

**Oracle® Demantra Sales & Operations Planning
Integration with Hyperion Planning 2.4: Release
Notes**

Release 2.4

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About Oracle Demantra Sales & Operations Planning Integration with Hyperion Planning

Accurately predicting revenue and operating performance is a daunting challenge facing many enterprises today. Reconciling disparate sources of demand data such as sales, marketing, finance, and manufacturing is critical to making informed sales and planning decisions. Despite the awareness of the adverse impact of missed forecasts on corporate business plans, the most common solution for budgeting and planning is still a disconnected spreadsheet that makes the planning process unreliable and inefficient. The resulting long budget cycles and forecasting inaccuracies prevent responsiveness to change, causing companies to miss business opportunities while wasting money and resources on declining business segments.

Demantra Real-Time Sales and Operations Planning solution enables you to consolidate all of your disparate demand information and use it to generate a more accurate, consensus forecast. Balancing supply and demand to achieve operational goals of the company is not only a key profitability driver for companies but is also a very challenging process. Demantra Real-Time Sales and Operations Planning provides the foundation for a responsive sales and operation planning process that covers all aspects of operations planning from immediate response, to daily demand and supply changes, to long-term alignment of supply chain resources. With complete visibility into the supply chain, plans are established after resolving supply and production constraints provided from integrated production planning and rough cut capacity planning. Demantra Real-Time Sales and Operations Planning gives planners and managers the information and planning tools they need to take command of day-to-day planning processes.

By integrating Oracle Hyperion Planning and Oracle Demantra Real-Time Sales and Operations Planning, Oracle expands its footprint into integrated business planning. Oracle Demantra Real-Time Sales and Operations Planning 7.3 delivers purpose-built hierarchies, series (measures), worksheets and workflows to seamlessly import data from and export data to Hyperion Planning, and enable integrated business planning process.

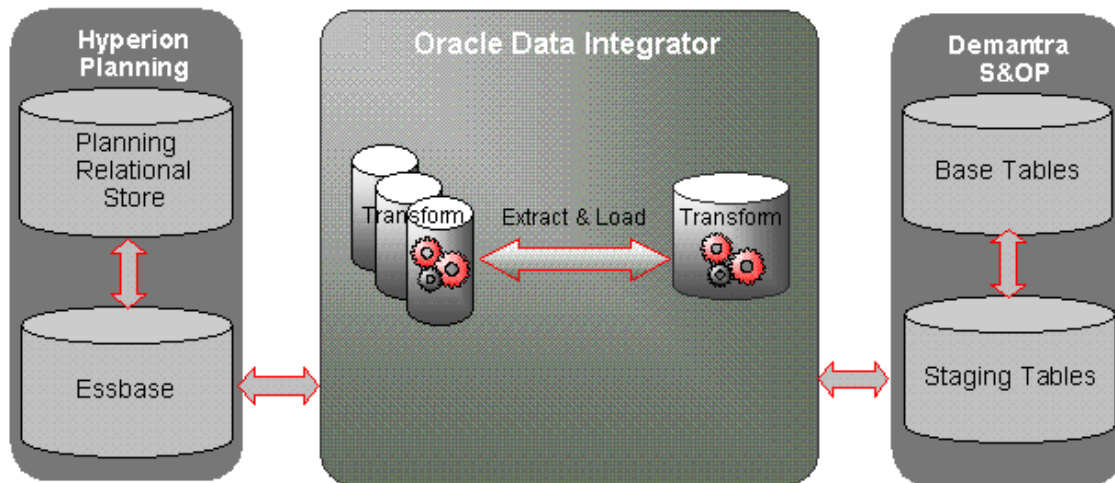
Specifically, integrated business planning refers to the technologies, applications and processes that integrate planning functions across the enterprise to improve organizational alignment and financial performance. Integrated business planning links strategic planning and operational planning with financial planning, enabling business executives and planning managers to make decisions based upon “real” financial measures such as revenue and profit.

The integrated business planning solution provides:

- Best-in-class statistical forecasting improves baseline for Operations Plan and Sales Plan.
- Best-in-class financial planning and budgeting provides visibility to revenue and cost targets
- Aggregate and detailed planning and consumption analysis enables companies to pinpoint problems and opportunities at an actionable level.
- Alignment of sales, marketing financial, and supply plans.
- Integrated modeling of sales, promotions, new and changing products as well as markets provides instant impact of demand shaping applied to close revenue gaps.

Architectural Process

Oracle Hyperion Planning and Oracle Demantra exchange information through the use of the Oracle Data Integrator (ODI) Adapter for Hyperion Planning, the Oracle Data Integrator (ODI) to transform the data, and Oracle Demantra integration interfaces and workflows as shown in the following diagram:

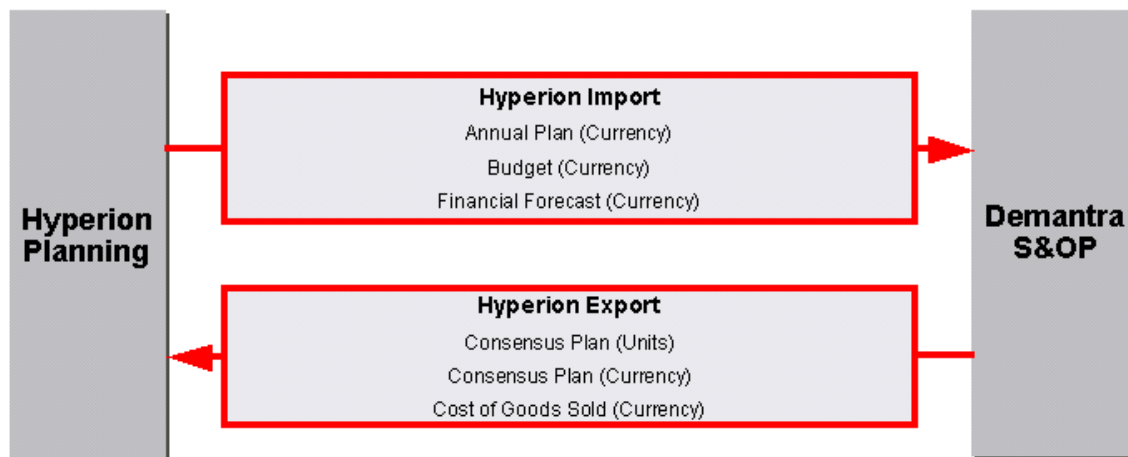


Demantra S&OP-Hyperion Integration Process

The integration processes can be run when required from Demantra worksheets, workflows or ODI.

Integration Points Overview

The following integration points are part of the integration between the Oracle Demantra Sales and Operations Planning module and Hyperion Planning applications.



Demantra S&OP-Hyperion Integration Points

The following table details the frequency and recommended load for each integration point is detailed below:

Interface	Flow	Suggested Frequency
Hyperion Import	Hyperion to Demantra	Quarterly or monthly
Hyperion Export	Demantra to Hyperion	Weekly or monthly

Business Processes

1. The Finance Department develops the annual plan using a bottom-up planning process followed by top-down budget. The financial forecast is a refinement of the budget and includes actuals for historical periods.
2. The annual plan, budget and financial forecast (all currency) are exported and used in Demantra S&OP as financial performance targets to compare with the consensus forecast (in currency).
3. The S&OP Manager compares the financial forecast with the Demantra baseline forecast to identify gaps between the revenue predicted by the Demantra's bottom-up forecast and Hyperion's top-down financial plan.
4. A consensus forecast is developed collaboratively in Demantra S&OP.
5. To increase demand and close revenue gaps, promotions are adjusted or created in Demantra's Promotion Trade Planning. A demand plan and a supply plan are generated.
6. Value Chain Planning is used to balance constrained supply and unconstrained demand by evaluating costs and constraints. A feasible solution is returned to Demantra S&OP.
7. Additional capacity planning is performed in Demantra S&OP. The resulting consensus forecast (currency and units) and cost of goods sold (currency) details are exported from Demantra to Hyperion weekly (or another regular frequency).
8. Revenue and profitability targets are monitored in Hyperion.

Implementation

The new Demantra S&OP-Hyperion Planning integration feature is implemented with the following two applications:

- Oracle Demantra Sales and Operations Planning Integration to Hyperion Planning 2.4 PIP
- Oracle Demantra Sales and Operations Planning 7.3

Oracle Demantra Sales and Operations Planning Integration to Hyperion Planning 2.4 PIP

The Oracle Demantra Sales and Operations Planning Integration to Hyperion Planning 2.4 PIP installs and configures the ODI packages required to transfer data between Demantra Sales and Operations Planning 7.3 and Hyperion Planning.

ODI Packages	Name
Hyperion to Demantra	LoadHypFinPlanningOrgToDmtraPkg LoadHypFinPlanningOrgCatToDmtraPkg

ODI Packages	Name
	LoadHypFinPlanningOrgItemToDmtraPkg RegenerateAllScenariosPkg
Demantra to Hyperion	LoadDmtraSalesFcstOrgToHypPkg LoadDmtraSalesFcstOrgCatToHypPkg LoadDmtraSalesFcstOrgItemToHypPkg

Oracle Demantra Real-Time Sales and Operations Planning 7.3 Enhancements

Oracle Demantra Real-Time Sales and Operations Planning 7.3 has been enhanced to support the Demantra S&OP-Hyperion Planning Integration with the following:

Type of Enhancement	Name
Preseeded Worksheets	Financial Forecast Financial Summary (modified)
Series	Annual Plan Value Financial Forecast Value Diff: Consensus Fcst Value – Financial Fcst Value Annual Plan Value LY Budget Value LY Financial Forecast Value LY Cost of Sales Budget Value (modified) Consensus Forecast Value (modified)
Methods	Publish to Hyperion Planning Extract from Hyperion Planning
Workflows	Hyperion Import (Org) Hyperion Import (Org, Category) Hyperion Import (Org, Item) Hyperion Export (Org) Hyperion Export (Org, Category) Hyperion Export (Org, Item)
Tables	BIIO_HYP_ORG BIIO_HYP_ORG_CAT BIIO_HYP_ORG_ITEM
Views	BIEO_HYP_ORG_CAT_V BIEO_HYP_ORG_ITEM_V BIEO_HYP_ORG_V

Type of Enhancement	Name
Integration Interfaces	Hyperion Import Hyperion Export
Integration Interface Data Profiles	Hyperion Import (Org) Hyperion Import (Org, Category) Hyperion Import (Org, Item) Hyperion Export (Org) Hyperion Export (Org, Category) Hyperion Export (Org, Item)

Additional Resources

There are additional resources that can help your organization learn more about this release.

Resource	Navigation
Process Integration Pack Implementation Guides	<p>My Oracle Support: Knowledge > Oracle Applications > Integrations > Application Integration Architecture. Select a Process Integration Pack link.</p> <p>Classic MetaLink: Knowledge > Application Integration Architecture. Select a Process Integration Pack link.</p>
Foundation Pack Guides	<p>My Oracle Support: Knowledge > Oracle Applications > Integrations > Application Integration Architecture > Oracle Application Integration Architecture Foundation Pack</p> <p>Classic MetaLink: Knowledge > Application Integration Architecture > Foundation Pack</p>
Installation and Upgrade Guide	<p>My Oracle Support: Knowledge > Oracle Applications > Integrations > Application Integration Architecture > Oracle Application Integration Architecture Foundation Pack</p> <p>Classic MetaLink: Knowledge > Application Integration Architecture > Foundation Pack</p>

Visit the [My Oracle Support/Oracle Metalink website](#) frequently to keep apprised of ongoing changes.

For other sources of documentation, visit [Oracle Technology Network: Oracle Documentation](#).

For training opportunities, visit [Oracle University](#).