

ORACLE HYPERION PERFORMANCE SCORECARD

KEY FEATURES AND BENEFITS

KEY FEATURES

- Rich, prepackaged capabilities
- Flexible architecture
- Integrated communication and collaboration
- Web-based scorecards
- Robust visualization

KEY BENEFITS

- Communicate strategy throughout the enterprise
- Align the enterprise with corporate strategy, plans, and objectives
- Identify and eliminate initiatives that do not contribute to corporate goals
- Develop consistent KPIs and measurement practices across the enterprise
- Increase employee participation, collaboration, and accountability for results
- Build long-term economic value for key stakeholders

Oracle Hyperion Performance Scorecard helps companies clearly articulate strategy and goals, communicate them across the enterprise, and monitor key performance indicators. It provides a flexible approach to the development of scorecards, supporting recognized scorecarding methodologies and industry benchmarks. The software offers you complete strategy- and accountability-mapping capabilities, as well as Web-based message boards, forums, and discussion threads.

Define, Measure, Monitor, and Communicate Strategy and Performance

Executives and managers today receive numerous reports and information about the state of their business—yet their business plans often fail to yield the expected results. Why? Mired in volumes of disconnected information, decision-makers often have no way to quickly and accurately identify and eliminate activities that don't add value to the company.

Often senior managers don't have an easy way to measure and monitor strategic performance indicators—or an effective method to communicate goals and objectives. As a result, too much focus can be placed on financial indicators and lagging measures of performance, while not enough emphasis is given to critical operational metrics and key performance indicators (KPIs).

How do you ensure that your KPIs are linked to your strategy and objectives? And how do you regularly track progress? To regularly monitor and measure performance, senior managers require a link between their company's strategic and operational plans. Oracle Hyperion Performance Scorecard—one of Oracle's performance management applications—can help you define a methodology-neutral strategy and measure performance against goals, monitor progress on a regular basis, and communicate across your entire enterprise.

Unlike limited spreadsheet solutions or tactical dashboard tools, Oracle Hyperion Performance Scorecard easily delivers rich features that support the accountability, collaboration, and communication of enterprisewide performance and strategy. Spreadsheet solutions offer limited data integrity while simple dashboard tools display metrics only, and neither can integrate textual information and commentary to support vital communications and collaboration. Moreover, in-house applications take a long time to build, might have limited functionality, and are prohibitively expensive to maintain.

Oracle Hyperion Performance Scorecard is a solution to these challenges. It offers you rich strategy- and accountability-mapping capabilities as well as Web-based

cascading scorecards, message board forums, and discussion threads. Oracle Hyperion Performance Scorecard provides its rich, easy-to-use toolset right out of the box, delivers multidimensional analysis capabilities, and integrates with the most complete suite of performance management applications available today.

Link Corporate Strategy to Operating Plans and Execution

In many companies, strategic planning is an exercise usually limited to senior management, and the results are not communicated to the broader organization or linked to operating plans. Oracle Hyperion Performance Scorecard allows you to document and communicate corporate strategy and link it to operational objectives and initiatives. This link—connecting strategy to plans, objectives, and budgets—is critical for continuous performance management.

Drive Corporate Accountability to All Levels of the Enterprise

Although individuals and departments are measured against a stated set of goals, in many cases these goals might not align to the organization's objectives. Through the use of strategy and accountability maps, Oracle Hyperion Performance Scorecard aligns individual and departmental goals with corporate goals, thus helping to ensure accountability for delivering results throughout the organization. You can track performance and monitor responsibilities by team, department, functional area, and geography with accountability maps.

Monitor Progress of Key Initiatives and Improve Corporate Agility

Weekly status reports and meetings provide middle managers with progress reports on key initiatives. But as information is summarized and moved up the corporate hierarchy, some of the details are lost. With Oracle Hyperion Performance Scorecard, summary progress on key initiatives, along with the ability to drill to underlying details—including textual commentary—is communicated quickly to senior management through scorecards and KPIs. Comprehensive information helps improve communication and your company's overall ability to react to changes. Moreover, by shifting the focus to leading indicators, Oracle Hyperion Performance Scorecard helps your senior managers pinpoint and address business issues before they become problems.

Focus Resources on Activities That Drive Profitability and Value

As strategies and plans change, individuals and departments need to know how these changes affect their operating plans. With Oracle Hyperion Performance Scorecard, individuals, departments, and divisions can see the links between their priorities and initiatives, and corporate revenue, expense, and profitability goals. When the entire company can be easily and quickly informed of strategy shifts using Oracle Hyperion Performance Scorecard, it becomes easier to realign resources, reprioritize activities, and focus on appropriate initiatives to drive profitability.

Rich, Prepackaged Capabilities Speed Deployment

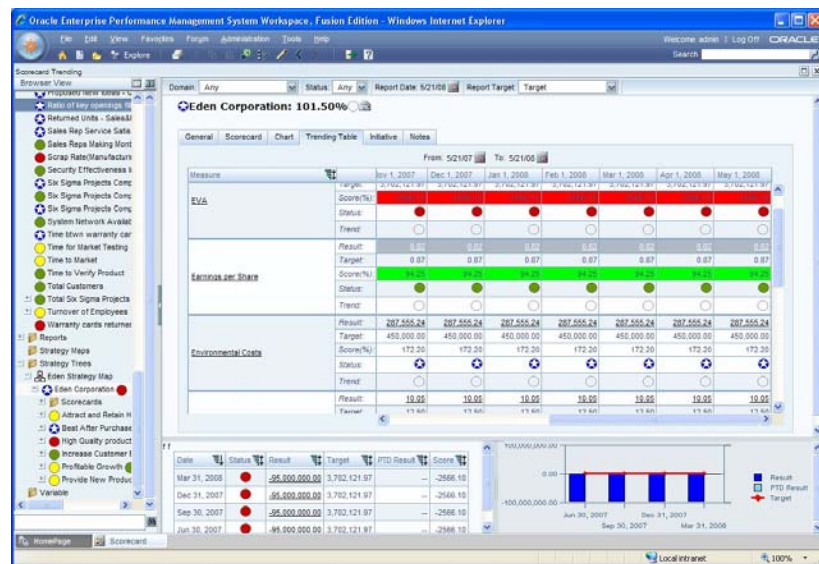
Features such as strategy mapping, cause-and-effect mapping, initiative tracking, e-mail alerting, performance reporting—and many more—can be deployed quickly and cost-effectively right out of the box.

Flexible Architecture Supports Custom or Leading Quality Initiatives

Built to support the balanced scorecard, Stern Stewart's Integrated Economic Value Added (EVA) Scorecard, and the Malcolm Baldrige frameworks, the architecture of Oracle Hyperion Performance Scorecard is the backbone for leading quality initiatives such as Six Sigma and the European Foundation for Quality Management (EFQM). You can also customize the application to work with unique management methodologies used by your company.

Integrated Communication and Collaboration Capabilities

By linking directly to e-mail systems, Oracle Hyperion Performance Scorecard triggers actions only when necessary. It also lets users record notes and comments about measures, scorecards, and strategy elements. These notes initiate discussion threads so users can upload file attachments to support comments.



The Executive View feature of Oracle Hyperion Performance Scorecard can speed strategy management and decision processes by providing a consolidated view of dependent performance results.

Web-Based Scorecards Deploy Strategy Across Enterprise

Deploy strategy across the enterprise using Web-based cascading scorecards so that everyone—from senior management to business units, departments, and individuals—understands stated strategic goals and aligns their goals accordingly.

Employee scorecards let workers track and measure their individual performance and account for their contributions to the overall strategic goals and initiatives.

RELATED PRODUCTSORACLE'S
PERFORMANCE
MANAGEMENT
APPLICATIONS

Oracle's performance management applications comprise a modular suite of integrated applications that support a broad range of strategic and financial performance management processes to enable management excellence. Part of Oracle's enterprise performance management system, these applications can be quickly deployed out of the box, extended with Oracle's business intelligence product family, or tailored to meet your organization's specific needs.

RELATED PRODUCTS:

Oracle's performance management applications include the following products:

- Oracle Hyperion Financial Management
- Oracle Hyperion Financial Data Quality Management
- Oracle Hyperion Planning
- Oracle Hyperion Strategic Finance
- Oracle Hyperion Workforce Planning
- Oracle Hyperion Capital Asset Planning
- Oracle Hyperion Profitability and Cost Management
- Oracle Integrated Operational Planning
- Oracle Crystal Ball

Robust Visualization and Data Analysis Functionality

Easy-to-use data analysis capabilities let workers instantly customize dashboards and reports for more-detailed analysis. To further augment the reporting capabilities of Oracle Hyperion Performance Scorecard with customizable, presentation-quality reports, users have the option to leverage functionality from the extensive capabilities offered by Oracle's business intelligence products. Oracle Hyperion Performance Scorecard provides tight integration with the following Oracle products: Hyperion Interactive Reporting, Hyperion Web Analysis, and Oracle Essbase.

Contact Us

For more information about how your organization can leverage the power of Oracle Hyperion Performance Scorecard, please visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

Copyright 2007, 2008, Oracle. All Rights Reserved.

This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor is it subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle is a registered trademark of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.