

BOARDING PASS TO CLOUD • WHITE PAPER

Don't be Left Behind. Start Your Journey to Cloud.

It's not if you move to Cloud — it's when, and who with. Let Qubix unravel the complexities of moving from on-premises to Cloud with Boarding Pass to Cloud.

Qubix

Don't be left behind. Start your journey to cloud.

To cloud or not to cloud is no longer the question. There is now compelling benchmarking evidence that illustrates the clear strategic and economic advantages businesses who adopt cloud experience.

TOP BENEFITS OF CLOUD COMPUTING

1	Greater scalability
2	Higher performance
3	Better and/or faster access to technology resources
4	Cost savings
5	Faster time to market
6	Improved business continuity
7	Increased IT staff efficiency
8	Improved employee productivity
9	Shift cost allocation from CapEx to OpEx
10	Expanded geographic reach

Source: Harvard Business Review - Clearing Path to Cloud Adoption 2017

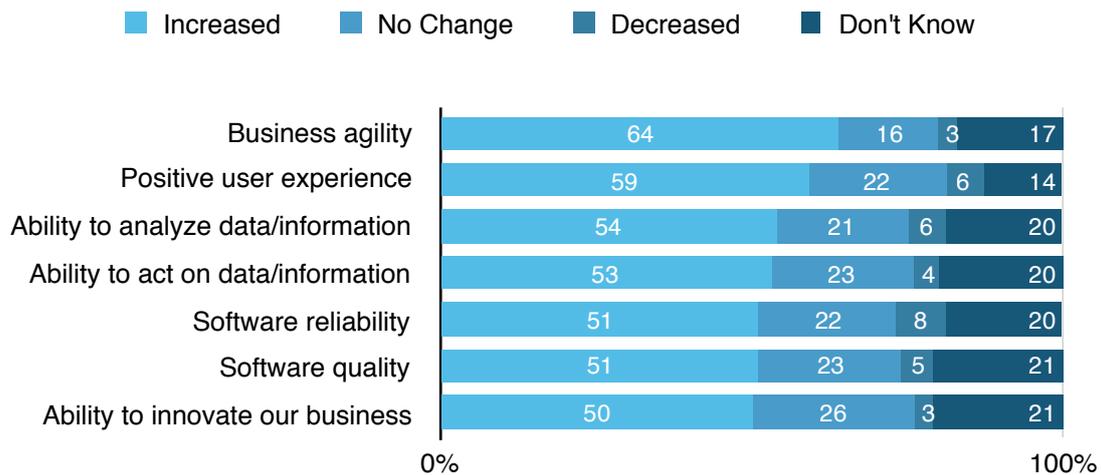
Qubix is a leader in partnering with our clients as they consider and adopt a cloud first strategy. We have aggregated 100+ person years of cloud experience which we have now focused to help you evaluate and plot your journey to cloud with our Boarding Pass to Cloud program.

Not only do we understand, we can anticipate the questions you will have about moving your current on-premises Oracle Enterprise Performance Management applications such as Hyperion Planning, Essbase and Hyperion Financial Management to the cloud, and created the Boarding Pass to Cloud program to be your auto-pilot for this journey.

Cloud = Leadership

If you're still not sure about why cloud and why now, you're rapidly becoming a minority. The evidence of the business benefits of moving to cloud are piling up.

CLOUD INCREASES AGILITY AND MORE



Source: Harvard Business Review - Cloud Computing Comes of Age 2015

Perhaps you want to move to cloud, but you're not sure if it's the right thing to do, or you're unsure if your current applications can be replicated or better still enhanced in the cloud? That's why we created the Boarding Pass to Cloud solution.

Introducing Boarding Pass to Cloud

Boarding Pass to Cloud is a proven methodology to evaluate, plan and execute your move to cloud. Using a series of specially designed Cloud Journey Planners — specific to on-premises Oracle applications — our customer success consultants will map your journey.

It starts with the unique **Qubix Needs Analysis Bot**, an app that automates and streamlines the assessment of your readiness to move to cloud. Based on our experience we know the key data points that make a difference to the suitability of existing on-premises applications to be moved to cloud. Using the needs analysis bot we can quickly grade your readiness to move and the effort required.

The output is a personalized Cloud Journey Planner that details:

- Your Cloud Readiness Grade – *how easy or complex will a move be?*
- Move to Cloud recommendations – *how do I make a switch successful?*
- Time & Cost Estimate – *how long will it take and what will it cost?*

The Qubix Boarding Pass to Cloud solution is outcome-driven, simplified, and most importantly, a remarkable customer experience.

Why Change

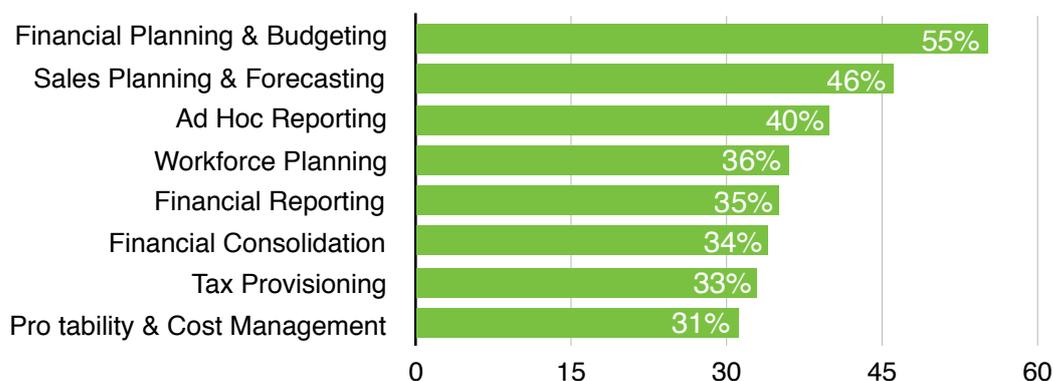
It's true that perhaps three years ago a move to cloud may not have been as rich an experience when compared to the mature experience of the Oracle on-premises Business Analytics applications, but this is no longer the case. In fact one of the compelling reasons to change is because new releases and innovation are now happening in the cloud first.

A recent study by Oracle of 400 Oracle cloud customers revealed the top three reasons why customers are switching to cloud.

Excel Switch

Clients with on-premises Hyperion Planning still see heavy use of spreadsheets, but clients who have adopted cloud reported use of spreadsheets dropped by nearly half. The biggest reduction in spreadsheet usage was in Financial Planning and Budgeting with 55% of organizations citing a decrease.

DECREASE IN SPREADSHEET USE WITH CLOUD



Source: Oracle – EPM Trends Report 2017

The Boarding Pass to Cloud will help your business to move beyond a world of disconnected, manual spreadsheets, to streamlined digital processes.

Your Always Upgraded

Upgrade fatigue is common with on-premises applications. It's tricky to maintain and upgrade the IT infrastructure needed to support on-premises applications and the costs are high.

TOP 5 REASONS FOR MOVING EPM APPLICATIONS TO CLOUD



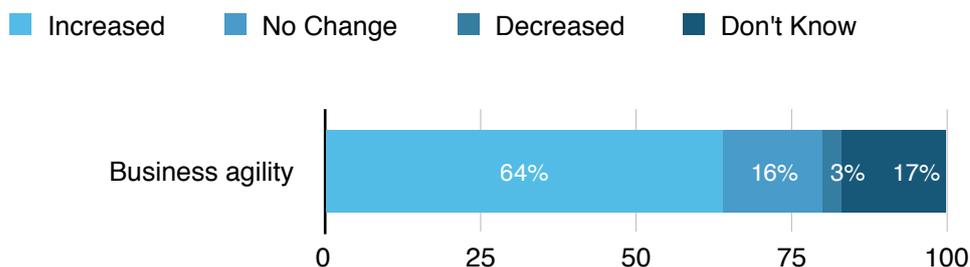
Source: Oracle - EPM Trends Report 2017

With cloud you are always working on the latest versions and cloud is where the innovation happens first. There are no more upgrade projects, they happen automatically. You no longer have to manage the infrastructure, it's taken care of for you.

Business Agility

Digital transformation enables business agility which has been the main driver for and a main benefit of the move to cloud. This is critical, as many companies today face new market pressures—in many cases, from startup cloud-based businesses. A recent Harvard Business Review study highlights how cloud has directly increased business agility.

CLOUD INCREASES AGILITY



Source: Harvard Business Review - Cloud Computing Comes of Age 2015

The evidence is in that cloud first businesses outperform their peers. The underlying advanced technologies now readily embedded in cloud applications such as predictive analytics, create opportunities to improve underlying business performance rapidly and with great agility.

The Journey Mapped

We understand that a decision to move to cloud is a strategic one. We know this because we've advised leading businesses globally on their move to cloud and created the Boarding Pass to Cloud program to share this experience.

The journey is designed to provide you with the facts you need to make an informed decision. We know the questions to ask and the process to follow to ensure the most effective outcome. Our Cloud Journey Planners deliver all the information you need including our Cloud Readiness Grade, key application specific considerations, and an answer to the question how long will it take and how much will it cost?

[Download Boarding Pass to Cloud Data Sheet](#)

[Visit the Boarding Pass to Cloud Website](#)

Why Qubix as your pilot?

Qubix has worked closely with Oracle from the very first release of Oracle Planning and Budgeting Cloud service and we are one of Oracle's most experienced cloud partners.

When it comes to cloud:

1. **Customers love us:** 100% cloud customer success. Watch the [videos](#).
2. **We innovate:** we have created cloud specific innovations, such as [Qubix CloudBridge](#) product.
3. **We're challengers:** we will ensure you maximize the business gains possible.

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Enabling the Predictive Enterprise

It's not if you move to Cloud – it's when, and who with.

We are recognized as one of Oracle's leading Cloud EPM and Business Analytics partners. We believe there are three compelling reasons to choose Qubix:



Challengers

- 1st to Cloud
- Industry Benchmarking
- Fixed-scope solutions
- We keep innovating

Outcome-Driven

- What's right for you?
- Maximize your returns
- Faster time to benefit
- Deliver as promised



Trusted

- Customers love us
- Oracle Platinum Partner
- 1,000+ engagements
- Award winning

Qubix

Experience & Skill

150

Years of BI experience

350

Years of EPM experience

1,000+

Engagements

Industry Expertise

Financial services

Retail

Healthcare

Local government

Transport and logistics

And more...

Clients

