

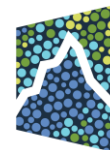
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Oracle Cloud at Allen Institute

October 2017

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Agenda

- **Background**
- **Implementation**
- **Core Financials**
- **Project Portfolio Management**
- **Supply Chain Management**
- **Reporting**
- **Benefits**
- **Next Steps**
- **Q&A**

Background

- Allen Institute had plans to double in size, and wanted a system to scale with that. From around 300 to 600 employees
- No major ERP footprint before Oracle Cloud
 - Financial Edge for core financials GL (On Prem)
 - Web Purchasing for Purchasing (SaaS)
 - ADP (Time Cards, Payroll, Benefits - SaaS)
 - Excel (Project and Grant tracking)
- Wanted an ERP product that had the functionality needed, at the right price, without having a huge team to support the product

Implementation

- Go Live Jan 2016
- One Year Implementation
- Scope of Oracle Cloud Implementation
 - Core Financials
 - GL, AP, AR, FA, Expense, *CM, *Tax
 - Project Portfolio Management
 - Grants, Project Financial Management, Project Costing, Project Billing, Project Contract
 - Supply Chain Management
 - Self Service Procurement, Purchasing, Inventory, Receipt Accounting, Cost Accounting
- “Big Bang” Implementation approach. No parallel systems.
- Pain Points:
 - Turnover of some key Finance staff during implementation
 - Learning curve from Oracle EBS to Oracle Cloud
 - System Integrators were still new at Oracle cloud implementations in 2015
 - Did not get the assistance we would have liked from our SI
 - Uncovered code defects that Oracle development had to fix

Core Financials

- General Ledger, Fixed Assets, Accounts Receivable are rock solid- no issues
- Accounts Payable – Very transaction heavy, integrations to Requisitions and Purchase Orders work very well
 - We use the Automated Invoice Image processing feature, have to keep an eye on this to ensure data accuracy of the auto created invoices.
- Cash Management
 - Not implemented as part of Go Live, had a separate project to implement this, and it is working well
- Tax
 - Not implemented as part of Go Live, had a separate project to implement this.

Usage Metrics – 3 month average

- 1200 AP Invoices per month, 5800 AP Invoice Distributions per month
- 40 Summarized Journal Entries per month, 4000 Journal Lines per month

Project Portfolio Management

- 1:1 Grant to Sponsored Project relationship at this point
- Robust Project Budgeting and Reporting
- Imports Cost into Project modules from source Subledgers
 - AP, Cost Management, Time and Labor
- Burden generated in Project Costing
- Multiple Rate Tables and Burden Schedules can be created and used on different projects
- Custom Project Billing Invoice Templates created to meet Sponsor requirements
- Usage Metrics
 - 60+ Projects
 - 15+ Sponsored Projects
 - 82,000 Expenditure Items per month – 3 month average
 - 489 AI Source
 - 1,758 Oracle Fusion Cost Management
 - 11,432 Oracle Fusion Payables
 - 13,908 Oracle Fusion Projects
 - 54,287 Oracle Fusion Time and Labor

Supply Chain Management

- Self Service Procurement works very well and has high user satisfaction. Very flexible and allows for configuration that supports the business.
 - SLA and approval workflow rules
- Inventory
 - Simple UI, allows for tracking inventory, and issuing this cost out to Projects
- Usage Metrics – 3 month average
 - 350 Requisitions per month
 - 1700 Inventory Transactions per month
 - Reoccurring Cycle Counts
 - 1 Physical Inventory per year

Reporting

- OTBI- True self-service reporting
 - My personal favorite part of Oracle Cloud.
 - Able to sit down Day 1 with key team members in Finance and Project Accounting and taught them how they can create their own analysis to pull the data they need and answer the questions they have- **This is a non-technical tool and works excellent.**
- Financial Reporting Studio
 - Income Statement Balance Sheets
 - Uses essbase cube
- Smart View
 - Ad-hoc analysis into any GL dimension
 - Uses essbase cube
- Custom BI Data Models
 - Because self-service reporting is so good, we only create custom BI data models and reports for very complex reporting needs.

Benefits and Favorite Features

- Scalable system – we have grown to a point where we could not revert back to our old process before Oracle
- Self Service and Robust Reporting (Smart View and OTBI)
- Automatic corporate card transaction upload – straight from VISA to Oracle Expense
- ACH payment for suppliers and reimbursement for employees
- Fully configurable Approval Workflow
- Time Card Automation
- Supplier Punchouts
- Lean finance team even with increase in transactions
- 2 person Analyst team supporting Oracle Cloud

Next Steps with Oracle Cloud

- PBCS – Planning and Budgeting Cloud Service
 - Lots of interest in this based on good past experience with Hyperion
 - Lots of interest in Account Reconciliation Cloud
- Manufacturing and Planning
 - Manufacturing team is tracking BOM on spreadsheet, not sustainable
 - In process of setting up proof of concept for Mfg team to review

Q & A

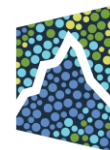
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