

## EPM Product Management Corner

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As I put pen to paper, or rather keystrokes to screen, I realized this is our first Product Management Corner article since 2020 went off the rails, as we skipped the last newsletter. With that in mind and on behalf of the Oracle EPM development team, we hope you and your loved ones are all safe. This year has really been one of upheaval and has significantly altered our personal and professional lives. People who never saw themselves as being able to work remotely (for whatever reason) are suddenly jockeying for space and sometimes quiet in our homes to remain productive and as socially engaged as possible with our colleagues. Please know you all are part of our extended family and our thoughts and wishes are with all of you, regardless of what life is throwing at you.

For us here on the EPM team, as I am sure the same is for you, the transition from in-person meetings and events quickly transitioned to virtual meetings. It seems collaboration tools like Zoom and Slack have entered the lexicon to define a category as the day moves from zooming with a customer or sales prospect while slacking with the sales or project teams. Oracle has now completed two fiscal quarters under the auspices of the "new normal" and largely hasn't missed a beat. If you have seen presentations from us over the last several years, part of the value of cloud is the agility it provides to not only react but, more importantly, proactively adjust and adapt to disruptive events large and small.

Companies that previously were considering maintaining an on-premises software strategy are now rethinking that approach to ensure they are positioning their organizations for success in the long run. Often, this means adopting cloud applications, platforms, and/or infrastructure, either to supplement on-premises deployments or replace them outright. Cloud gives you the latest and greatest innovations and enhancements without incurring costs and time to perform upgrades. It gives business the ability to, well, move at the speed of business.

As we meet with customers, discussions move from "well, we have always done it this way" to "show me the art of the possible". Customers increasingly want to know how to transform the way they manage their business. They want to learn from others who have taken the journey before them and tap into the expertise that our valued implementation partner network provides.

To continue to provide the best partner network in the market, we made sure to continue our focus of providing annual in-depth training with our implementors. We first had a comprehensive Cloud EPM virtual training event for our EMEA partners in May and June. We then followed it up in July and August with our North American partners. The training included a combination of live virtual lecture sessions and self-study hands-on lab work. Sessions were recorded, and partners can revisit the curriculum on demand at their leisure. Doing these events virtually vs. the traditional in-person approach allowed us to train dramatically more folks than we would normally have and increase the depth and breadth of content. We are now about to roll out the content to our LAD partners and look for our APAC team to also take advantage of this content.

Also, on the learning front, we have greatly expanded the content available to our Cloud Customer Connect community. In July, we rolled additional event types that you should be sure to check out.

- **Product Events:** These are the normal events that you have been enjoying all this time—product updates, best practices, etc. as presented primarily by Oracle Product Management.
- **Leadership Event:** These are new events that come in three flavors:
  - 1) **Oracle@Oracle (O@O)** – Learn about Oracle's journey to the cloud. In this new event series, you will hear directly from the team that led Oracle's internal business transformation to the cloud.
  - 2) **Oracle@Customer (O@C)** – In this new customer-led event series, you will learn how customers have leveraged Oracle solutions to move to the cloud, including benefits achieved and lessons learned.
  - 3) **Customer Get-Togethers** – In this new customer-led discussion series, you can talk with other leaders in your business function or industry to share best practices and insight.

As with most events, these are recorded and available for on-demand viewing. For more information, visit: <https://cloudcustomerconnect.oracle.com/resources/28806a6537/summary>

While this year's Oracle OpenWorld has been canceled, there is an Oracle Live event which we encourage all customers to join and listen in. Our development leader, Steve Miranda, will be presenting on September 29. You can get more information and register for Oracle Live, as well as view previous sessions, via this link: <https://www.oracle.com/events/live/>

For customers who will maintain an on-premises deployment of Hyperion EPM, we have hit our groove with a quarterly release cadence. This year (2020) was largely focused on building out the platform, RDBMS, browser, and other infrastructure support. We have 11.2.3 and 11.2.4 releases in the pipeline and planned for the remainder of this calendar year. In 2021, you can look for functional enhancements and other exciting updates. We will provide more guidance in future articles.

We hope to see you all in person soon, but until then, we look forward to seeing you virtually as more and more upcoming events are on the horizon.