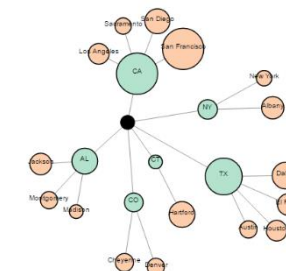
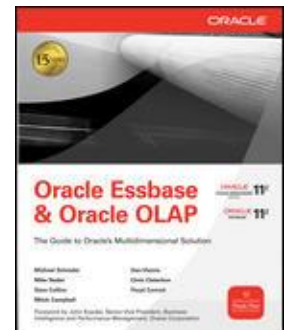
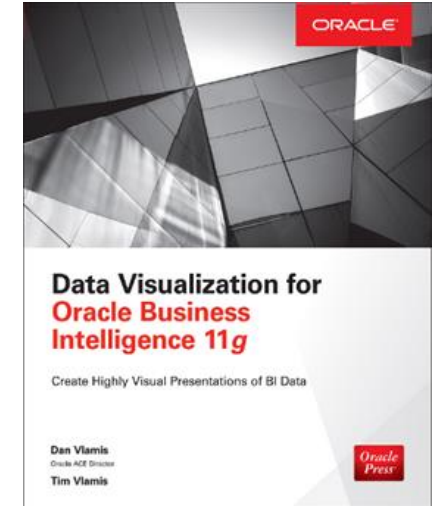


# Oracle OpenWorld Recap 2019


Dan VlamiS  
Doug Schieder

# VlamiS Software Solutions

- VlamiS Software founded in 1992 in Kansas City, Missouri
- Developed 200+ Oracle BI and analytics systems
- Specializes in Oracle-based:
  - Enterprise Business Intelligence & Analytics
  - Analytic Warehousing
  - Data Mining and Predictive Analytics
  - Data Visualization
- Multiple Oracle ACEs, consultants average 15+ years
- [www.vlamiS.com](http://www.vlamiS.com) (blog, papers, newsletters, services)
- Co-authors of book “Data Visualization for OBI 11g”
- Co-author of book “Oracle Essbase & Oracle OLAP”
- Creators of the [Force Directed Graph Plugin](#) on the [Oracle Analytics Library](#)
- Oracle University Partner
- Oracle Gold Partner



## Dan Vlami – President

- Founded Vlami Software Solutions in 1992
- 30+ years in business intelligence, dimensional modeling
- Oracle ACE Director 
- Developer for IRI (expert in Oracle OLAP and related)
- BA Computer Science Brown University

## Doug Schieder – Business Development Manager

- Works very closely with Dan Vlami and Tim Vlami
- Tracks all opportunities for Vlami
- Background in Socio-Political Communication
- Worked on State and Federal campaigns



# OpenWorld is a large conference

- 60,000+ attendees
- 2,000,000 total sq ft in Moscone Center
- 2200+ total sessions
- 348 sessions had “analytics” in the title
- John Mayer played





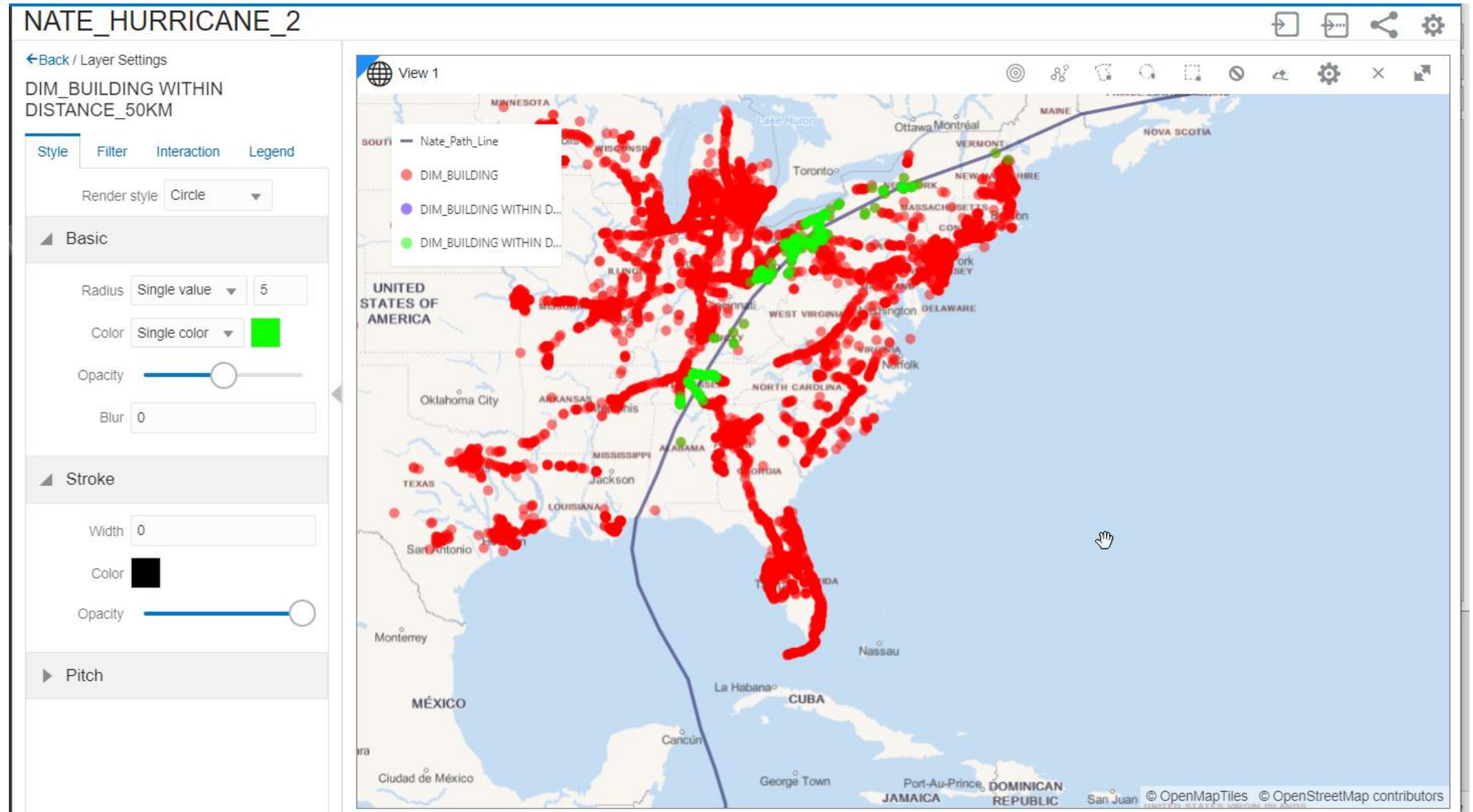


# The Weather was Beautiful!

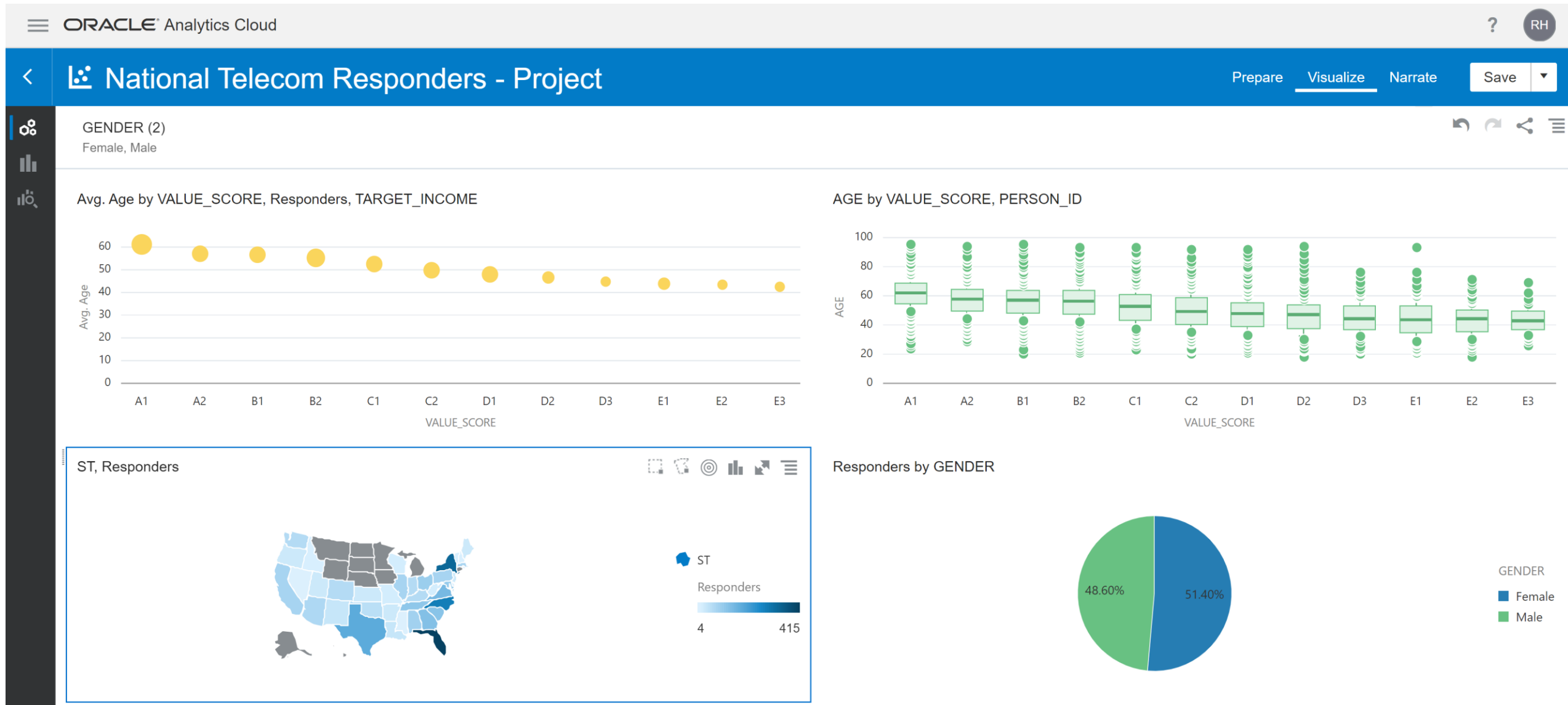


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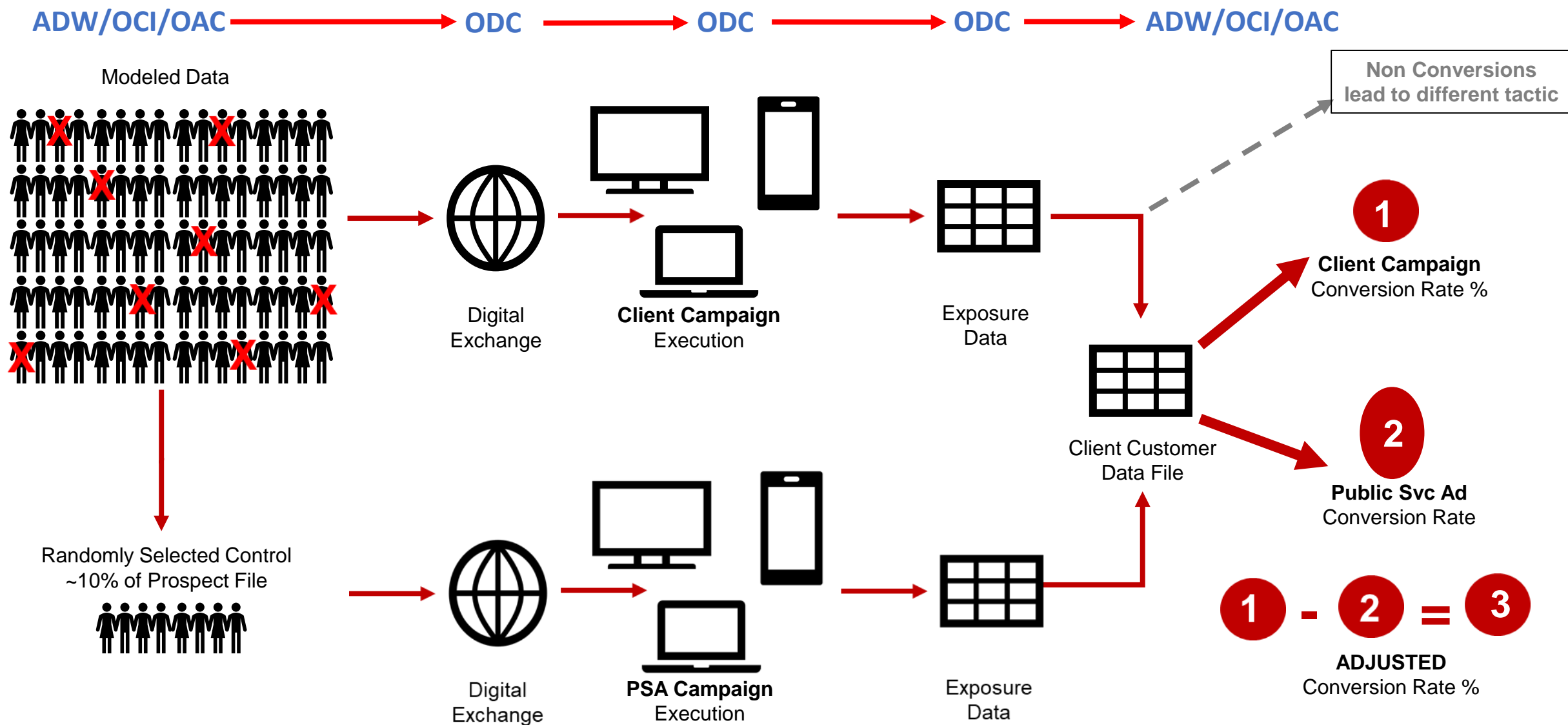
# Hurricane Nate threatened OUTFRONT Media assets!



# Correlating the responder data variables reveals ability to pay gets better with age – not income



# Process chart shows campaign and random control group through different cloud solutions







# Autonomous Data Warehouse Update

- Major feature of OOW
- It's the future
- New CAB has been formed
- Lots of new capabilities and development focus



# OOW News - DB

- Larry announced new free forever ADB and compute instances
- Larry featured Analytics in Wed keynote
- Autonomous JSON DB coming
- OCI Data Catalog coming
- Serverless or Dedicated
- [www.oracle.com/cloud/free](https://www.oracle.com/cloud/free)

## Announcing | Free Autonomous Database

- Always-free “micro” instances with up to
  - 2 always free ADB instances per OCI tenancy
  - 20 GB database storage per instance
  - 1 OCPU per instance
- Runs on same infrastructure as ADW/ATP
- Full functionality, full experience, including
  - APEX
  - REST Interface (ORDS)
  - SQL Developer Web
  - Machine Learning Notebooks
- Ideally suited to requirements of developers and students

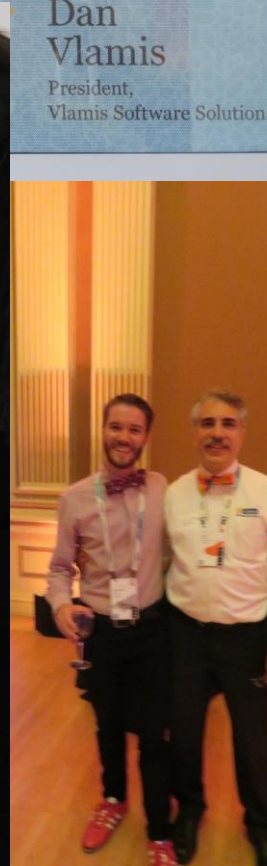




# Analytics Appreciation

- Presentation support, hosted cocktail events for customers
- Bruno loves customers
  - If you don't know Bruno and he doesn't know you, you're missing out on some Big Lovin'









# 3 Flavors of Oracle Analytics

- Oracle Analytics Cloud (OAC)
- Oracle Analytics Server (OAS)
- Oracle Analytics Apps (OAX)



# OOW News – OAC and OAS

- OAC futures (but OAC 5.4 not discussed in depth)
- 3 products: OAC, OAS, OAX
- Gabby hosted session on OAC questions:
  - Substitution variables in DV – not presentation concept
    - To be easier to design and debug
  - Flesh out capabilities of DV (e.g. control white space)
  - Canvas layout change coming between freeform and fixed
  - Comments coming – redo Narrate feature
  - Collaboration – with picture, friendly name, etc. 6mo to 1 year
  - 3 weeks to upgrade all OAC instances to new release
  - Fair voting on enhancements? New Customer Connect feature
  - Consumption with no login? Need credential of some sort.
- Philippe tips:
  - Expression filter – Distance between CA hotels and restaurant<500
  - Use BY filter in DV to control 'Breakout dimension' – top 10 for each
  - Calculation evaluate('approx\_count\_distinct(%1)',LO\_CUSTKEY) with LINEORDER 6B records

## Available Resou

- Public OAC sandbox
  - [Oracle.com/OACLive](https://oracle.com/OACLive)
- Oracle Analytics Library
  - [bit.ly/OAClibrary](https://bit.ly/OAClibrary)
- Udemy Courses
  - [bit.ly/OACourses](https://bit.ly/OACourses)
- YouTube Channel
  - [bit.ly/OACtube](https://bit.ly/OACtube)

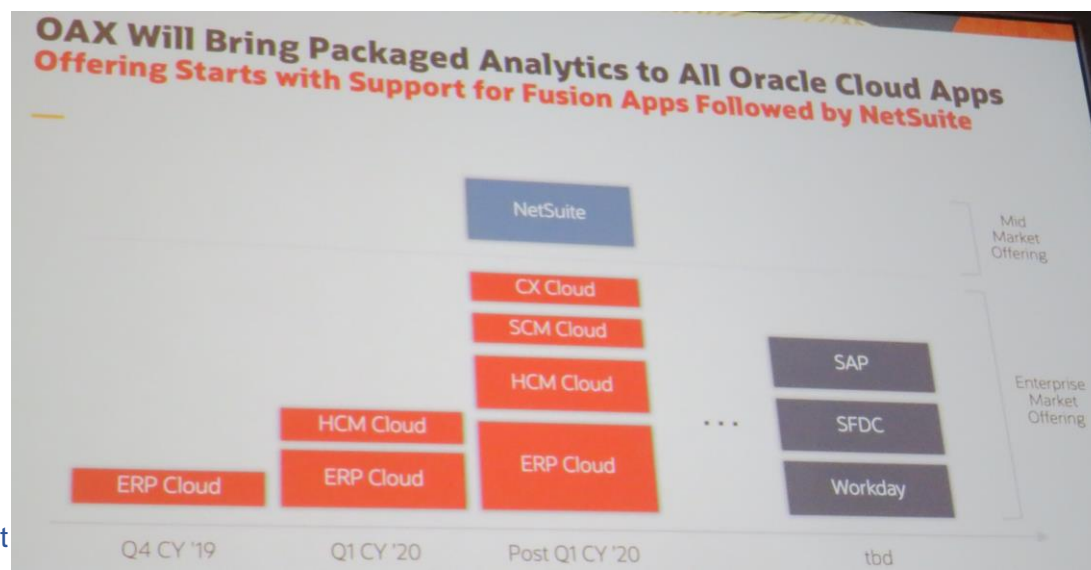


# OOW News – Analytics for Applications

- Analytics for Applications (OAX) now shipping for ERP
  - \$450/user/mo. Min 20 users, 1 year
- OAX on top of Fusion Data Warehouse
  - Fully-managed data pipeline
- OTBI and BI Apps still there

**OA for Fusion Apps Extensibility Functional Requirements**

Category	Requirement	Priority
OOTB Subject Area Enrichment	Ability to add Custom Attributes	P1
	Ability to add Custom Metrics	P1
	Ability to add Alternate Hierarchy on existing Dimension	P3
	Ability to add a New dimension	P1
	Ability to reorganize OOTB subject area	P2
UI	Ability to change FA UI styles	P2
Custom Data	Ability to add New subject area	P1
	Ability to add Balance Metrics	P1
	Ability to add Time Series Metrics	P2
	Ability to add Level Based metrics	P3
	Ability to Union data between OOTB and Custom data	P2
Blending	Ability to analyze Custom data with conformed FA dimensions	P2



Copyright

**OA for Fusion Apps Complements OTBI**  
Addresses Need for Analytics Beyond Transactional Reporting

	OTBI	Oracle Analytics for Fusion Apps
Primary Users	<ul style="list-style-type: none"><li>• Line-of-business users</li><li>• Managers</li></ul>	<ul style="list-style-type: none"><li>• Executives &amp; decision-makers</li><li>• Analysts</li></ul>
Use Cases	<ul style="list-style-type: none"><li>• How is the business doing</li><li>• Transactional reporting</li><li>• Finite historical reporting</li><li>• Scheduled formatted reports</li><li>• Limited volumes of data</li></ul>	<ul style="list-style-type: none"><li>• How to improve the business</li><li>• Strategic and advanced analytics</li><li>• Deep historical analysis</li><li>• Cross multi-source analysis</li><li>• Large volumes of data</li></ul>
Data Sources	<ul style="list-style-type: none"><li>• Fusion Apps only</li></ul>	<ul style="list-style-type: none"><li>• Fusion Apps plus external data</li></ul>

# What Is Oracle Analytics for Applications?

## Packaged analytics for Oracle ERP, HCM, CX and SCM SaaS Applications

- **Best practice KPIs (ML driven Insights)**
  - Monitor business performance
  - Align decisions and data with consistency
  - Act with accountability and results
- **Rapid deployment**
  - Ready-to-use dashboards, reports, KPIs
  - No database design, tuning, ETL, modeling, etc.
  - Just “turn it on” and start analyzing your SaaS data
- **Extend to fit your Business**
  - Bring additional data into Autonomous Data Warehouse
  - Extend semantic model and content using Oracle Analytics Cloud





# Monitor Business Performance

## Pre-Built Financial KPIs using your Oracle ERP Cloud data

Alert

Value or compare to target

Trend

Visualization



## Best Practice KPI Library

### Sample Finance KPIs



#### Profitability

- Revenue
- Cost Of Revenue to Rev %
- Gross Income
- Gross margin %
- Return on equity
- Return on assets
- Net Income margin
- EBITDA margin %
- Operating Expense Ratio
- Capex
- Opex
- Payroll Cost

#### Balance Sheet

- Total Cash
- Total Assets
- Net Working Capital
- Total Liabilities
- Inventory
- Days Cash in Hand
- Inventory Turnover Ratio
- Fixed Assets Turnover Ratio
- Current Ratio
- Debt to Equity Ratio
- Quick Ratio
- Cash Conversion Cycle
- Days Sales Outstanding
- Days Payables Outstanding
- Days Inventory Outstanding

#### Receivables

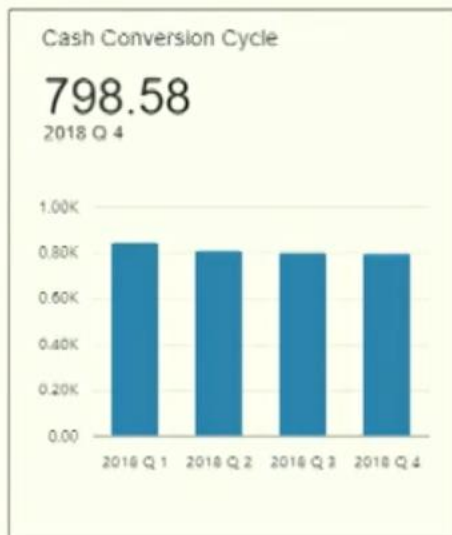
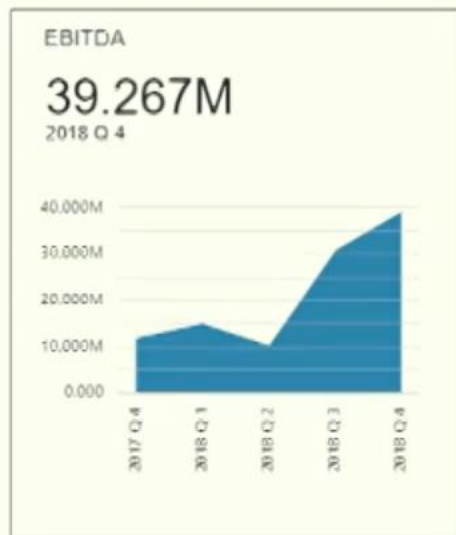
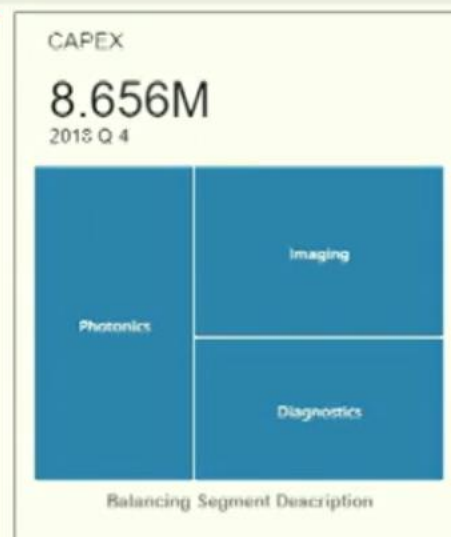
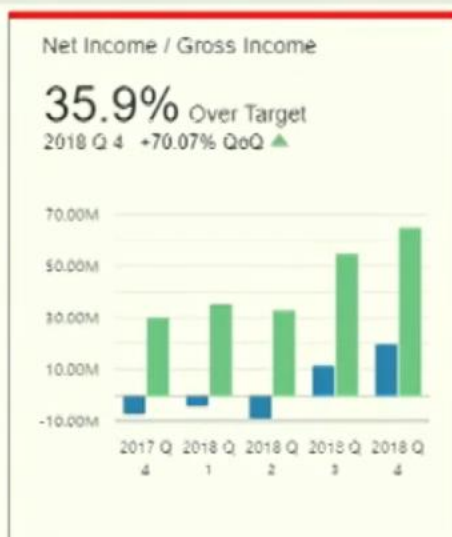
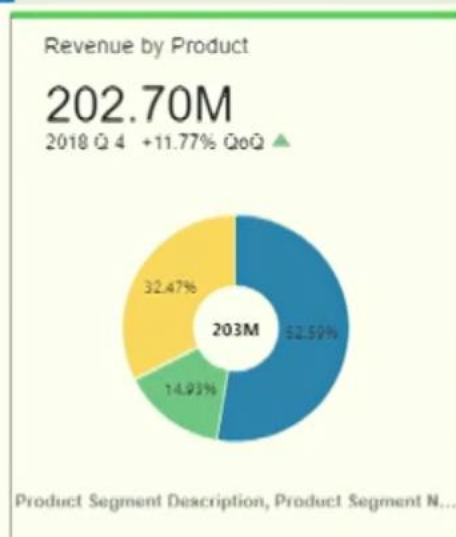
- AR Turnover Rate
- AR Outstanding
- AR Overdue
- AR Due in Next 30 Days
- AR Unapplied Receipts
- AR Average Receipt Days
- AR On Time Receipts %
- AR Outstanding for Top 10 Customers

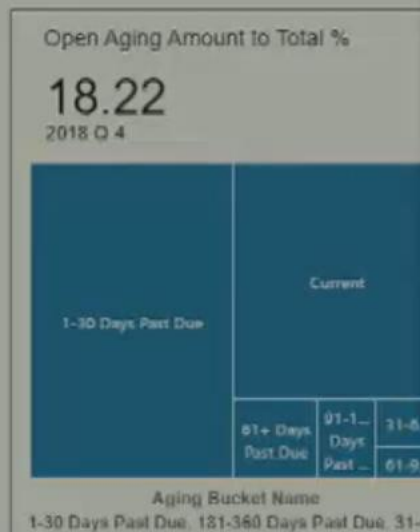
#### Payables

- AP Due in Next 30 Days
- AP Turnover Rate
- AP Invoices Processed
- AP Outstanding
- AP Overdue
- AP Holds
- AP Payments Processed
- AP Avg Supplier Payment Days
- AP On Time Payments

# Decks

CFO Controller UK Business Review





## Card Settings

### General

### Conditions and Notifications

### Filters

KPI Total Cash

Card Name Total Cash

Target Select a Metric

### Summary

Time Current Quarter

Value Actual

☒ Show Change

Last Period

### Detail Visualization

Display Cash

Group by Time: Historic

None

Visualization Time: Historic

Fiscal Year

Fiscal Quarter

Fiscal Period

Ledger Name

Balancing Segment Code

Fiscal Period Code

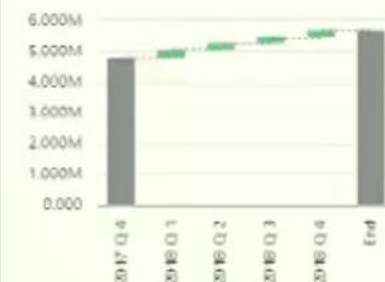
More Options

### Preview

Total Cash

5.687M

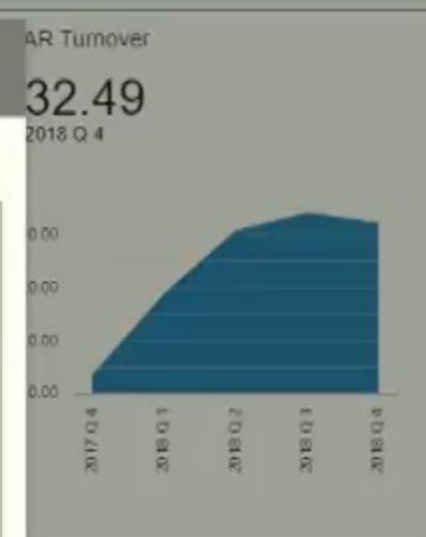
2018 Q 4 +4.267% QoQ



Cancel

Reset

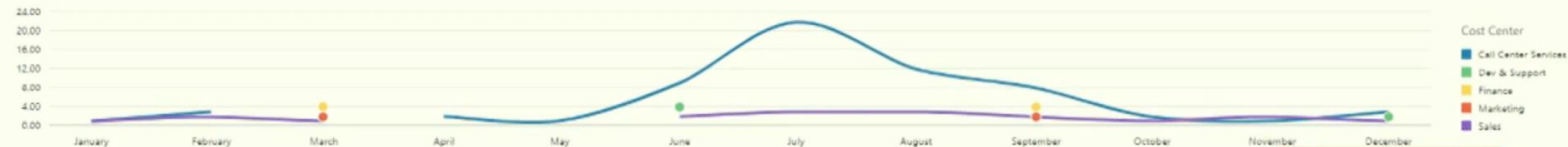
Save



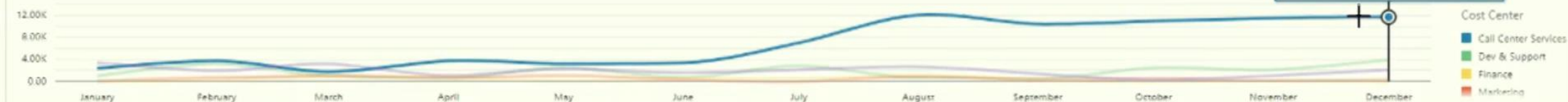
# Payroll and HR Attrition Analysis

## Attrition Analysis

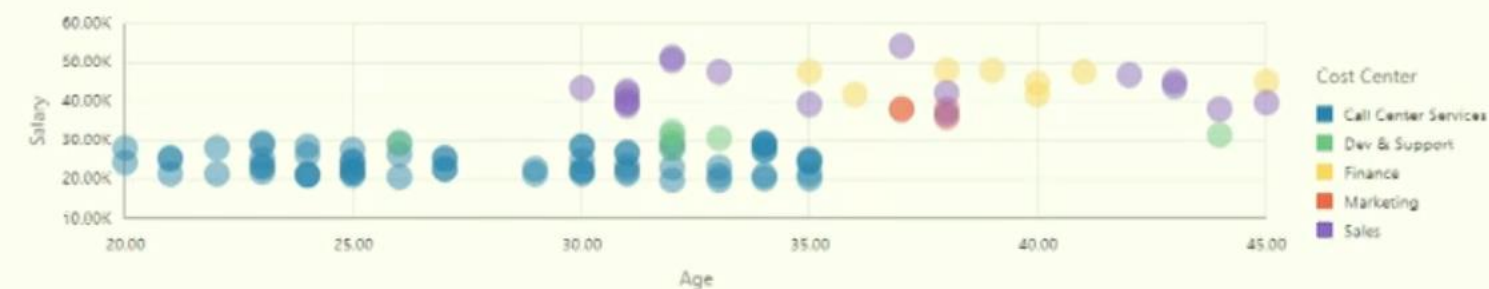
### Turnover by Cost Center



### Overtime Hours by Cost Center



### Leavers Distribution



### Reason of Leaving



Region: UK

