



Streamline Financial Reporting with Analytics

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Agenda

- CareFusion Corporation
- Project Overview
- Implementation Plan
- Results & Benefits
- Lessons Learned
- Next Steps
- Q&A

CareFusion Corporation

A global corporation serving the healthcare industry with products and services that help hospitals measurably improve the safety and quality of care.



- Founded in September 2009 as spin-off of Cardinal Health
- Provider of medical technologies and devices to improve patient safety and reduce cost of care
- Two segments: Medical Systems and Procedural Solutions
- Customers include hospitals, surgery centers, long-term care, clinics, governments, and insurance providers
- FY13 revenue \$3.55 billion
- 14,000 + employees in over 20 countries worldwide

Project Overview

Landscape Prior to Upgrade

- CareFusion implemented **SAP Business Planning and Consolidation 7.5NW for Planning & Consolidations** in July 2011 (version 10 released several months later)
- SAP Business Planning and Consolidation Footprint included:
 - **Consolidations**
 - **Integrated Planning** Workforce Planning (US Only), Cost Center Planning, Profit Center Planning

Project Overview

Business Challenges with SAP Business Planning and Consolidation 7.5NW

- Performance less than optimal
- Long-running reports and batch jobs
- System dumps generated from ad-hoc user reports
- Interest in further developing planning functionality; Concern over scalability
- New features and functions available within SAP Business Planning and Consolidation 10.0NW

Project Overview

Project Goals

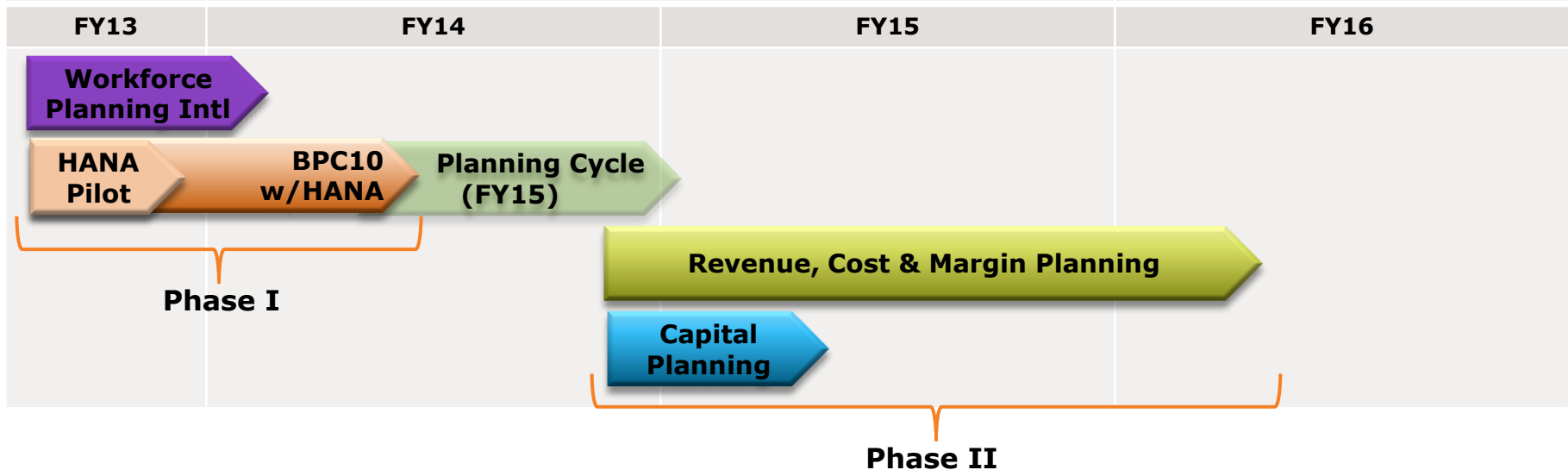
- Upgrade and Enhance the SAP Business Planning and Consolidation solution
 - Enable shorter planning cycles
 - Establish platform for utilizing large datasets as input to financial plan
 - Enable rapid report execution and what-if analysis capability
 - Improve user interface and ad-hoc reporting features
 - Provide additional driver-based planning functionality

Implementation Plan

Project Timeline

Evaluated various roadmap options before selecting best path forward.

Roadmap Option 1: SAP Business Planning and Consolidation 10 on HANA



Implementation Plan

IT Project Team



- CareFusion Team

- Crisann Tellez (Solution Owner)
- Suresh Mummalaneni (Functional Lead/ Developer)
- Amit Padmawar (Basis Lead)
- Jim Norkus (Infrastructure Lead)
- Keith Skousen (Planning Lead)
- Zaid Hailu (Consolidations Lead)

- TruQua Enterprises

An SAP analytics consultancy that has developed tools and methodologies to help customers make key decisions on quantitative information by:

- Rapidly migrating actual customer implementations to various "what-if" architectures and software versions
- Running performance scripts and load on the alternative options in order to obtain fact-based benchmarks and comparative analysis

Implementation Plan

HANA Pilot Results

- 4-week evaluation project
- TruQua setup 3 systems with a copy of CareFusion productive data in cloud:
 - Baseline SAP Business Planning and Consolidation 7.5 NW
 - SAP Business Planning and Consolidation 10 NW without HANA
 - SAP Business Planning and Consolidation 10 NW with HANA



Enabled evaluation of performance differences between HANA and traditional DBs



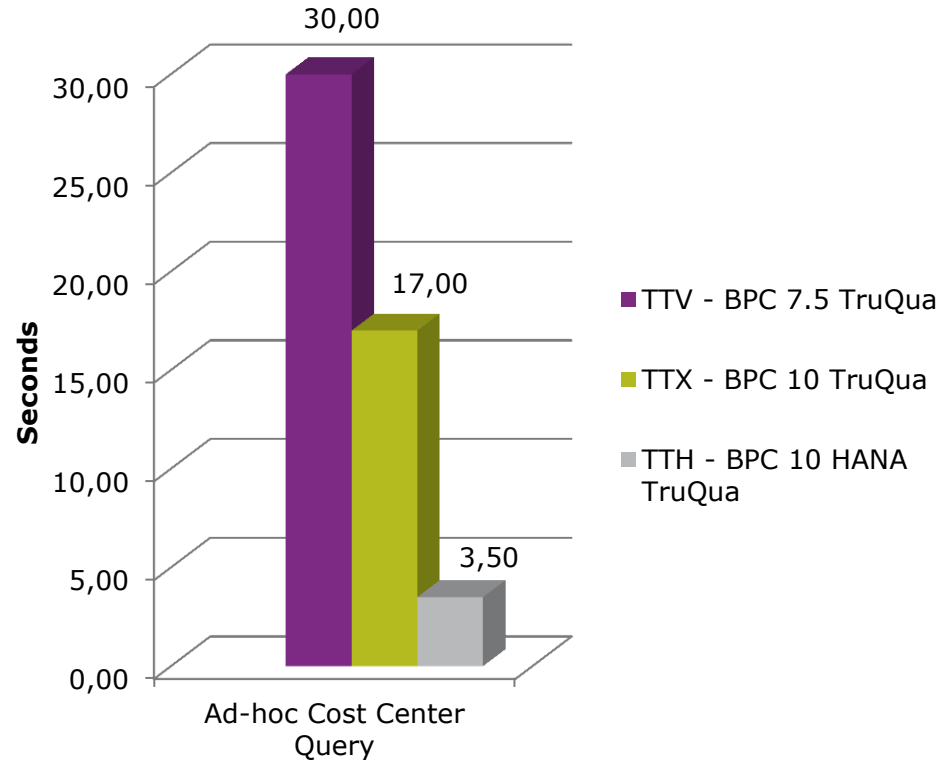
Enabled pre-testing of migration tools for SAP Business Planning and Consolidation upgrade



Enabled jumpstart of project development before hardware was delivered

Results & Benefits

- Benefits of Phase I
 - **Improved agility of financial planning process:** analyze more options in less time; real-time integration
 - **Improved efficiency and resource utilization:** spend less time on offline tie-outs and variance analysis
 - **Improved plan accuracy:** standardized calculation methods allow traceability between summarized expenses and detailed drivers
 - **Improved transparency and accountability:** with online versions and justification for changes from baseline
 - **Established platform for future enhancements:** revenue, cogs, margin by product, etc.



Lessons Learned

- Try Before You Buy! (e.g. [TruCloud](#) offering)
- Allow enough lead time for hardware procurement and installation
- Build-in time for Performance and Load testing
- Engage super users early-on for report conversion effort

Next Steps

- Continue forward with Phase II of project:
 - Capital Planning
 - Revenue Planning by Product
 - Cost & Margins by Product

Thank You

