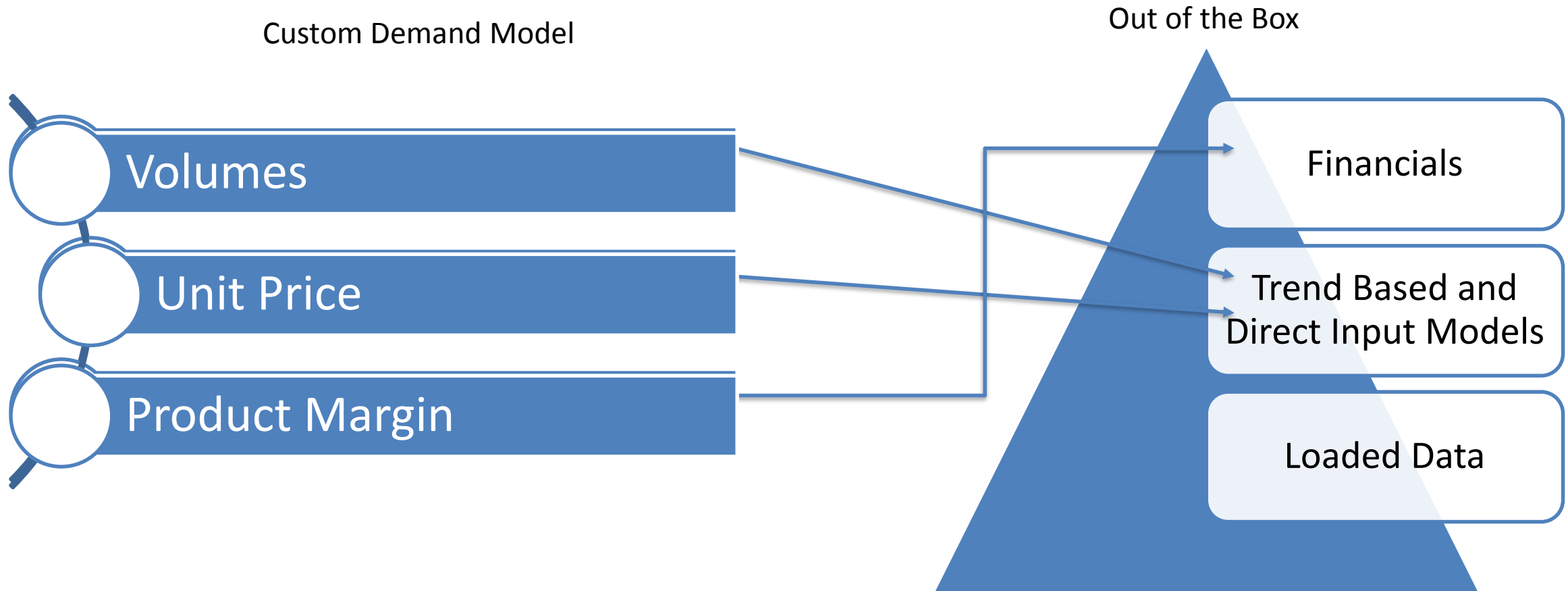




# Future State Enterprise Planning

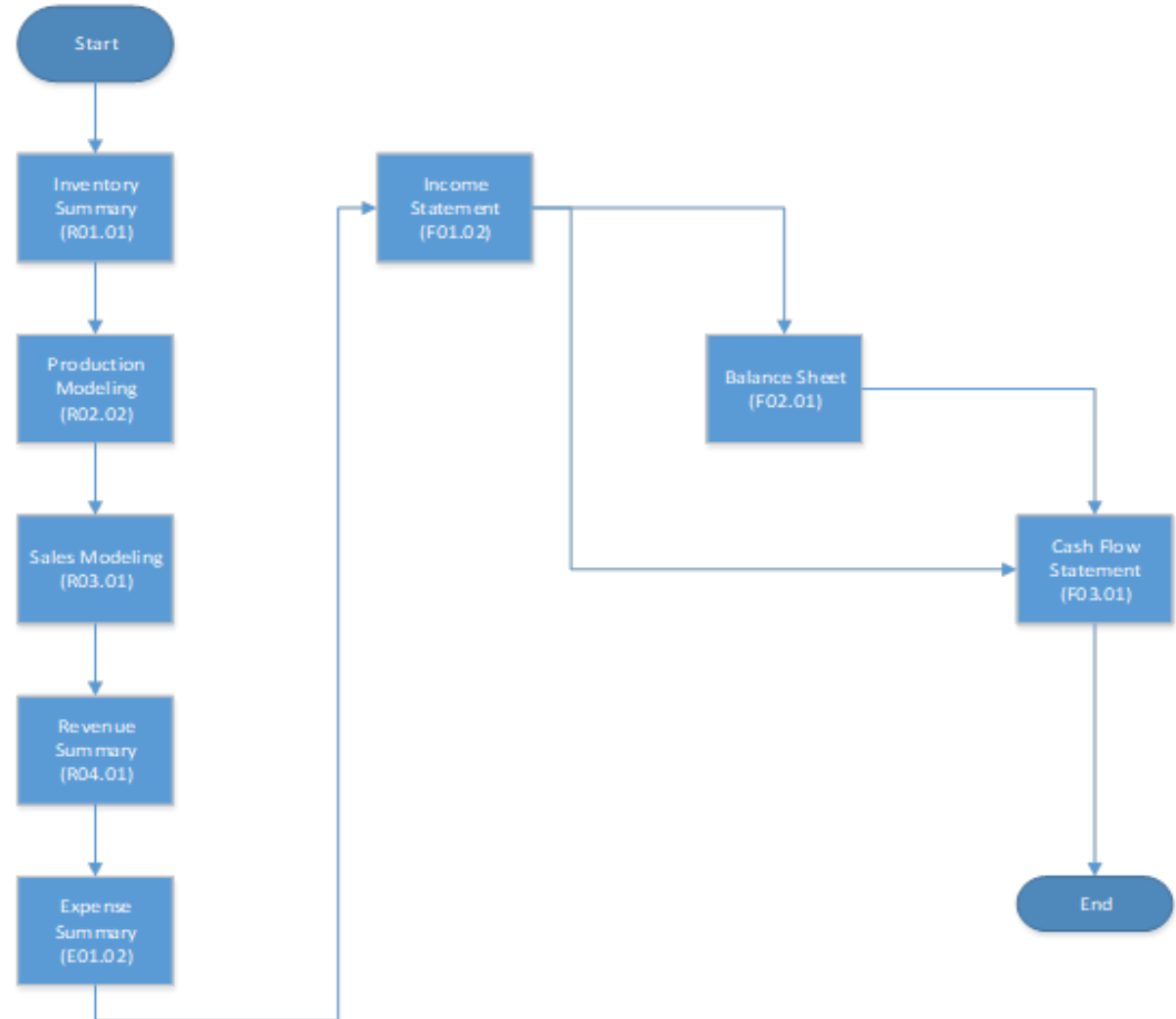
- **Product and Facility Based Model**
  - Demand Planning/Production Model
  - Sales Modeling / Shipping Model
  - Inventory Pricing
- **Financials**
  - Integration from Production Model
    - Income Statement and Balance Sheet integration
  - Balance Sheet and Cash Flow Modeling
- **Other Business Processes**
  - Capital
  - Workforce

# Financials Out of the Box Vs Custom

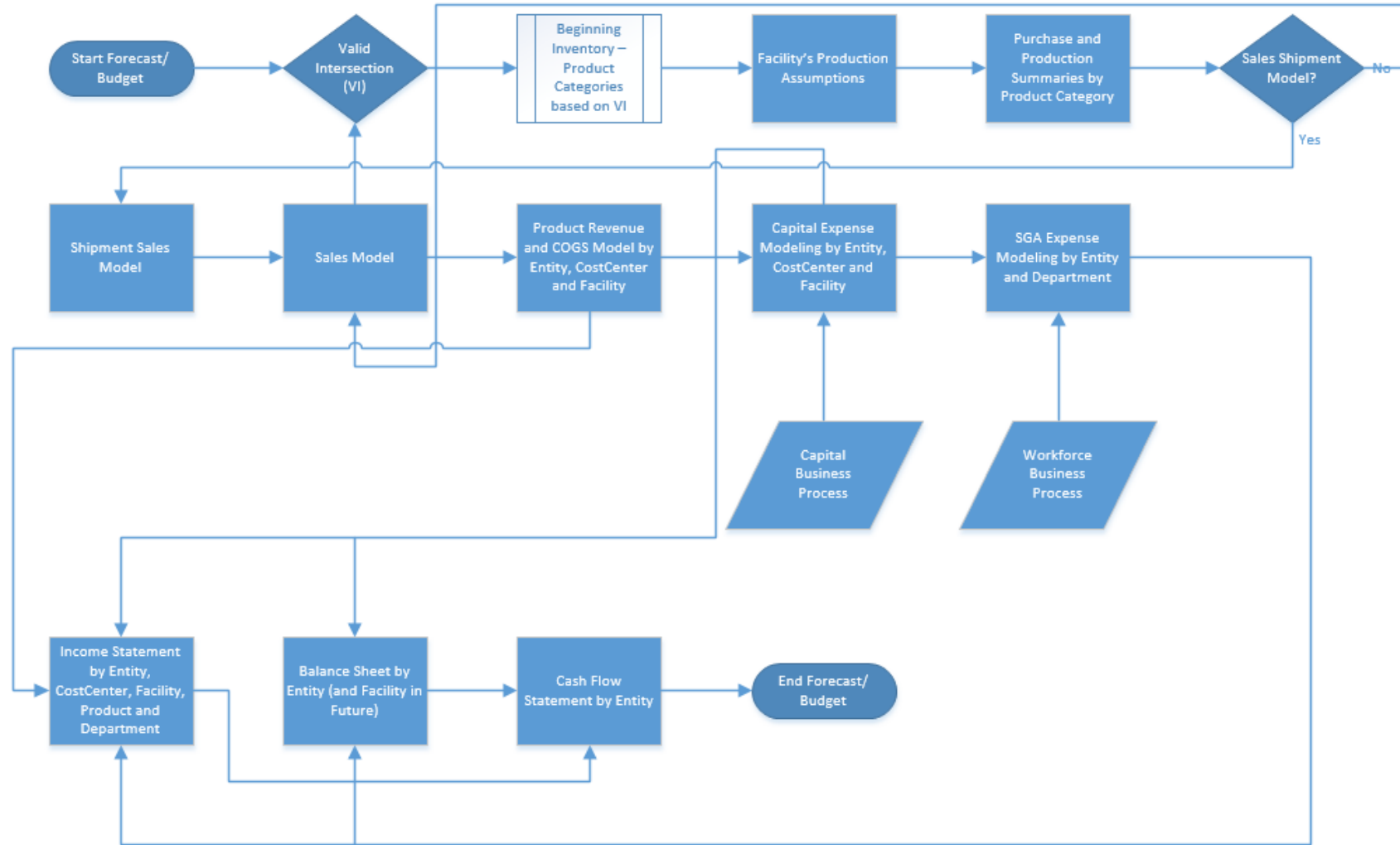


# Demand Planning

- What is Demand Planning?
- Process Flow at Sims
  - Import / Management Inventory
  - Process Inventory
  - Sell Finished Goods
  - Recognize Revenue and COGS
  - Input Other Expenses
  - Financials Integration
- Important Artifacts in the Model
  - Inventory Pricing
  - Shipment Model
  - Intercompany and Interbranch Models
  - Overhead Allocation



# Demand Planning to Financials Integration



# Demo



# Important Technical Artifacts

- Valid Intersections
- Plan Element Dimension
  - Actuals
  - Planning
  - Production Modeling
- Production Model
- Sales Modeling leveraging Flex Dimensions and Data Maps
- Shipments and Weighted Average Inventory Price
- Product Gross Margin Summary
- Income Statement Integration

# Successes

- By Facility Planning
- Gross Margin by Product and Facility
- Income Statement by Facility
- Inventory by Facility
- Integrated Financials
- Successful 2018 Budget
- Integration with on-premises HFM

# Future Enhancements

- Trend Based Analysis
- New Production Models
- First In and First Out Inventory Pricing
- Sensitivity Analysis
- Workforce Global Roll-out
- Profitability Analysis
- Projects Business Process Roll-out



# Q&A

