

## Budgeting and Forecasting Solutions and Consulting for SMBs providing Implementation of Oracle based Solutions, Hyperion Planning, Essbase and Financial Reporting and Transition to Cloud-based Products



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Interview conducted by:  
Lynn Fosse, Senior Editor  
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**CEOCFO: Mr. Anchan, what is the focus at Nolina Consulting Inc. today?**

**Mr. Anchan:** The basic focus of Nolina Consulting today is to provide budgeting and forecasting solutions to the small and medium businesses. Typically, we implement Oracle based solutions to our corporate finance clients and some of the offerings includes Oracle Hyperion planning, Oracle Hyperion Essbase, Financial Reporting and most recently the hottest trend i.e. Cloud-based products, such as PBCS (Planning and Budgeting Cloud Service), EPBCS, FCCS, EPCRS etc. We are a niche consulting firm that provides the budgeting and forecasting solution to all our corporate clients on the East Coast.

**“Businesses are very excited about the Oracle Cloud technology for budgeting and forecasting, as it will allow them to reduce their IT budgets, increase their operational efficiency and make them more agile in responding to ever changing business demands. Nolina Consulting can provide with the expert level of consulting service at a cost-effective price.”- Manohar Anchan**

**CEOCFO: Why do you like Hyperion and Oracle? Why have you chosen to make that the core of your business?**

**Mr. Anchan:** One of the reasons we selected Oracle was that it really adds enormous value to all our clients in terms of the budgeting and forecasting solution. This product has been there for almost more than two decades. In 2005 Hyperion Essbase was named as Top Ten Technology Innovation of the Decade by Information Age Magazine. Just to give some perspective, names like Google, Linux, Pentium processor were included in that list. Oracle budgeting solution helps clients with strategic agility and operational efficiency so that they can focus more on their core business and not spend time in Excel. Now with the Cloud version it has even gone one step further and made the overall process much simpler for end users. If you compare any other product, Oracle Hyperion products are light years ahead of all the other competition. That is why we choose Oracle.

**CEOCFO: Would you walk us through a typical engagement -when a company would turn to you, what they would want, and how you help them decide what the best solution, as well as implementation?**

**Mr. Anchan:** Every client is different, such as our current end client, which is a manufacturing client called Hillenbrand Inc. They wanted to implement a budgeting and forecasting solution in Oracle Planning and Essbase, and they were previously doing that in a product called HFM (Hyperion Financial Management), but that was not the right place to do that. Since they bought one HFM product license initially, they thought they could do all their budgeting and forecasting in