KPMG’s Advisory Services for Oracle

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Business Transformation enabled by Oracle technology
KPMG LLP’s (KPMG) focus on enterprise-wide Business Transformation enables companies to realize the return on their Oracle technology investments. Each transformation is specific to the particular business challenge. We develop value-based business solutions, enabled by technology, to cut through complex business problems and address specific needs.

Technology-enabled transformation challenges organizations to optimize their processes, achieve scale and consistency, improve productivity and operational performance, and enhance their ability to manage risk and compliance effectively.

KPMG delivers the process knowledge, tested methodologies, and enhanced tools for Oracle technology-enabled transformation in key areas such as finance, human resources, manufacturing, and supply chain management. Using a collaborative, multidisciplinary approach, we help drive business value and improve the return on technology investments by developing tailored solutions designed to harness the power of information across the enterprise.

We support organizations with their transformation to an “intelligent enterprise,” integrating mission-critical process improvement coupled with technology implementation to supply the right information to the right people at the right time.

Driving business growth with Oracle solutions

Driving business value for clients is at the core of KPMG and Oracle’s strategic relationship. KPMG is a Platinum Partner in the Oracle Partner network, offering the experience and capabilities of thousands of Oracle application specialists. KPMG helps companies transform their business operations to become more efficient and competitive by leveraging Oracle’s innovative products.

Together, we offer joint solutions centered on Enterprise Resource Planning (ERP), Human Capital Management (HCM), Business Analytics, Enterprise Performance Management (EPM), and industry-based implementations and business process automation supported by leading infrastructure solutions, including Oracle Business Intelligence Enterprise Edition (OBIEE), Fusion Middleware, and Service-Oriented Architecture (SOA).

As a recognized Oracle thought leader, we have strong relationships with Oracle’s product strategy, technical development, and management teams. These relationships foster advance awareness and a deep understanding of product roadmaps and functionality, helping KPMG to shape solutions that fit our clients’ unique business needs.

“Oracle is excited to have KPMG leading the way with another important Fusion Applications deployment at Siemens. The latest Fusion innovations and global feature set deployed in the cloud.”

—Chris Leone
Oracle vice president and Fusion Applications general manager
KPMG’s strength with Oracle

Our business and technology advisers help clients translate strategies into viable technology-enabled outcomes through time-tested methodology, distinct insights, with vast experience with Oracle solutions. We offer:

- **KPMG’s global Oracle delivery strength** with thousands of resources in 25 countries

- **Long history of enhancements and inaugural implementation successes** in Oracle E-Business suite (EBS); Oracle Governance, Risk and Compliance (GRC); Oracle Fusion and PeopleSoft Human Capital Management (HCM); Oracle Business Intelligence; Hyperion Enterprise Performance Management suites; Master Data Management; and PeopleSoft Financials—both standard and Fusion editions

- **Leading implementer of Oracle Fusion solutions**, including the industry’s very first Fusion HCM platform implementation along with the largest and most significant Fusion deployment to date

- **A business-value approach toward technology implementation** utilizing KPMG’s Value Delivery Framework, a tested methodology designed to maximize the return on investment

- **Extensive Oracle Advanced and Certified Specialists** across Oracle E-Business, PeopleSoft, Hyperion, and Business Intelligence and Analytics application suites

- **KPMG 360° Delivery Execution Platform** – a leading Web-based project delivery system that brings a 360-degree view of all project activity. Integrates clients, KPMG, and partner(s) delivery teams providing complete real-time visibility of project status and activity. Provides business requirement management, development, and test management workflow automation with real-time project and role-based dashboards. Enables complete traceability between business requirements, development objects, test cases, and defects.

- **Recognized by an Oracle North America Titan Award** Honorable Mention for our RapidSolutions℠ methodology

- **KPMG LABS℠** providing fully configured Oracle E-Business, Oracle Fusion HCM, PeopleSoft HCM and Financials, Oracle Business Intelligence Analytics, and Hyperion Enterprise Performance Management reference environments

“We’re pleased to partner with KPMG, given their deep industry experience and successful track record of implementing the newest PeopleSoft versions.”

—Matthew Chambers

Chief Information Officer

Scott & White Healthcare
Transformation that fits your organization
Today’s finance industry faces a number of critical challenges, including economic volatility, the shift from U.S. GAAP to IFRS, increased regulation and reporting requirements, growing tax burdens, disparate systems, and ever-increasing data complexity. At the same time, financial organizations recognize the need to accelerate processing time, eliminate errors, control costs, and improve visibility across the enterprise.

The combination of these critical challenges is driving the finance function to expand its traditional focus beyond transaction processing and reporting. Oracle technology is an enabler for finance teams to become the business partner responsible for driving growth and profitability while providing controls and process standards.

Achieving this empowered state is made possible with KPMG’s Integrated Finance Transformation (IFT). IFT helps maximize business value through each layer of the organization, focusing on optimizing financial processes through leading technologies and tools. Linking strategy to execution, IFT benefits clients by being:

- **Value driver based**, with formalized strategies for defining expected benefits, target-state definitions, and a consistent, standardized method for driving that value from process improvement to technology enablement
- **Holistic in approach**, based on a wide-ranging view of the organization’s technology portfolio and how technology initiatives impact the service delivery model, people, processes, and technology
- **Enabled by technology** to help organizations achieve the strategic transformation objectives in a way that can be measured and forms the benchmark basis for continuous improvement
- **Deployed using accelerators** designed to provide faster time to value, support lower risk, and leverage a tested-effective approach.

KPMG supports the IFT process by implementing a range of Oracle applications and platforms for finance. Our dedicated Oracle teams provide exceptional product knowledge combined with a deep understanding of enterprise finance business processes, global implementations, and leading practices. Our cross-functional teams bring knowledge and insight into implementing and upgrading Oracle E-Business solutions, PeopleSoft Financials, Oracle Governance, Risk and Compliance (GRC), Oracle Business Intelligence, and Enterprise Performance Management applications that support efficient finance operations, effective decision support, IT strategy and performance, data analytics, and modeling.
Geopolitical unrest, natural disasters, and extreme weather conditions have disrupted both local and global supply chains. These risks are compounded by long, global supply chains, ever-shrinking product life cycles, and market volatility—all of which create a higher demand for supply chain resilience.

Supply chain improvements are a key focus for companies looking to improve financial results through cost reductions, gross margin enhancement, and working capital velocity. Companies must do this against a backdrop of an ever-changing technological, economic, and regulatory landscape.

KPMG recognizes that supply chain resilience requires a transformation in processes, strategy, and enabling technologies for greater business value. Our methodology involves the following action steps:

- **Engage**, gathering and documenting the client’s current strategy and desired direction
- **Evolve**, developing strategies for future-state business model that align with key business objectives and target-performance metrics
- **Envision**, creating a tailored roadmap to transition from current to future state
- **Implement** the transformative processes and enabling technologies
- **Monitor** to measure performance against the key business metrics and realign procurement as required with strategic goals.
KPMG helps clients transform their supply chain planning framework with Oracle’s suite of solutions. We were one of the first to successfully implement Oracle E-Business Suite (EBS) R12, and today our implementations enhance supply chain management around the world. Our product knowledge of Oracle EBS is combined with a deep understanding of enterprise business processes, global implementations, and industry leading practices.

In addition, we are nationally recognized for the strength of our Oracle Process Manufacturing knowledge. We are an Oracle preferred Value Chain Planning and Demantra implementation partner. We also have an extensive track record of managing successful global, multiphased Oracle implementations and upgrades for numerous clients across a broad spectrum of industries.
Human Resources Transformation

The Human Resources (HR) function is at the epicenter of how organizations respond to today’s business challenges and opportunities. For many, transforming the HR function is mission critical to driving value across the enterprise while laying the foundation for growth and market agility. Today’s HR professionals are tasked with addressing multidisciplinary issues, such as aligning business strategy with workforce capabilities, supporting integrations and acquisitions, ensuring regulatory compliance, and adopting new technologies and technology delivery models such as cloud-based Software-as-a-Service (SaaS) offerings.

KPMG provides the breadth of services necessary to enable successful HR Transformation by driving market leading practices and solutions across the spectrum of HR processes, service delivery models, and organizational operating structures. Most importantly, we understand that technology can be a primary driver for HR transformation and is integral to achieving an organization’s HR optimization goals. We specialize in helping businesses utilize the latest innovations in HR technology to address common challenges such as outdated and disparate HRIS systems, lack of workforce intelligence and data analytics, and inefficient processes—all while helping to increase productivity, reduce costs, attract and retain top talent, and lay the foundation to support the workplace and workforce of the future.

As a leading implementer of Oracle’s PeopleSoft Human Capital Management (HCM) solutions, we have a successful track record of helping organizations identify, realize, and sustain value through the deployment and optimization of the latest HR technology innovations and products. As with PeopleSoft version 9.1, we were selected as Oracle’s primary launch partner for the PeopleSoft v9.2 release and are leading the first deployments in the market. Our Advanced Specialization in PeopleSoft HCM, and ongoing early adopter leadership across Oracle HCM product lines, is evidence of both our capabilities and close relationship with Oracle.

Cloud-based HR technology solutions such as Fusion and Taleo represent the latest in solutions and technology delivery model opportunities for organizations seeking to get more out of their HR technology investment. We are a leader in deploying Oracle’s Fusion HCM SaaS applications, having brought the very first Fusion SaaS client live in June 2012. Today, we are leading the largest and most significant implementations of Oracle Fusion HCM and Payroll applications in the marketplace.

Our global network of more than 1,000 HR technology professionals brings the right mix of experience, enhancements, time-tested tools, and leading practices to help organizations identify, achieve, and sustain value across their HR business function through the deployment of Oracle, PeopleSoft, Taleo, and Fusion applications.

“Together, KPMG and Siemens are building upon the momentum of cloud-based platform adoption and setting the standard for driving business value through adopting Oracle Fusion Applications delivered in a Software-as-a-Service (SaaS) model.”

— Margarita Gosheva
CIO and VP IT
Siemens Global Shared Services North America
Intelligent Information Strategy

Today’s organizations are faced with an overload of data—at the same time frustrated with a lack of meaningful information. New technologies are transforming the data landscape and causing a proliferation of data, both structured and unstructured inside and outside of company walls. Moreover, the ownership of data is sometimes unclear, the quality cannot always be trusted, and the right people may not have the information they need for effective analysis, modeling, planning, and decision making.

We believe that organizations require business and industry insight above and beyond product and technology knowledge. We also understand the development of Business Intelligence (BI) and Enterprise Performance Management (EPM) solutions for decision-making is essential to either create competitive advantage or to allow for new business models within organizations.

We leverage this understanding as a leading implementer of Oracle BI and EPM solutions. We are an Oracle preferred Business Intelligence Partner, and we have earned the highly coveted Specialized certification in Oracle BI Foundation (OBIEE, Essbase) and Oracle Analytic Applications. Our EPM team is certified and recognized for integrating the Oracle EPM suite (HFM, Planning, Essbase, DRM, FDQM) to meet the financial close, planning, budgeting, and forecasting needs of both large and small organizations.

Our approach to BI and EPM aligns business and IT strategy with a common roadmap to create value, driving improved decision making at key strategic, tactical, and operational levels to build an “intelligent enterprise.”

We have an extensive track record of successful, multiphased BI, EPM, and Analytic implementations. This includes a distinguished history of integrating financial, HR, project, procurement, and operational systems to create an environment that incorporates right-time information delivery with guided navigation across functional areas.

KPMG’s quality-driven approach to analytics

KPMG provides wide-ranging programs to assist organizations utilizing Oracle tools and technologies to take full advantage of the data available to facilitate fact-based decision processes. Our approach begins with an analytics assessment where KPMG assists our client’s in developing an analytic roadmap that will contain a series of iterative phases that quickly add business value. The roadmap is created specific to each clients organizational needs utilizing Oracle’s analytic applications for a subject-area-focused analytic implementation (HR, Finance, etc.), followed by the implementation of multiple Oracle analytic applications, utilizing multiple data sources. The goal of the initial phases is to create an organizational competency in analytics.

Today’s evolving use of unstructured data in analysis and information discovery is often being added to traditional analytics in OBIEE via Oracle Endeca to enhance predictive analytic capability. During all phases of the roadmap, KPMG focuses on client readiness to provide a path to become self-sufficient in the use of the Oracle BI platform.
A tested approach to Oracle implementations

Our Oracle implementations are based on our Value Delivery Framework, an integrated transformation methodology where success is gauged in terms of specific needs and objectives. Helping to create a bridge from client issues to measurable outcomes, this tested approach enhances visibility, reduces redundant efforts, improves collaboration, and facilitates content sharing among project teams at every stage of the implementation process.

Key components include the following:

- **Implementation methodology, tools, and templates** for Oracle EBS, PeopleSoft, Fusion, BI, and EPM applications
- **Business process reference models** for finance, human resources, and supply chain management
- **Leading business practices** in relation to business process models for finance, HCM, and supply chain management
- **Industry benchmarks and KPIs** associated with business process models
- **Application-specific subprocess flows** that represent how data and transactions move through specific application modules
- **Governance, risk, and compliance controls** mapped to the pertinent level of business process models and flows.

Our distinction and market leadership position across the breadth of Oracle HCM applications is realized through the use of our award-winning RapidSolution delivery methodology that includes proprietary processes, templates, and scripts that accelerate and simplify project activities with the highest level of reliability and quality.

“We’re very excited to have KPMG leading a few of our very first PeopleSoft Enterprise HCM v9.2 projects. KPMG has consistently demonstrated their expertise in implementing HCM solutions and HR leading practices and their early leadership in this area will be extremely valuable to customers considering an upgrade to the v9.2 release.”

—Paco Aubrejuan
Vice President & General Manager of PeopleSoft
Your advantage with KPMG

As a global team of business and technical specialists, we work with clients as a “business integrator” and not merely as a systems integrator. Our multidisciplinary teams provide deep technology, operations, and international business advisory experience, all backed by our well-established tax, regulatory compliance, and audit heritage.

With KPMG, you have an objective, trusted adviser to help you implement your solutions quickly and efficiently, avoid unnecessary risks, find leading business value in your Oracle investment, reduce costs for legacy customizations, and improve the consistency and integrity of your enterprise data.
Some of the services described herein may not be permissible for KPMG audit clients and their affiliates.

For more information about KPMG’s Advisory Services for Oracle, contact your local KPMG representative or visit kpmg.com.

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