



# Accelerate competitive advantage. For what comes next.

**KPMG Powered Enterprise  
Performance Management (EPM)**

KPMG International

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Transform your organization with KPMG insights  
and Oracle Cloud Technology



# Take your planning and analysis capabilities to the next level

Disruption is changing everything. You're being asked to do more and do it faster. But you can't just think about your current challenges. You have to think ahead to get ahead.

That's why agile, highly developed planning and analysis capabilities are a must for any leading CFO.

With KPMG Powered Enterprise Performance Management (EPM) you can:

- **dramatically improve capabilities** by leveraging decades of KPMG experience in budgeting, planning, forecasting and analysis
- **get there quickly** with Oracle® Cloud planning and analysis technologies

- **drive a business-led implementation** and continuous improvement in finance and other functions.

With KPMG Powered EPM, you now have a faster, smarter way to transform your business.

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## Are you up to the challenge?



**Eighty-five percent** of CEOs say **applying financial data to achieve profitable growth** is the greatest strategic value a CFO can bring to an organization.<sup>1</sup>

# Accelerate transformation with pre-configured, business-led solutions

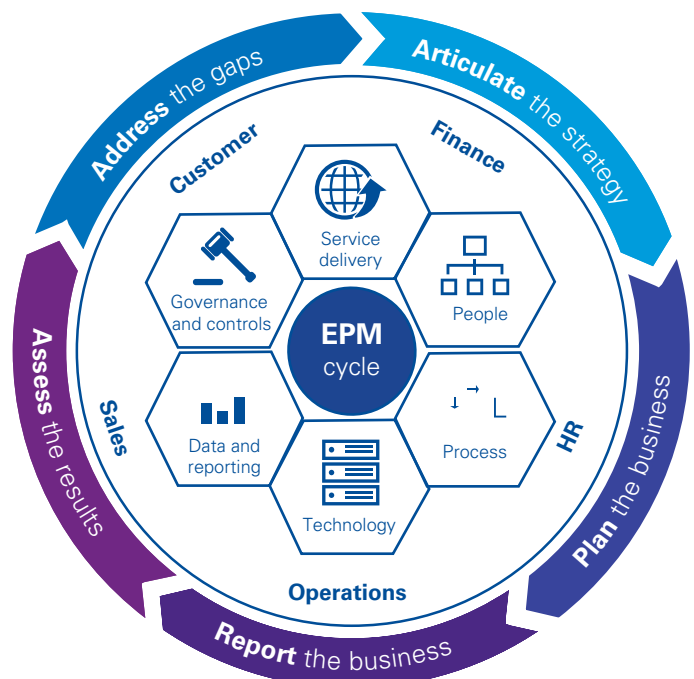
We transform planning and analysis with KPMG Powered EPM, which is backed by our extensive experience and knowledge base, as well as proven strategies and assets that include:

- hypothesis-driven based on decades of insight
- pre-built process flows in web-based tools
- pre-configured technology solutions with Oracle Cloud
- testing support (online)
- organizational design and training guides (online)
- leading practices FAQ.

Our technology solutions and assets empower you to **accelerate the transformation** of planning and forecasting, **integrate performance** reporting, and **enable a culture of action** through the delivery of data and insights.

## The KPMG EPM framework

Business-led and technology enabled



<sup>1</sup> Source: 2015 KPMG Global CEO Survey 'The view from the top.'

# Fueled by Oracle Cloud technology

KPMG Powered EPM leverages the proven benefits of the cloud, including:

- improved agility
- increased speed of implementation
- continually improved capabilities and functionality
- reduced IT support costs.

Oracle is a recognized leader in cloud technology. KPMG professionals understand that moving to the cloud is not an “if” but a “when” proposition for today’s organizations. By leveraging Oracle Cloud with prebuilt business functions for finance, workforce, capital, projects and other functions, KPMG member firms can simplify the most complex transformations.

## Cloud is no longer a choice

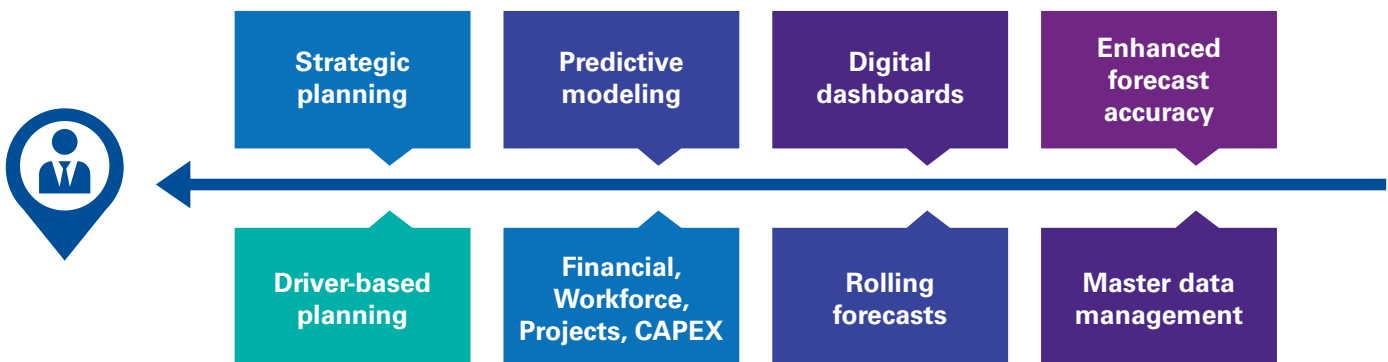
**59%** of large organizations plan to make a ‘significant’ investment across infrastructure, platform and Software as a Service in the next one to three years. However, IT is not the sole purchaser of cloud solutions.<sup>2</sup>

## Technology is key for CFOs

**70%** of CEOs say technology will have the greatest effect on the future role of the CFO, yet less than half think they’re good at leveraging new tech.<sup>3</sup>

## What’s in it for you?

**Rapidly achieve next-level planning and analysis capabilities:**



Become **a strategic performance leader** driving business value.

<sup>2</sup> Source: 2016 Harvey Nash/KPMG CIO Survey



<sup>3</sup> Source: 2015 KPMG Global CEO Survey ‘The view from the top.’

# KPMG Powered EPM is the answer

KPMG Powered EPM leverages decades of business and leading Oracle technology experience to help clients get there faster and achieve a greater step-change in value.

These solutions are **pre-defined based on the 80/20 rule**. This means that we can quickly tailor technology solutions to

fit your needs so you can focus on the parts that matter most to you and your business. In addition, KPMG's **proprietary Target Operating Model** incorporates KPMG member firms' extensive knowledge at every level of your business.

<h3>What is it?</h3> <p>Finance transformation enabled by pre-configured Oracle Cloud technology</p> <p>Pre-defined set of business functions</p> <p>KPMG leading practice and insight</p>		<h3>How is it different?</h3> <p>Accelerates decisions</p> <p>Focuses on speed to value</p> <p>Tailored to your unique needs</p> <p>Embedded finance and industry knowledge</p>		<h3>How do you benefit?</h3> <p>Faster implementation</p> <p>Leading practice solution</p> <p>Lower investment</p> <p>Certainty of outcome</p> <p>Lower total cost of ownership</p> <p>Finance function flexibility post-implementation</p>
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KPMG Powered EPM dramatically reduces time and risk by leveraging pre-defined models to give you a faster start.

## Traditional transformation process



## KPMG Powered Enterprise cloud implementation



## The KPMG Powered EPM includes:

- Project delivery tools
- Business process library
- Controls and KPIs
- Pre-configured Oracle Cloud applications
- Test manager and scripts
- Organizational design and training guides
- Community support center

## Oracle's Enterprise Budgeting and Cloud Service (EPBCS) enables:

<b>Finance</b>	Revenue
	Expense
	Balance Sheet
	Cash Flow
<b>Workforce</b>	Compensation Planning
	Other Expenses (WF)
	Strategic Workforce Planning Demographics
<b>CAPEX</b>	Investments
	Existing Assets
	Intangibles
<b>Projects</b>	Capital Analysis
	Project Summary
	Project Expense
	Project Revenue
	Project Analysis

# The KPMG Powered EPM advantage — an array of solid, tested assets



## Project Delivery

### Configuration templates and tools

Our standardized tools and templates for rapid data gathering allow you to focus on the information needed to set up your planning process quickly. You can complete these yourself in relatively simple situations to manage implementation cost, and KPMG member firms can assist in more complex, transformative situations.



## Business Process Library

### Enabled by business-process modeling software

You need clear, defined, role-based processes to be successful. KPMG's Business Process Library is specific to Oracle EPBCS and includes all the extras that are often overlooked, such as master data management processes and security, and administration processes. Our Business Process Library resides in a leading business process modeling suite, and it is also available in a simplified Microsoft Office version so you can tailor and maintain it as your business evolves.



## Controls and KPIs

### We're more than just a technology implementer

Who wants to make decisions based on potentially inaccurate information? KPMG understands your internal control needs and the importance of accuracy. KPMG member firms offer a concise library of standardized internal controls to drive accuracy around your planning, reporting and analyses.



## Preconfigured Applications — in the Oracle Cloud

### Don't want to start with a blank planning spreadsheet?

Preconfigured applications for Financial (balance sheet, P&L, cash flow), Workforce, CAPEX and Project Planning can rapidly improve your planning capabilities. KPMG's knowledge around planning better practices can help you up your planning game. Rolling forecasts, driver based planning, predictive modeling, dashboarding and analytics underpinned by solid master data management can all be within easy reach.



## Test Manager and Test Scripts

### Confidence that it works

It goes without saying that any application you rely on should be appropriately tested. KPMG's test management platform and pre-configured test scripts get you there. There are standard tests for the basic applications, and the test management platform allows you to quickly add specific tests as your planning solution grows.



## Organizational Design and Training Guides

### Who's doing what?

Ultimately, success depends on your people. Our simple organizational designer allows you to quickly determine who's going to do what, which system functions they will need to access and what training is required. We help you navigate what's out there so you don't need to reinvent something that already exists.



## Community Support Center

### Have questions? KPMG has the answers.

As a KPMG member firm customer, you will have access to our online FAQ, including common questions, tips, tricks and better practices. Submit a question — we're happy to share what we know!

# Get Started

KPMG Powered EPM makes it easy to get started by providing a pre-defined set of leading practice solutions packaged at three levels: Focused, Expanded and Enterprise.

You can begin by focusing on a particular business need, expand later or undertake your full range of enterprise planning — it's up to you.

All are based on KPMG's comprehensive experience of implementing EPM solutions for some of the world's largest organizations.

Every business is unique, so you can choose the options that best suit your needs.

## Is KPMG Powered EPM right for your organization?

- Are you struggling to provide accurate information to the business when and where it's needed?
- Do you struggle to combine financial, operational and customer data to accelerate better decision-making and create a competitive advantage?
- Do you know which products, services, channels, customers and geographies will drive profitable growth?
- Can you quickly anticipate and adapt to future market conditions?
- Are you able to collaboratively plan across all of your business functions to optimize investments, improve shareholder return and maximize efficiency?
- Is your planning organization bogged down with spreadsheets that are difficult to reconcile?
- Do you have the planning and forecasting capabilities that you really need, including scenario modeling?

	Focused	Expanded	Enterprise
<b>Users</b>	20 users	50 users	Tailored to your needs
<b>Data uploads</b>	1 standard flat file upload	3 standard flat file uploads	Tailored to your needs
<b>Dimensions</b>	6 dimensions	9 dimensions	Tailored to your needs
<b>Entity</b>	25 entities	50 entities	Tailored to your needs
<b>Scenarios</b>	3 scenarios	6 scenarios	Tailored to your needs
<b>Account</b>	400 accounts	3,000 accounts	Tailored to your needs
<b>Year</b>	10 years	10 years	Tailored to your needs
<b>Period</b>	13 periods	13 periods	Tailored to your needs
<b>Version</b>	8 versions	10 versions	Tailored to your needs
<b>Reports</b>	5 custom	15 custom reports	Tailored to your needs
<b>Forms</b>	5 custom forms	15 custom forms	Tailored to your needs
<b>Calculations</b>	5 custom calculations	15 custom calculations	Tailored to your needs
<b>Dashboards</b>	3 custom dashboards	10 custom dashboards	Tailored to your needs
<b>Currencies</b>	1 currency	6 currencies	Tailored to your needs
<b>History conversion</b>	NA	2 years of history	Tailored to your needs
<b>Timeline</b>	8–12 weeks	16–28 weeks	Tailored to your needs
<b>Training hours</b>	40 hours	80 hours	Tailored to your needs
<b>Post go-live support</b>	40 hours	80 hours	Tailored to your needs
<b>Modules</b>	P&L, Revenue, Expense	P&L, Revenue, Expense, Workforce	Tailored to your needs

# Why businesses choose KPMG

Whatever your business triggers, whatever your transformation needs, KPMG member firms help prepare you for success. Our blend of strategy, technology and business experience helps you to seize the opportunities that only a transformation can provide.

- We know how **to collaborate**.
- We know how **your business works**.
- We know how to **get things done**.
- We know how to **exploit technology**.
- We're **more than just technology**; we're full service and can address tax, internal controls, change management and more.
- We deliver the **results that matter**.
- We are **on your team**, all the way to the finish line and beyond.

## A leader in Oracle Cloud solutions

KPMG has the tools, resources and experience necessary to meet the needs of any size Oracle engagement, and with more than 2,000 Oracle professionals in more than 40 countries, KPMG has the scale to deliver projects across a wide range of industry sectors. KPMG's strategic partnership with Oracle has spanned more than 26 years and we have broad experience across Oracle's technology and application portfolios:

- 1,000+ successful engagements with more than 50+ Oracle Cloud deployments
- Oracle Platinum and Cloud Premier Partner
- 2016 Oracle Global Cloud ERP Partner of the Year, plus six 2016 Excellence Awards
- 25 Oracle Specializations and Advanced Specializations; KPMG is the first and only Cloud ERP Advanced Specialized Partner

**KPMG professionals help you use the cloud to achieve a predictable, accelerated path to the finish line. ...and fully address the challenges of transformation.**



**“KPMG Powered Enterprise with Oracle Cloud Applications can offer pre-built operating models, optimized process and the latest security and performance technologies to help drive innovation, increase agility, lower costs, and reduce IT complexity.”**

— **Chris Leone**, senior vice president, Oracle Applications Development

# Contact us

Many organizations are already using cloud in more innovative ways than ever before — and the benefits and potential of Oracle Cloud technology are increasing every day. So when it comes to the future of your business, the time to act is now.

To find out more about KPMG Powered Enterprise and KPMG Powered Enterprise Performance Management solutions, please visit:

**[kpmg.com/powerenterprise-epm](http://kpmg.com/powerenterprise-epm)**



**Richard Beacham**  
**Principal, EPM Practice Lead**  
**KPMG in the US**  
**T:** +1 214 840 2858  
**E:** [rbeacham@kpmg.com](mailto:rbeacham@kpmg.com)



**John O'Mahony**  
**Director, EPM Practice Lead**  
**KPMG in the UK**  
**T:** +44 0 20 76941787  
**E:** [john.o'mahony@kpmg.co.uk](mailto:john.o'mahony@kpmg.co.uk)



**Morris Treadway**  
**Global Head of Financial Management**  
**and Global Enterprise Performance**  
**Management Center of Excellence Lead**  
**KPMG in the UK**  
**T:** +44 7818 510670  
**E:** [morris.treadway@kpmg.co.uk](mailto:morris.treadway@kpmg.co.uk)

**[kpmg.com/socialmedia](http://kpmg.com/socialmedia)**



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