

HYPERION BOOKINGS, BILLINGS, AND BACKLOG SOLUTION

KEY FEATURES AND BENEFITS

KEY FEATURES

- Single personalized reporting and analysis platform
- Real-time visibility to bookings, billings, and backlog information
- Key performance indicator tracking
- Root cause analysis
- Trend and comparative analysis
- Automated data aggregation

KEY BENEFITS

- Improves alignment among finance, operations, and sales
- Gives greater confidence to deliver on current commitments
- Increases reliability of forecasts
- Improves management of backlog and inventory
- Increases customer satisfaction
- Decreases reliance on manually generated spreadsheets
- Reveals data integrity issues

Can you adapt quickly to dynamic market conditions? Do you have timely access to reliable information to enable your company's success? If, like most manufacturing executives, you rely upon data in disperse, nonintegrated spreadsheets, remaining competitive will be a challenge. Oracle's Hyperion Booking, Billings, and Backlog solution provides real-time visibility and analysis of company performance. By leveraging integrated dashboards to track key indicators, you can make operational decisions that optimize results.

Real-Time, Integrated, and Actionable Intelligence

Manufacturing companies must deliver predictable results to stay competitive in growing global markets. Understanding why operational performance is good or bad and what could be done to improve it is the challenge. Bookings, billings, and backlog (BBB) data enables the measurement of actual versus forecasted results that executives require to manage performance.

However, in most companies, collecting reliable and actionable BBB data from sales, order management, general ledger, and billing systems is a time-consuming, manual process resulting in disconnected spreadsheets that take weeks to prepare. Built from components of Oracle's enterprise performance management system, the Hyperion Booking, Billings and Backlog solution provides a unified platform to access critical BBB performance indicators on demand.

Answer, Adapt, Achieve

The Hyperion Bookings, Billings, and Backlog solution integrates all necessary data systems into a single personalized reporting and analysis platform that refreshes daily or more frequently if needed. Automated, navigable dashboards and reports provide executives, managers, and sales personnel with real-time information to answer and adapt to critical business questions including

- What are margins by customer, region, or product compared to prior periods?
- Are there any low-margin products that should be considered for removal?
- Are shipments keeping up with new bookings?
- Are there trends that indicate softening markets and product lines?
- Is backlog increasing or decreasing within a product line or for a key customer?

KEY METRICS AND RELATED PRODUCTS

KEY METRICS

Hyperion Bookings, Billings, and Backlog solution puts the following key metrics at your fingertips:

Key Performance Indicators

- Book-to-bill ratio
- Bookings % of forecast
- Average selling price
- On-time delivery %
- Standard margin
- Standard margin %

Trend and Comparative Analysis

- Bookings
- Customer margins
- Shipments
- Returns
- Cancelled orders
- Moving averages
- Seasonality

Root Cause Analysis

- Discounts
- Margins

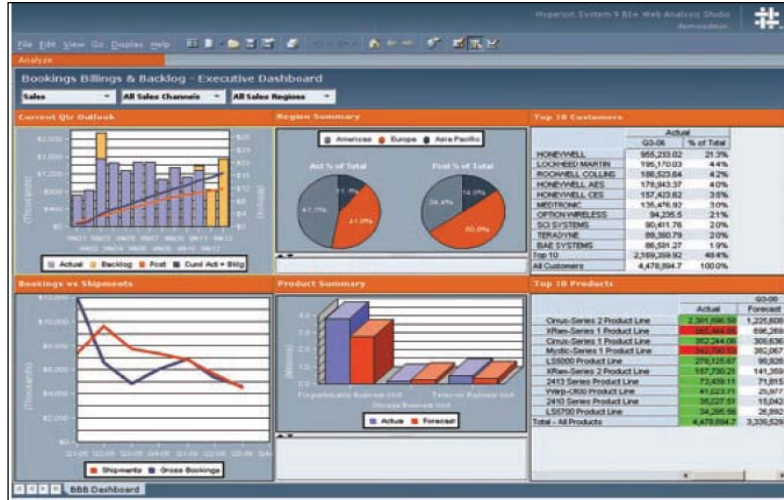
Detail Reporting

- Order details
- Shipment details

RELATED PRODUCTS

Hyperion Bookings, Billings, and Backlog solution comprises the following products:

- Hyperion Essbase – System 9
- Hyperion Foundation Services
- Hyperion Web Analysis – System 9



BBB performance dashboards speed up operational decisions surrounding shipments, backlog, and inventory by automating performance indicators and insights.

Key Features of Hyperion Bookings, Billings, and Backlog Solution

The Hyperion Bookings, Billings, and Backlog solution provides functionality to help you deliver predictable results.

- **Key performance indicator tracking.** Access a unified dashboard to view book-to-bill, average selling price, standard margin, and other critical information for manufacturing executives.
- **Root cause analysis.** Analyze problems or opportunities by customer, product, geography, sales channel, and other dimensions.
- **Trend and comparative analysis.** Gain insight into external market effects, moving averages, and seasonality to make changes or predict future behavior.
- **Integrated, automated data aggregation.** Integrate data from multiple sources into a single environment. Eliminate inconsistent, time-consuming manual data collection processes.

Contact Us

For more information about how your organization can leverage the power of Oracle’s Hyperion Bookings, Billings, and Backlog solution, please visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

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