



Charting the Course for Hyperion BI Series I — A Post Acquisition Analysis

Highlights

CSC is listed in the “leaders” quadrant of the Gartner report, Magic Quadrant for North American Enterprise Resource Planning (ERP) Service Providers, 2006. The report positions leading external service providers (ESPs) of ERP consulting and systems integration services based on their ability to execute and their completeness of vision.

In Brief

CSC’s experience, passion for results, innovative tri-modal staffing approach and understanding of the “Roadmap to Business Intelligence” help you optimize your Oracle, PeopleSoft, Hyperion and Siebel investments — delivering increased value to your organization.

Oracle’s acquisition of Hyperion

In July 2007, Oracle officially acquired Hyperion. Understanding what this means to the Business Intelligence marketplace is critical to the Financial and IT Leadership of most corporate organizations. Computer Sciences Corporation, (CSC) and Oracle maintain a strategic alliance that allows CSC to gain an in-depth understanding of their product direction and technology strategies. The following is our analysis of Oracle’s BI product direction since the acquisition of Hyperion.

Combined Strength in the BI Marketplace

For years Hyperion has dominated the financial analytics and decision support market. Products such as Hyperion Essbase, Hyperion Financial Management, and Hyperion Planning were widely known as leaders in terms of functionality, ease of use, and enterprise scale.

As the market of Business Intelligence has continued to expand across other non-financial business domains such as Customer Relationship Management and Supply Chain Management, Oracle Corporation has understood the need for software that pulls the various aspects of BI into a single suite of technology and applications. Additionally, Oracle understands the necessity for BI software to work at the Enterprise Level in terms of scale and performance.

To meet that need, Oracle has leveraged its dominant database technology & enterprise business applications and has acquired companies such as Siebel and Sunopsis to create a world class, enterprise worthy, business intelligence solution; Oracle Business Intelligence (OBI). Now with Hyperion acquisition complete, Oracle brings together the technology of Oracle’s database, Hyperion’s OLAP, Siebel’s analytics and Hyperion’s financial management applications all under one roof.

Protecting Your Investment

In the business area of Finance, Hyperion Financial Management (HFM) and Hyperion Planning will be the premier product offerings within the Oracle portfolio. New and existing customers can expect these applications to grow in use throughout the marketplace and can expect world-class customer service and potential future releases. Additionally, Essbase will continue to be offered as the premier OLAP solution for financial databases.

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About CSC

Computer Sciences Corporation helps clients achieve strategic goals and profit from the use of information technology.

With the broadest range of capabilities, CSC offers clients the solutions they need to manage complexity, focus on core businesses, collaborate with partners and clients, and improve operations.

CSC makes a special point of understanding its clients and provides experts with real-world experience to work with them. CSC is vendor-independent, delivering solutions that best meet each client's unique requirements.

For more than 45 years, clients in industries and governments worldwide have trusted CSC with their business process and information systems outsourcing, systems integration and consulting needs.

The company trades on the New York Stock Exchange under the symbol "CSC."

For More Information

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Core components of Hyperion's System 9 BI + will be integrated into the existing suite of BI tools known as Oracle Business Intelligence Enterprise Edition Plus (OBI EE Plus). New and existing customers of Hyperion Financial Reporting, Smartview for Office, Web Analysis, SQR and Interactive reporting also can expect world-class support and potential future enhancements.

Migrating to System 9 and Extending the Hyperion Footprint

For Pre System 9 customers, Oracle has developed a migration path that provides for three distinct options; 1) Expanding existing deployment 2) Enabling to System 9 or 3) Moving to OBI EE Plus. CSC is committed to helping its clients understand the advantages of each option as it pertains directly to their particular business needs.

For customers looking to extend their existing Hyperion System 9 footprint, Oracle will grandfather the current Hyperion price list. This allows continuity for planned expenditures for projects already underway.

CSC views all of this as a positive move for both new and existing Oracle and Hyperion customers. As future product announcements become available, CSC will be evaluating the direction of the Oracle BI solutions in a series of assessments such as this.

A Lesson from the ERP World

With the technological advancements of the new millennium, seasoned IT and Business professionals understand that it would be a less than efficient use of resources to consider building their own ERP or GL solution. Data warehousing, data mining and analytic solutions are now heading in the same direction. In the very near future, the informed IT and Business professional will understand the advantages that packaged BI solutions can provide. Building your own data warehouse from scratch will soon become a thing of the past. Already scorecards, dashboards and financial planning applications have made great strides of progress with commercial-of-the-shelf (COTS) packaged solutions.

The Roadmap to BI

With the Hyperion acquisition complete, Oracle's vision for the optimal BI Infrastructure and toolset is now in place. Oracle considers OBI EE Plus with Essbase as the ideal end-state infrastructure for the large scale, enterprise level business intelligence solution. The OBI EE Plus architecture provides the technology that allows an organization to create a common BI foundation for business queries and analytics across a multitude of disparate data stores. For example, an organization with an SAP ERP, legacy transactional systems, and sales forecast spreadsheets can create a single entry point for complex queries and analytics that are easy to use and accessible across all levels of the organization. Most users will be able create their own custom views of the data in a matter of minutes.

The CSC BI Solution Center is a place where customers will have the opportunity to work with the OBI EE Plus with Essbase architecture. In addition, the BI Solution Center will provide a framework, known as "The Roadmap to BI" that will provide guidance and direction in all aspects of the process including package selection, migration and phased implementation.