



General OFSA Series

Introduction to OFSA (Concepts & Structures)

Audience: New Customers (IT and Business), implementation consultants, sales staff

Time: 1 day

Aim:

- To communicate the basic concepts and reasons for using OFSA
- To familiarize attendees with OFSA terminology and structures
- To provide base level of understanding for follow-up courses

Installing OFSA

Audience: New Customers (IT), implementation consultants

Time: 1 day

Aim:

- Understand the installation & setup process
- Install the client software

Installing OBP/Express/OFA

Audience: New Customers (IT), implementation consultants

Time: 1 day

Aim:

- Understand the installation & setup process
- Installing the Oracle Application Server
- Define the security layer

Using Oracle Warehouse Builder

Audience: New Customers (MIS), implementation consultants

Time: 1 day

Aim:

- Understand the installation & setup process
- Understand the OWB architecture
- Understand the relationship between OWB and OFSA

Data Origination – Methods & Policies

Audience: New Customers (IT and Business), implementation consultants

Time: 1 Day

Aim:

- Outline the data requirements of the OFDM
- Workshop the ETL process using case studies

Transfer Pricing Concepts

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the concepts of funds transfer pricing
- Understand the logic and benefits of FTP

OFDM Tables and Structures

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the structures of the OFDM
- Understand the OFDM security layer



PA User

Audience: Customers (Business), Implementation Consultants

Time: 2 days

Aim:

- Understand the performance analyzer interface
- Understand the design process for allocation rules
- Understand the performance implications of allocation design

Activity Based Management User

Audience: Customers (Business), Implementation Consultants

Time: 2 days

Aim:

- Understand the Activity Based Management concepts
- Understand the ABM methods and structures
- Develop assumptions to drive ABM
- ABM in the context of the Basel Accord

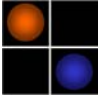
OFSA Administration

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Develop skills to maintain the OFDM



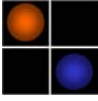
Month End Processing – Automation and Integration

Audience: Customers (IT and Business), Implementation Consultants

Time: 1 day

Aim:

- Explain the end to end process of a typical enrichment/reporting cycle
- Understand the critical path of the enrichment processes
- Communicate the time criticality of reconciliation and corrections
- Understand the steps required to automate the month end process
- Workshop the month end process using case studies



Transfer Pricing Series

Rate Manager User

Audience: Customers (Business), Implementation Consultants

Time: ½ day

Aim:

- Understand rate manager concepts
- Develop skills to create and maintain rates for the OFDM

TP User

Audience: Customers (Business), Implementation Consultants

Time: 2 days

Aim:

- Understand the mechanics of FTP methodologies
- Understand the performance implications of selecting FTP methods
- Develop skills to create and maintain Transfer Pricing rules and processes

Cashflow Methods & Policies

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the cashflow engine
- Interpreting results
- Develop skills to apply appropriate cashflow methods

Advanced Transfer Pricing I – Component Based TP

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand value proposition of component based FTP rates
- Define component based FTP rules

Advanced Transfer Pricing II – Calculating Option Costs

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand value proposition of quantifying product option costs
- Develop skills to define and calculate option costs



Discoverer for OFSA Series

Discoverer User for OFSA

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Define reports
- Generate multi-dimensional reports and charts
- Understand the analytical functions
- Scheduling and batching of reports
- Accessing standard OFSA/OFDM reports

Discoverer Admin for OFSA

Audience: Customers (Business), Implementation Consultants

Time: 2 days

Aim:

- Install and configure Discoverer
- Customize the end user layer
- Maintaining and securing the EUL
- Optimizing performance
- Warehouse reporting architecture

Applied ROLAP Reporting for OFSA

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the typical requirements of multi-dimensional reporting in an OFSA environment
- Outline how OFSA interacts with Discoverer
- Workshop advanced ROLAP reporting concepts using case studies



Budgeting & Planning Series

BP User

Audience: New Customers Business/IT, implementation consultants

Time: 1 day

Aim:

- Understand the OBP user interface
- Understand the setup and maintenance tasks
- Develop skills to enter and use OBP data

Introduction to Cashflow Methods

Audience: New Customers Business/IT, implementation consultants

Time: 1 day

Aim:

- Understand the OBP cashflow models
- Understand the impact of different models on data input and forecast results

BP Administration

Audience: New Customers Business/IT, implementation consultants

Time: 2 days

Aim:

- Understand the OBP environment
- Develop skills to maintain the OBP environment

OFA User

Audience: New Customers (Business and IT), implementation consultants

Time: 1 day

Aim:

- Understand the purpose of using OFA
- Develop skills to create and maintain OFA objects / reports
- Understand the maintenance and administration requirements

OFA Administration

Audience: New Customers (Business and IT), implementation consultants

Time: 2 days

Aim:

- Understand the purpose of using OFA
- Understand the maintenance and administration requirements
- Understand the security architecture

Express / Application Server for MIS/DBA

Audience: New Customers (IT and MIS), implementation consultants

Time: 1 day

Aim:

- Basic understanding of multi-dimensional databases
- Understand the Express / OBP architecture
- Understand Express Concepts and Structures
- Understand administration and maintenance requirements



Applied Budgeting and Planning I – Automated Modeling and Forecast Tuning Methods

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the impact of complex hierarchies and attributes to BP solves
- Understand the steps of automation in the month end enrichment cycle
- Understand tuning methods and policies
- Workshop the automation process using case studies

Applied Budgeting and Planning II - Advanced Balance Sheet Modeling (Applying Variables to Balance Sheet Forecasts)

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the BP Cashflow Engine
- Understand the impact of prepayments to the forecast results
- Understand the impact of new business assumptions
- Communicate the usefulness of deterministic methods in setting forecast variables

Applied Budgeting & Planning III – Advanced Salaries Modeling

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the BP Data Model
- Defining custom objects
- Communicate methods and policies for salaries forecasting
- Discuss the impact of multi-dimensional salaries forecasts and inputs
- Discuss the process of relating salaries forecasts to balance sheet forecasts
- Discuss the use of linear regression to determine pay level variables
- Discuss the impact of activity based costing and its application to forecasts
- Workshop salaries forecast methods and policies using case studies

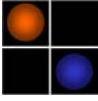
Applied Budgeting & Planning IV – Advanced Capital Expenditure & Projects Modeling

Audience: Customers (Business), Implementation Consultants

Time: 2 days

Aim:

- Understand the BP Data Model
- Defining custom objects
- Communicate methods and policies for non salaries expense forecasting
- Discuss the impact of multi-dimensional non salaries expense forecasts and inputs
- Discuss the process of relating projects forecasts to balance sheet forecasts
- Discuss the use of linear regression to determine expense variables
- Discuss the impact of activity based costing and its application to forecasts
- Discuss projects and their impact on the performance based plan
- Workshop CAPEX and Project forecast methods and policies using case studies



Risk Manager Series

Risk Manager Concepts

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the mechanics of Risk Manager methodologies
- Understand the performance implications of applying methodologies
- Understand the rate manager module

Rate Manager User

Audience: Customers (Business), Implementation Consultants

Time: ½ day

Aim:

- Understand rate manager concepts
- Develop skills to create and maintain rates for the OFDM

Cashflow Methods & Policies

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the cashflow engine
- Interpreting results
- Develop skills to apply appropriate cashflow methods

Applied Risk Manager I – Scenario Modeling and ALM Reporting

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understanding the value proposition of Scenario modelling
- Understanding drivers available for new business
- Applying prepayment assumptions to current and forecast business
- Leveraging multi-dimensional reporting
- Develop and evaluate hedging strategies

Applied Risk Manager II – Stochastic Modeling and ALM Reporting

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understanding VAR and EAR principals
- Understanding drivers available for new business
- Applying prepayment assumptions to current and forecast business
- Developing stochastic assumptions
- Understanding the sensitivity of outputs to assumptions
- Leveraging multi-dimensional reporting
- Develop and evaluate hedging strategies



Master Class Series

Implementing Advanced Customer Profitability Using OFSA

Audience: New customers (Business), implementation consultants

Time: 2 days

Aim:

- To communicate the fundamental concepts behind customer profitability
- Understand the methods and policies of customer profitability
- Communicate the complexities of the CIF / CRM relationship in a multi-jurisdictional environment
- Workshop customer profitability using case studies

Implementing Advanced Multi-Dimensional Profitability Using OFSA

Audience: New customers (Business), implementation consultants

Time: 2 days

Aim:

- To communicate the fundamental concepts behind multi-dimensional profitability
- Understand the methods and policies of customer profitability
- Communicate the complexities of the CIF / CRM relationship in a multi-jurisdictional environment
- Workshop multi-dimensional profitability using case studies

Commission Payments – Methods and Policies

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Discuss trends relating to commission payments in business origination and their impact on the traditional banking model
- Understanding the value proposition of commission payments on business origination
- Understanding the performance drivers of a commission payments system
- Using events to drive automated decision rules
- Differentiating between treatment of upfront and trailing commission payments
- Generating commission payment journal entries to pass to the general ledger
- Workshop commission payment system using case studies

Generating Economic Break Costs

Audience: Customers (Business), Implementation Consultants

Time: 1 day

Aim:

- Understand the value proposition of implementing economic break cost calculations
- Discuss the impact of economic break costs on the customer, originator and funding center
- Utilising existing data to identify prepayment events
- Differentiating between full and partial prepayment events
- Define materiality parameters for processing
- Generating economic break cost journal entries to pass to the general ledger
- Workshop implementing economic break costs using case studies



Introduction to Strategic Enterprise Management for Financial Services

Audience: New customers (IT and Business), implementation consultants, sales staff

Time: 1.5 days

Aim:

- To communicate the fundamental concepts behind strategic enterprise management. Why you do it, how you do it and what tools you do it with.
- Outline the benefits of SEM to a financial services organization.
- Use case studies to reinforce the principals of SEM

Constructing an Economic Enrichment Framework in a Financial Services Environment

Audience: New customers (Business), implementation consultants

Time: 2 days

Aim:

- Outline the principals and concepts of EVA
- Communicate the importance of EVA in a modern banking context
- Workshop the EVA implementation path
- Understand the methods of tuning the EVA forecast model
- Understand VAR, EAR and RAROC and how they influence economic outcomes
- Use case studies to workshop the benefits of economic modeling

Optimal Reporting Frameworks – performance/management trade-offs & usefulness

Audience: New customers (IT & Business), implementation consultants

Time: 1.5 days

Aim:

- Outline the OFSA reporting strategy and reporting data mart basics
- Outline multi-dimensional reporting and its usefulness in knowledge discovery and hypothesis testing
- Communicate the steps required to design an efficient, user-friendly enterprise reporting layer
- Workshop the design and implementation of both ROLAP and OLAP reporting frameworks

Data Mining and CRM – The analytical approach to managing customers

Audience: New customers (IT & Business), implementation consultants

Time: 2 days

Aim:

- Understand data mining concepts and methods in a financial services environment
- Understand the complexities of data mining in a CRM context (i.e. analytical CRM) – lifetime valuation, propensity modeling and credit risk
- Outline the use of data warehouse to support knowledge discovery and hypothesis testing
- Workshop the design and implementation of analytical CRM methods and concepts
- Communicate and discuss case studies of analytical CRM in Financial Services