

DEPOSITION  
EXHIBIT  
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Carrelli  
5/24/19  
PENGAD 800-551-0889



**ORACLE®**

**Manager Training**

**Compensation Process for Global Corporate Bonus &  
Fusion Workforce Compensation**

June 2014

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**Exhibit P-75**

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# Agenda

- Global Corporate Bonus Process
  - Fusion Workforce Compensation Pilot
  - General Info
- Fusion Workforce Compensation
  - How to Access and Use FWC to
    - Allocate Budget / Budget Modeling
    - Rank / Rate Employees
    - Award Stock
    - Work with Excel
    - Review Subordinate Mgr's Recommendations
    - Submit to Next Level
- Tools and Resources
- Fusion Tips

# Summary of Comments on Slide 1

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Number: 1 Author: Presenter Subject: Presentation Notes Date: 5/22/2019 2:57:35 PM

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Today we will be reviewing what's changing this year for the bonus process and provide general process info. We will also present the functionality of Fusion Workforce Compensation.

## Global Corporate Bonus Process

- Fusion Workforce Compensation (FWC) Tool Pilot
  - Select organizations will be using FWC to input bonus recommendations this year
  - Your organization will be part of the pilot
  - CWB will be used by organizations not included in the pilot

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For the Bonus cycle this year we will be doing a pilot in Fusion Workforce Compensation. This means that Product Development (all employees under Thomas Kurian) and Finance organizations under Carol Kelly, Corey West, Ivgen Guner, Greg Hilbrich, Scott Rae, Loren Mahon, and Eric Ball will enter their bonus recommendations in FWC. All other organizations will enter their bonus recommendations as usual in Compensation Workbench (CWB).

## Global Corporate Bonus Process - General Info

- Timelines
  - FWC will be open to managers on July 2
  - Each LOB may establish their own internal timeline for the process. Check with your manager for the specifics for your organization
- Budgets
  - Budgets are set at the top executive level for each organization. Each LOB head may determine the method of allocating budgets to their organization
  - The FWC Modeling feature is available to assist in pushing down budgets based on specific criteria

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Fusion Workforce Compensation is scheduled to open to you on July 2. Your organization may have an internal timeline for the process that allows for review and approval within your organization before final submission. Please check with your manager on specifics for your organization.

Budgets are published to the top executive level of the organization. Each LOB leader may determine the method of cascading budgets in their organization. FWC has a modeling feature similar to the budget wizard in CWB to assist managers in pushing down budgets.

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## Global Corporate Bonus Process - General Info (cont.)

- Eligibility

- Review the eligibility document posted on the Fusion Workforce Compensation homepage ([url](#)) and be sure that your employee population is reflected correctly on your FWC worksheet
  - Remember not all employees are eligible for the Global Corp Bonus process



STAR: Need website from Lorene

- Communication

- Do not communicate a bonus until final LJE approval is obtained
- Always check FWC before you communicate to ensure that the bonus amounts haven't changed

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Please review the eligibility document for the bonus process and compare to your employee population on your FWC worksheet. Remember that not all employees are eligible for the Global Corporate Bonus.

Remember that bonus amounts should not be communicated until final LJE approval has been received. Also amounts can sometimes be adjusted during the approval process so always check in FWC (or CWB) before communicating a bonus.

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## What is Fusion Workforce Compensation?

Fusion Workforce Compensation (FWC) is an Oracle Self Service Application for managing compensation processes, allowing you to -

- Model and allocate budgets
- Publish (pass down) budgets to subordinate managers
- Rate, Rank and Award individual employees
- Review historical compensation information
- View and download employee information for off-line work or further analysis
- View submission status of subordinate managers

**Note: Firefox is the preferred browser for Fusion applications**

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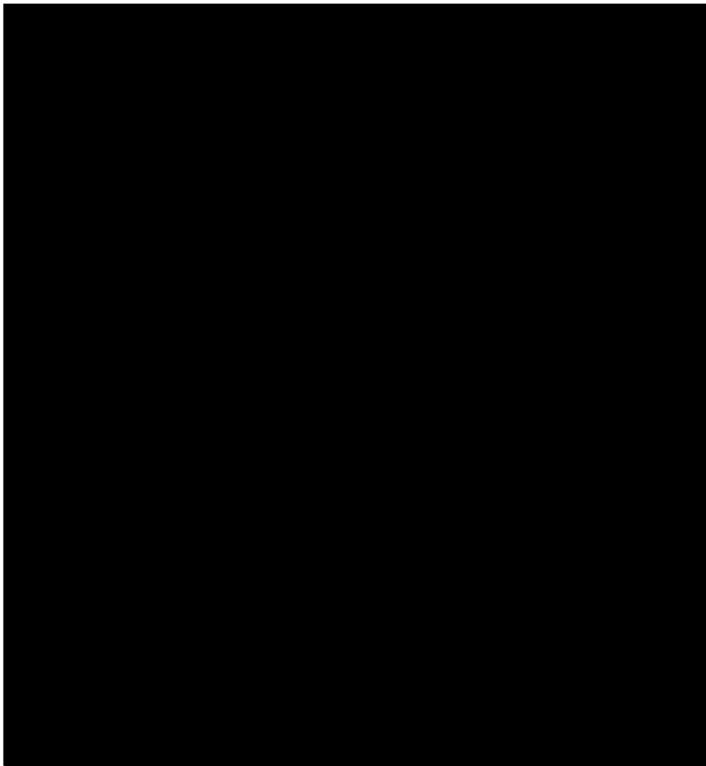
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# How to Access Fusion Workforce Compensation



### 3. Log on using your SSO credentials

Sign In

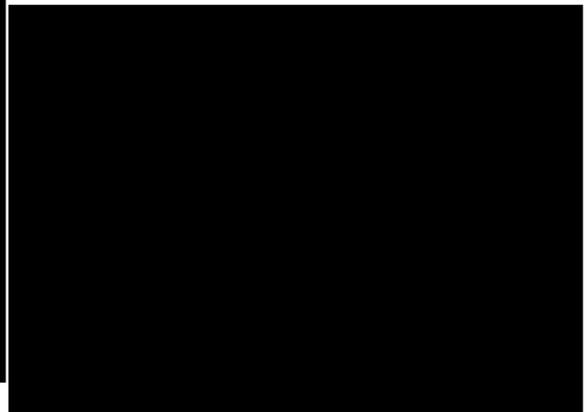


Enter your Single Sign-On user name and password.

Username

Password  

[Lost your password?](#)



Note: Firefox is the preferred browser for Fusion applications

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To access FWC from the my.oracle.com homepage, select the [REDACTED]

On the next screen, click the [REDACTED]

At the Sign In screen, enter your Single Sign-On credentials.

Once in Fusion, click [REDACTED]

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# Workforce Compensation

The Workforce Compensation landing page



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The Workforce Compensation landing page has 2 sections: [redacted] to the right.

[redacted]  
Items found under [redacted] include the [redacted]  
Clicking the [redacted] will return the user to the [redacted]

Links to specific plans are under the appropriate header, for example the [redacted] under the [redacted] and [redacted]  
[redacted] under the [redacted]

The [redacted] pane can be collapsed when the user is viewing a worksheet.

[redacted]  
The [redacted] provides the user with a snapshot of information about the individual plan or pool such as the user's access level (such as [redacted]), or, on [redacted], the number of eligible workers and the overall budget.

The [redacted] also includes [redacted] short cuts will [redacted] the user to the [redacted] where they can take a specific action.

Both sections have links to their specific worksheet just like you see under [redacted] Fusion often provides several different ways to navigate to a page.

[redacted]  
If you have direct reports who are managers, you will see them in the [redacted] This allows you to view their worksheet and even [redacted] actions on their behalf. If your directs have subordinate managers, use the [redacted] feature and you can also see their worksheet.

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## Bonus Tasks

- Allocate Budget / Budget Modeling**
- Rank / Rate Employees**
- Award Bonus**
- Work with Excel**
- Review Subordinate Mgr's Recommendations**
- Submit to Next Level**

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We'll look at the tasks to perform for the Bonus Plan using Fusion Workforce Compensation.

The actions are organized as we would expect you to use them, from top to bottom.

Working with your budget and determining if you will pass down budget to subordinate managers;  
looking at budget modelling and applying a model; and publishing the budget

Rate and/or Rank your Employees. Not all LOBs require this action.

Awarding bonuses to employees

Using Excel to download a simple spreadsheet and the [REDACTED] to allow download and upload of the Excel file

Reviewing your Manager's Recommendations where you may Approve, Reject, or request more information.

Submitting your work to the Next Level to obtain your manager's approval



# Budget Allocation

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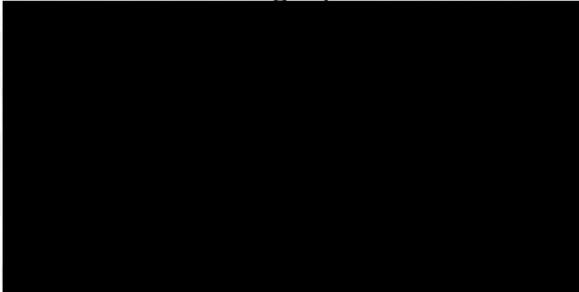
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## Allocate Budget

Go to [REDACTED] and click either link for the budget pool worksheet



The first time the budget is selected you must  
Your selection will



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The Budget Method options are:

Caution: The budget access setting for your subordinate managers will be set to "[REDACTED]" and prevents additional changes. You must contact Comp Administration to change this setting once selected.

[REDACTED] (this is the most frequently used option)

Your direct report managers will have "[REDACTED]" access. Select this option if you decide to [REDACTED]. You can adjust the settings for specific direct report managers within the budget worksheet.

[REDACTED]

All subordinate managers will have "[REDACTED]" access. Select this option if you decide to [REDACTED]. You can adjust the settings for specific subordinate managers within the budget worksheet

## Allocate Budget

Enter budget amounts in the **New Budget Distribution Amount** column

The "[REDACTED]" row is your budget for bonus awards to your direct reports



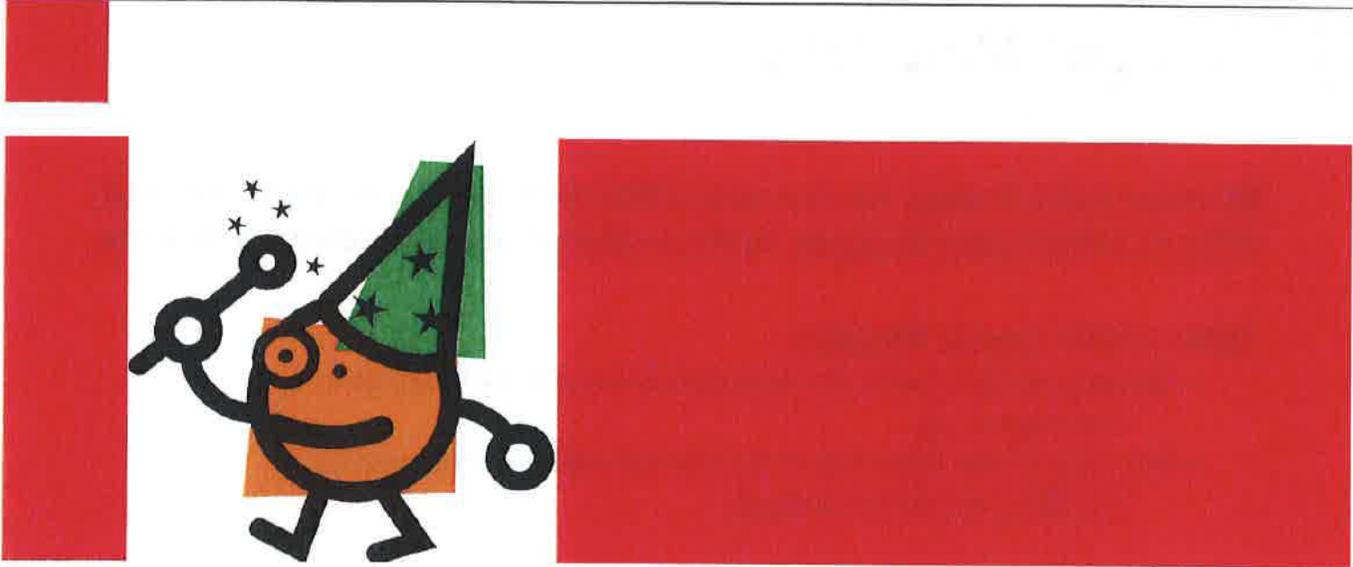
You must [REDACTED] the Budgets so subordinate managers can award bonuses

Click the [REDACTED]

If publishing budgets to only a few managers, [REDACTED]



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# Budget Modeling



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## Budget Modeling

**Models make it easy to see how different allocation methods and criteria affect your budget, worker allocation, and target amounts**

**Who might create Models –**

- Managers who intend to pass down budgets to subordinate managers, or
- Managers who intend to make the allocations themselves (holding the entire budget)

**Different models can be created, previewed and applied before publishing the budget**

**NOTE:** Applying a Model will overwrite any previously entered bonus amounts

**Models should never be applied after the budget has been published**

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## Create a Budget Model

On the [REDACTED]

Select [REDACTED]

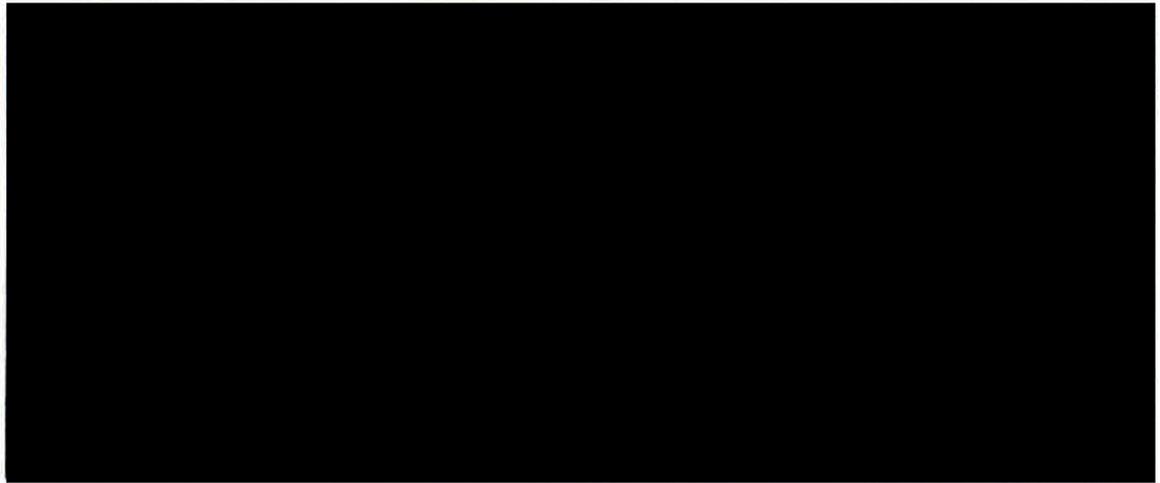
Enter the [REDACTED]

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## Create a Budget Model

1. Under [REDACTED] from the drop down list
2. Select up to [REDACTED]  
Note: [REDACTED]
3. Click [REDACTED]



## Create a Budget Model

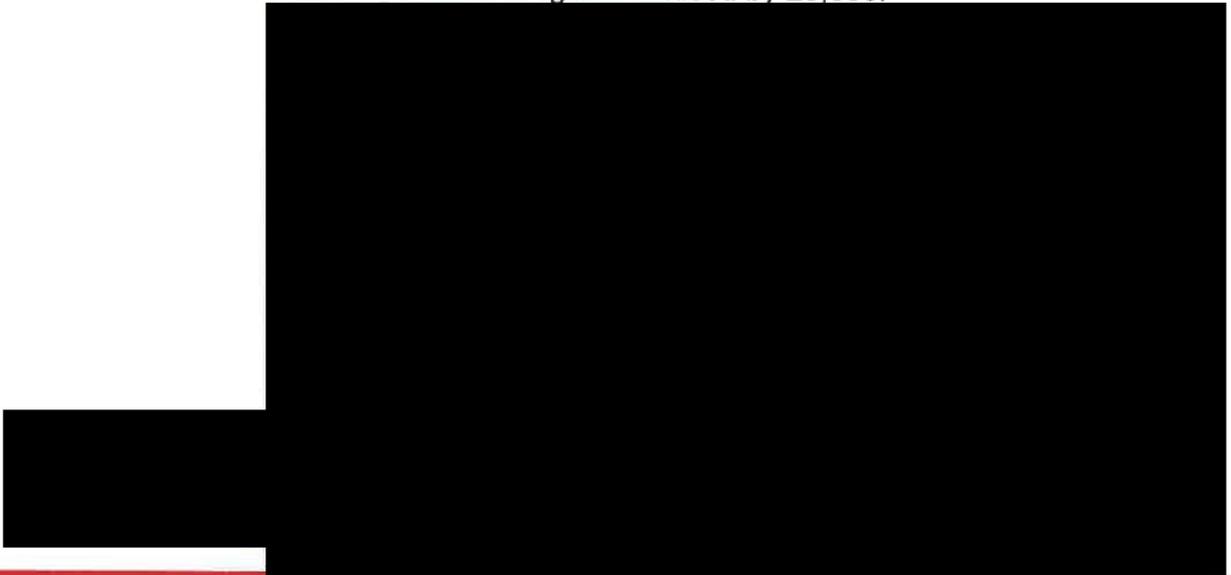
Model Details will appear below the [REDACTED]

Click the arrows [REDACTED]

Use the [REDACTED]

Enter an amount in the [REDACTED]

Example: You enter 5 and 10 in the [REDACTED] as shown below. The available budget is reduced by 25,000.

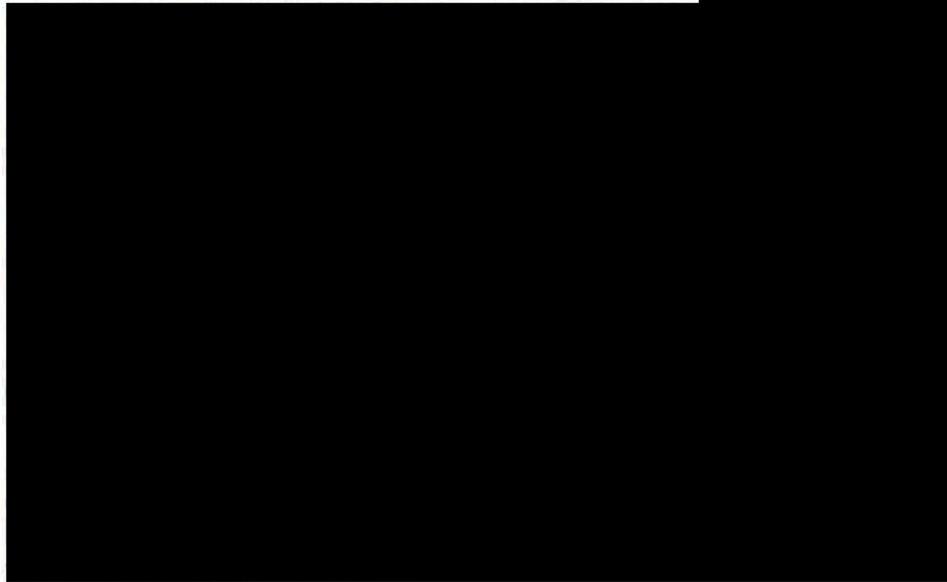


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## Create a Budget Model

1. Currency is displayed in the Model title row
2. The Model contains a [REDACTED]
3. And two tabs: [REDACTED] and [REDACTED]



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## Create a Budget Model

Click [redacted] to return to the [redacted] landing page

**Optional:**

If you have [redacted] you can [redacted]

**Models should never be applied  
after the budget has been published**

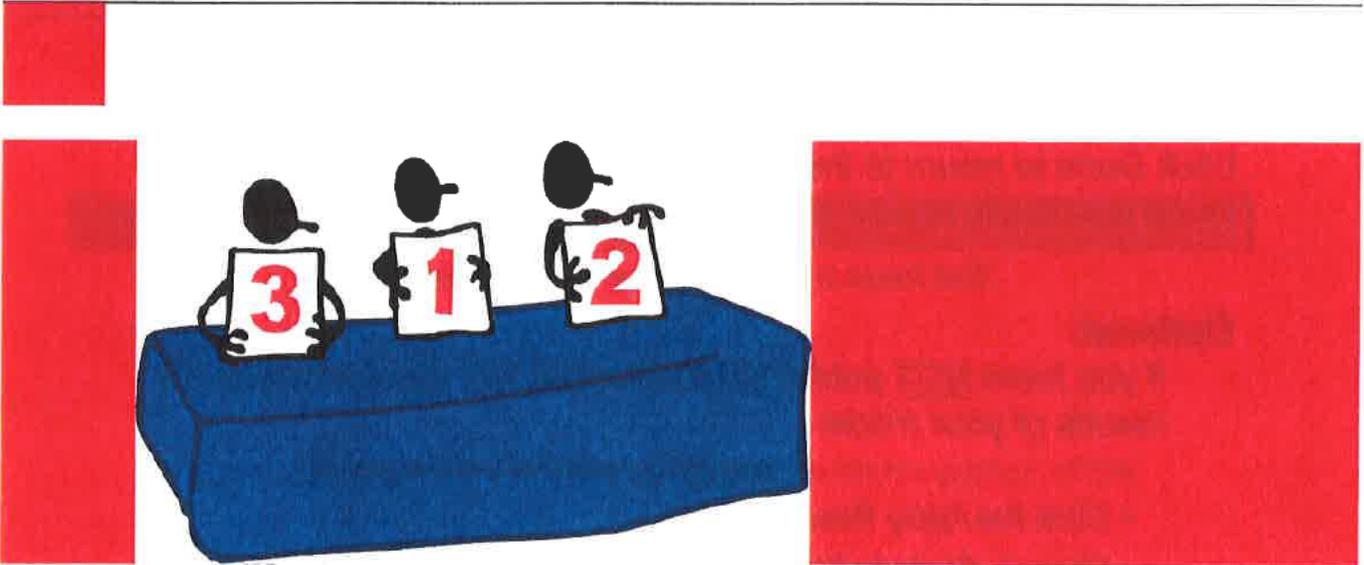
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# Rank / Rate Employees

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## Excel Download & Excel Export

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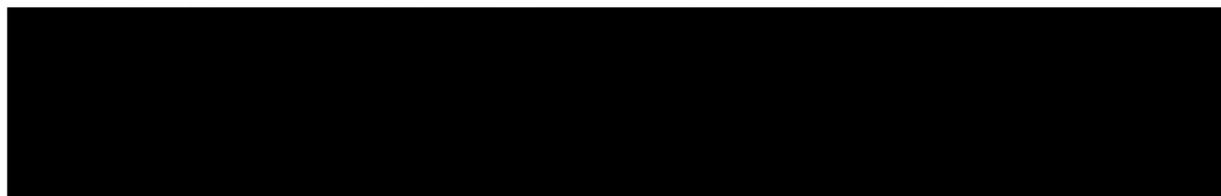
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## Excel Download and Excel Export

There are 2 different Excel options for the Compensate Workforce worksheet



**Download** – Is a quick, easy way to get a copy of the worksheet when you do not need to upload any work. This is a one-way process.

**Export** – A two-way process for [REDACTED]

- Requires download and installation of the [REDACTED]
- Configuration of Excel
- **NOTE:** You must download the [REDACTED] each year to ensure you have the most recent version.

**Since a macro based file is being created, 'Export' will take longer than 'Download' to complete**

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## Excel Export

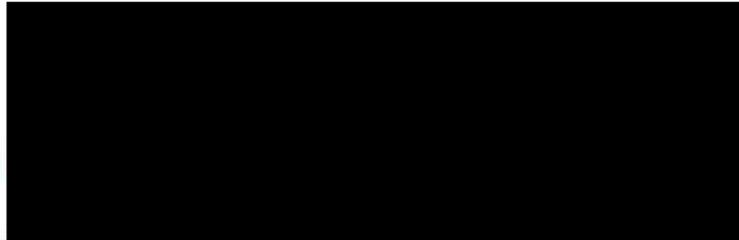
### Installing the [REDACTED]

Each year, before using the [REDACTED] you must download and install the [REDACTED]. This will ensure you have the latest [REDACTED] version.

1. Go to Navigator → **Tools** → [REDACTED]

Click the link and **download** the .exe file to your desktop.

2. Double click the setup.exe file to **install** the [REDACTED]  setup.exe
3. Go to your computer's Control Panel > Programs and Features page and **verify** the [REDACTED] has been installed



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## Configure Excel when using [REDACTED]

After installing the [REDACTED], verify the [REDACTED] add-in is active in Excel

Excel 2007 configuration settings:

1. Open Excel 2007
2. Click the Microsoft Office Button (the button is a circle with the red, blue, yellow, green squares in it)
3. Click Excel Options (bottom of the window)
4. Click Trust Center → Trust Center Settings
5. Click [REDACTED]
6. Under [REDACTED]
7. [REDACTED]
8. Under Excel Options, click Add-Ins and verify [REDACTED] is in the 'Active Application Add-ins' list.

If the [REDACTED] **is not** in the Active Application Add-ins list:

1. Go to Excel Options; click Add-ins.
2. Go to the "Manage" drop down at the bottom of the page
3. Select 'Disabled Items' from the list and click Go.
4. Find and highlight the [REDACTED] click Enable
5. Return to the 'Manage' list, select 'COM Add-ins' and click Go
6. In the 'COM Add-ins' list, check the box for the [REDACTED] and click OK to enable the add-in.
7. Under Excel Options, click Add-Ins and verify "[REDACTED]" is in the Active Application Add-ins.
8. Under Excel Options, click Trust Center, and click Add-ins (Note: This add-ins area is different than the add-in area in the previous steps).
9. Verify that none of the three Add-ins boxes are checked (*Require Application Add-ins to be signed by Trusted Publisher; Disable notifications for unsigned add-ins (code will remain disabled); Disable all Application Add-In (may impair functionality)*).

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## Configure IE when using [REDACTED]

**NOTE:** Firefox is the preferred browser for the Fusion applications

Once Excel is configured, check your Internet Explorer Browser Settings:

**Navigate to Tools => Internet Options and choose the Security tab.**

- Select Local Intranet and click the Custom Level button.
- Under 'ActiveX controls and plug-ins', set "*Initialize and script ActiveX controls not marked as safe for scripting*" to "Prompt".
- Under 'Downloads' set "*File download*" to "Enable"
- Click OK

When downloading the spreadsheet, select "Yes" when prompted to accept an ActiveX control to complete the process.

**Still having issues? Here are some additional areas to check:**

Set Internet Trusted Site options and check the Trusted Site settings.

- Go to Internet Options > Security. Select 'Local Intranet' zone
- Click the 'Sites' button
- You should have '*Automatically detect intranet network*' checked marked.
  - a) Click the 'Advanced' button
  - b) Insure the box for '*Require server verification (https) for all sites in this zone*' is unchecked.

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## Award Bonuses

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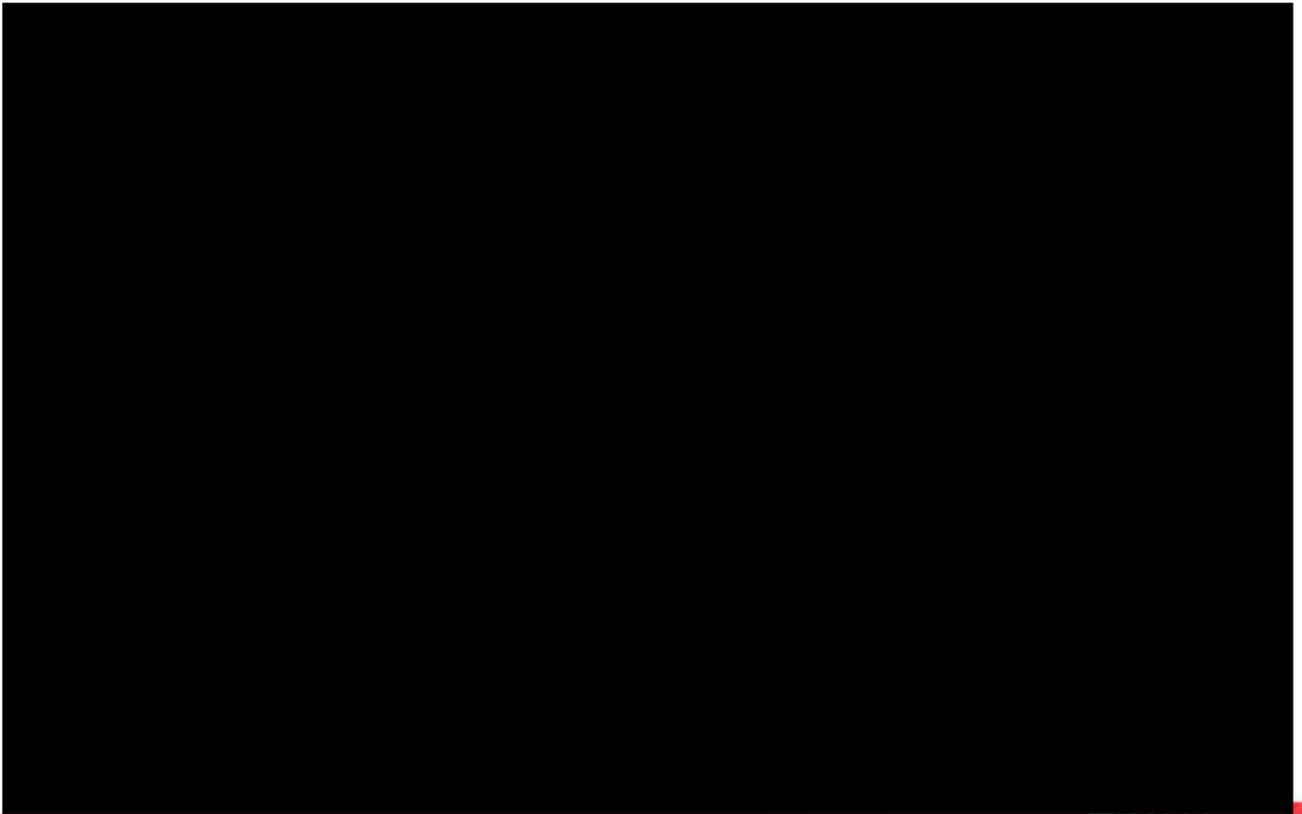
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## Award Bonus: View Your Budget



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## Award Bonus: View Your Budget

**Method 2:** Another way to view your budget is from the [REDACTED]  
[REDACTED] Click the [REDACTED] link and scroll to  
the right to see the budget information.



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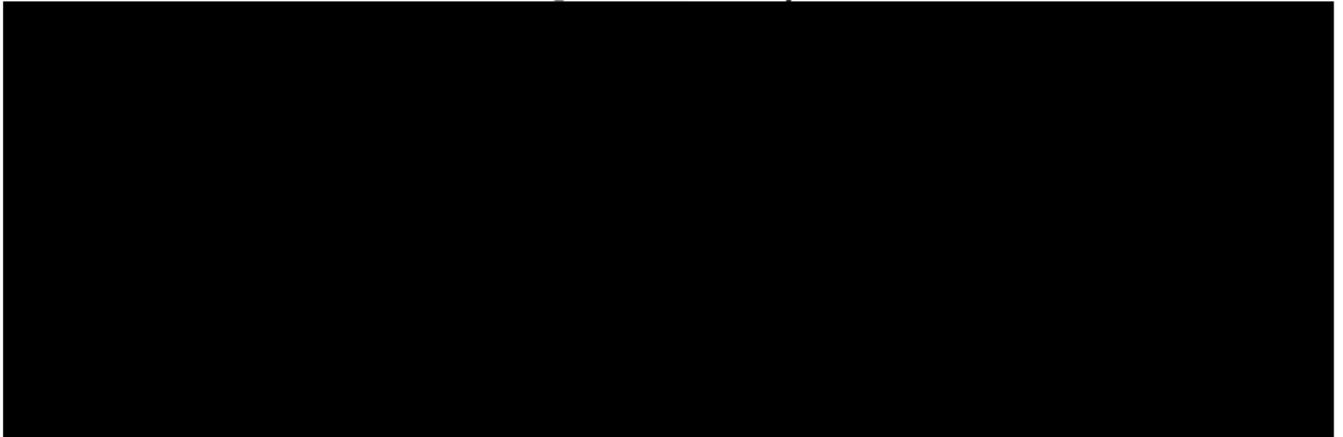
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## Award Bonus: Entering Bonus Amounts

Enter bonus amounts directly in the  -  
enter either a 'Percentage of Eligible Salary' or a 'Bonus Amount'.  
After making entries, **save** your work



**WARNING!**  
**DO NOT SUBMIT** until all your subordinate  
managers have submitted their work to you.  
Your submittal removes their Update access.

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Managers are responsible for the accuracy of the information in their worksheet.

Review the Eligibility guidelines if needed.

If you are missing an employee, or if there is inaccurate information, please contact your HR Rep.

Pay special attention if you had International transfers.

## Award Bonus:

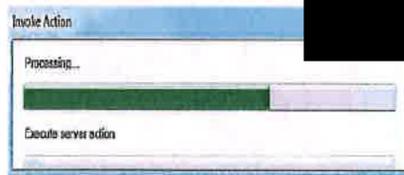
1. Click the [REDACTED] icon in the [REDACTED] header
2. Click Yes on the [REDACTED] pop up. You will need to log in using your SSO credentials.
3. Once the [REDACTED], check that the employees have populated the file and the [REDACTED]
4. Verify the [REDACTED] has no background color
5. If your [REDACTED]

## Award Bonus: Excel Upload

**NOTE:** If you are working remotely, you must connect via VPN to upload your file.

In the spreadsheet, click the Upload button and click OK for the default Upload Options:

The upload will process:



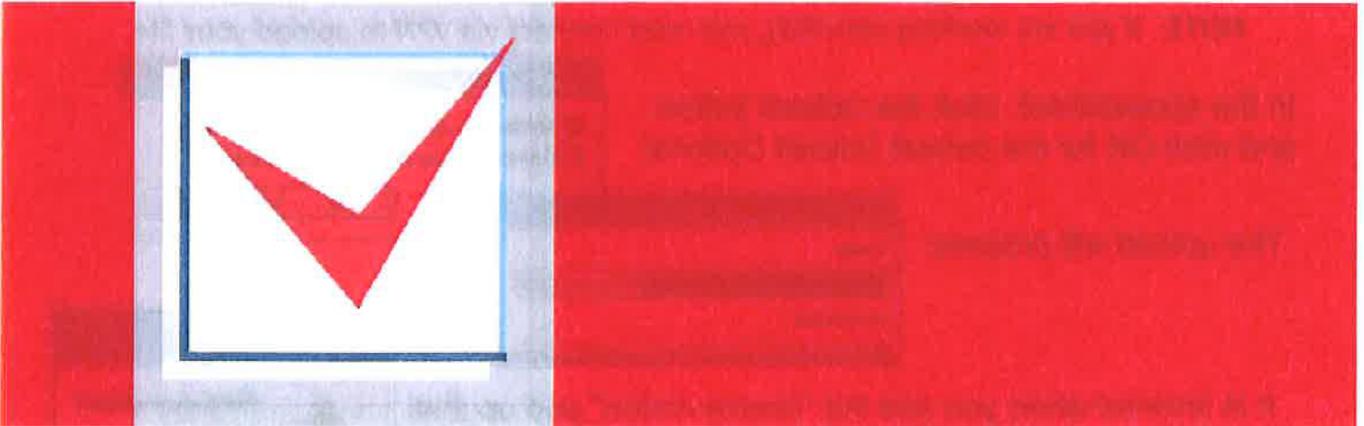
It is finished when you see the "Invoke Action" pop up that says "Worksheet was uploaded":



Click OK and scroll to [redacted] in the spreadsheet to verify the rows updated successfully:

In FWC, click the plan link to refresh the Worksheet and verify your changes were uploaded.

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## Review, Approve, and Submit

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# Review

If subordinate managers need to make corrections or you need more information before approving, [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Enter a Comment explaining the issue the manager must correct

[REDACTED]

[REDACTED]

Enter a Comment asking for the needed detail

[REDACTED]

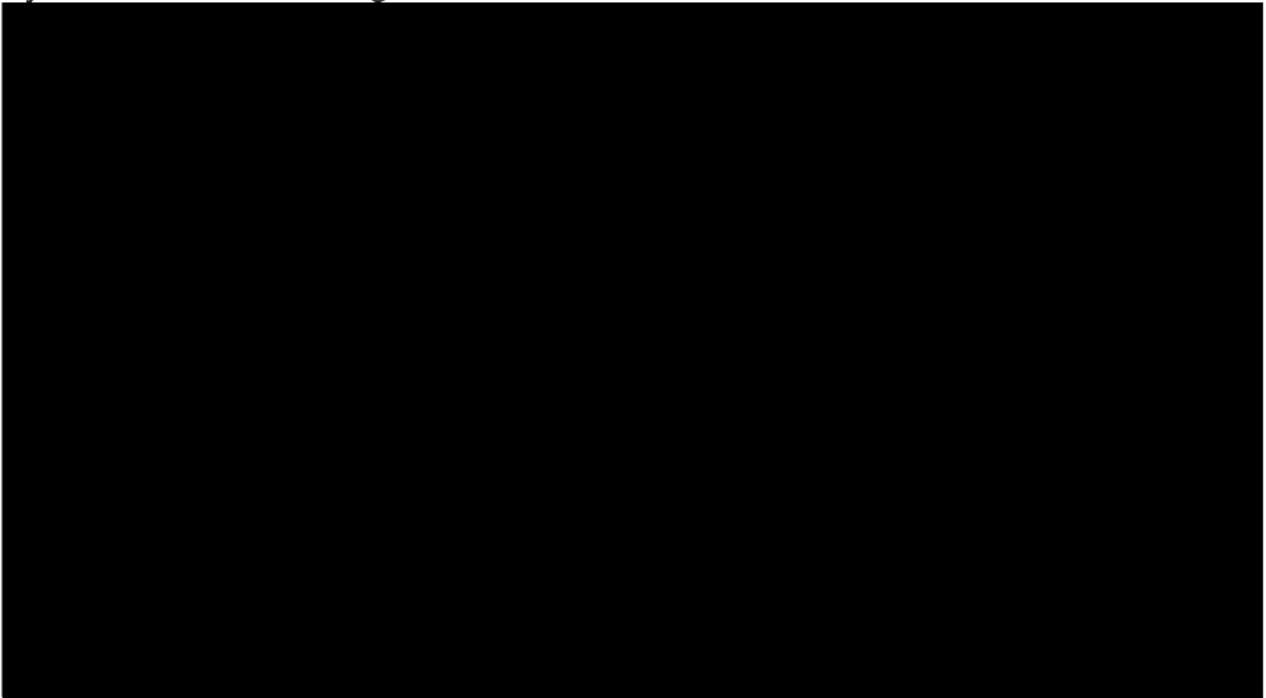


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## Review

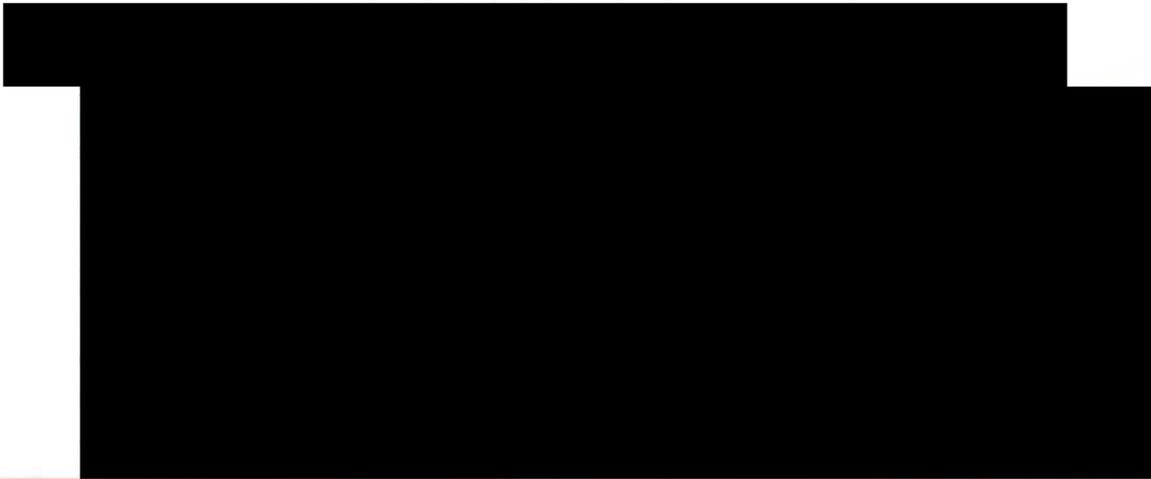
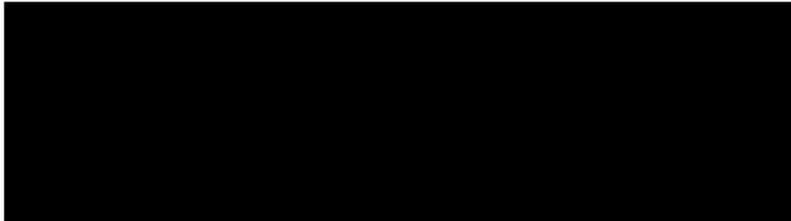
From the [REDACTED] you can see your Approval status and the status of your subordinate managers:



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## Approve

Approve your subordinate managers' submissions via the [REDACTED]. Click the drop down arrow to the [REDACTED] and make a selection:



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## Submit Warning



As noted earlier – **DO NOT** submit until your subordinate managers  
have completed their submission to you



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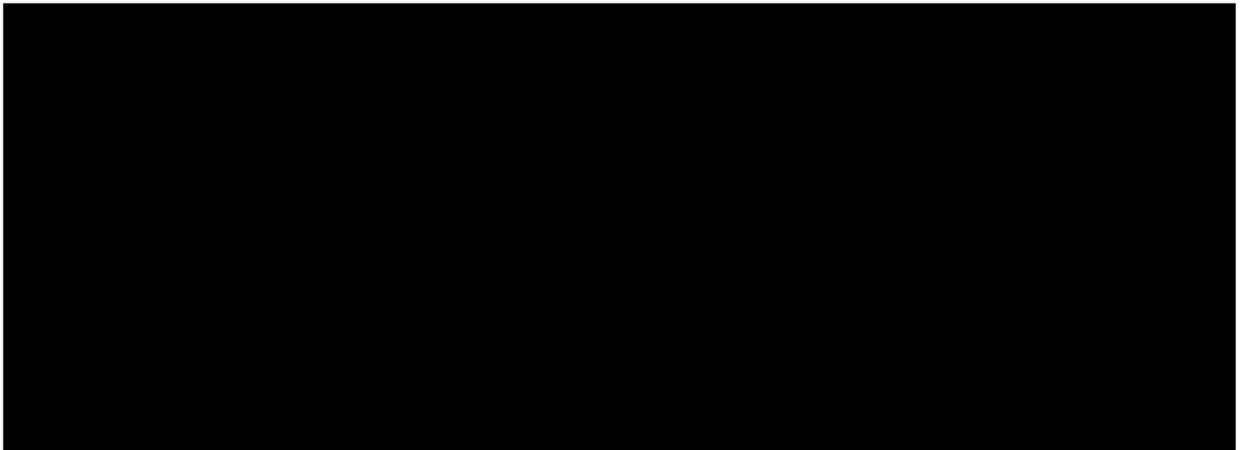
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## Submit to Next Level

There are two ways to submit for approval to your manager

NOTE:



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## Submit to Next Level



**Do not communicate** any changes until the 'Last Approval Action' shows "Approved by Larry Ellison"



Before communicating with employees, verify their awards to ensure you are providing the latest information

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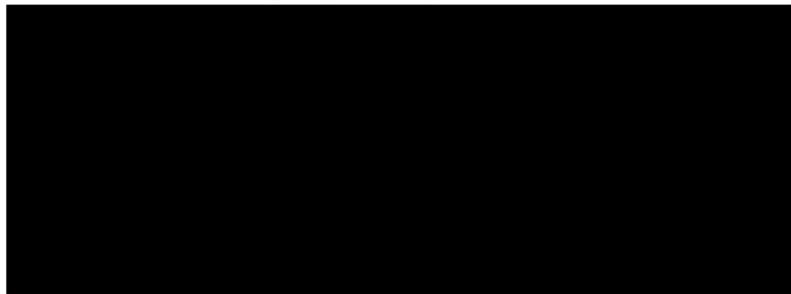
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## Tools & Resources

STAR: FWC home page URL



- For questions on your organization's timeline and budgets, contact your manager or HR Business Partner/Manager
- For questions on eligibility, contact your HR Business Partner/Manager
- For questions on Fusion Workforce Compensation access and functionality, contact **add OAL support**
- Fusion Workforce Compensation home page  
(url link here)



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Questions about your organization timeline and budgets should be directed to your manager and/or HR Business Partner.

Questions about eligibility, after you have reviewed the eligibility rules, can be directed to your HR Business Partner.

Questions on FWC access and functionality, contact \_\_\_\_\_

These training slides, the eligibility documents and a FWC managers guide will be available on the Fusion Workforce Compensation home page.



# Questions



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## Fusion Tips

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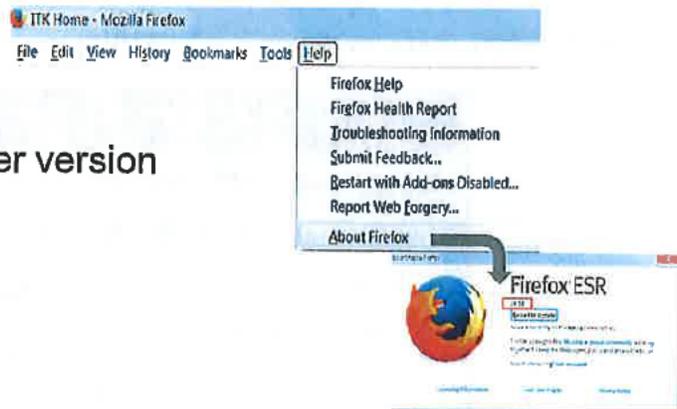
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## Fusion Tips

### Which Browser to use

- Firefox is the preferred browser
- Use the latest version of Mozilla Firefox
  - Check your version:
    - From the Menu Bar
    - select Help > About Firefox
  - Download the latest browser version at MyDesktop
- Other Browsers
  - Chrome
  - Internet Explorer

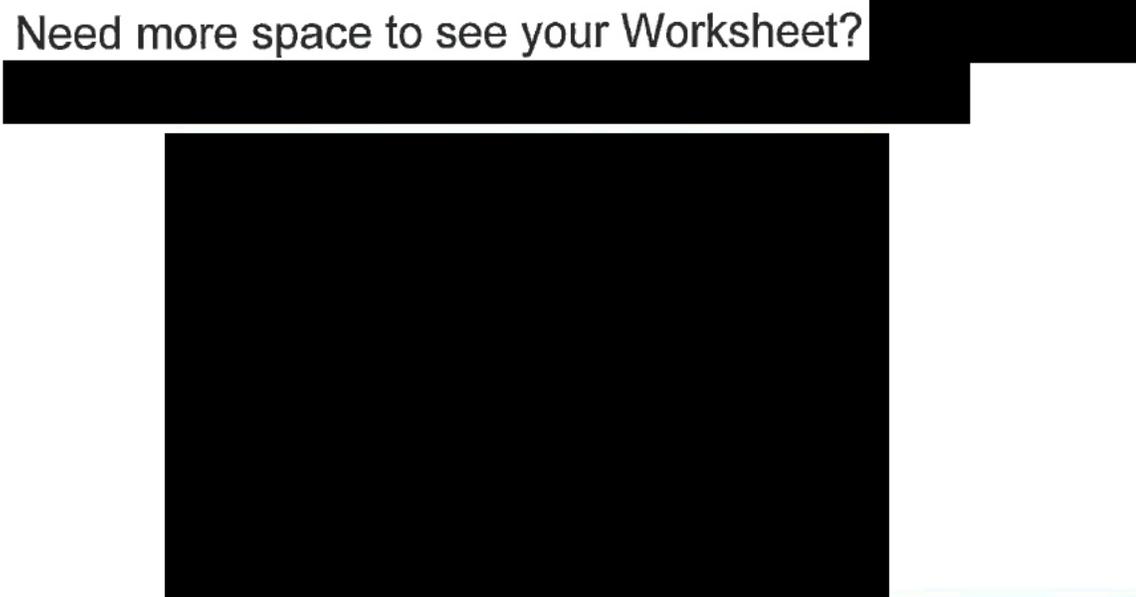


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## Fusion Tips

### Collapsible Panes

- Gain more working space by collapsing panes where possible
  - Need more space to see your Worksheet?
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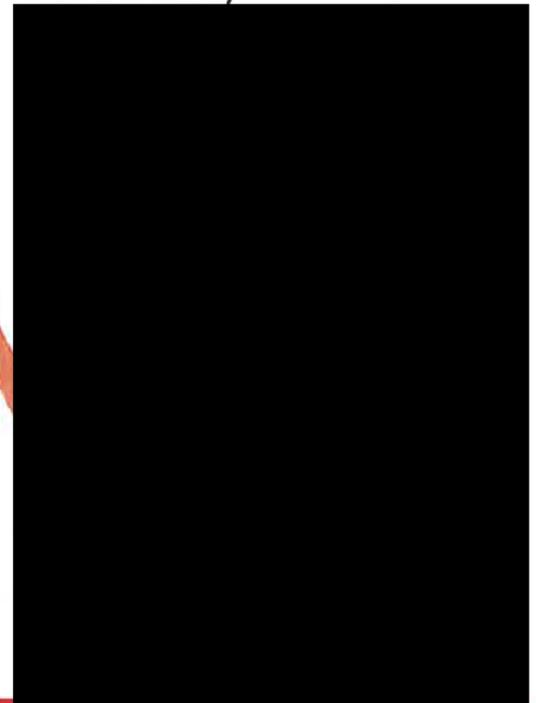
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## Fusion Tips

### Nested Scroll Bars

Fusion has nested scroll bars (inner and outer)

- You may need to use the vertical scroll bar to reveal the horizontal scroll bar at the bottom
- Here, an 'inner' horizontal scroll bar was out of sight
- By using the vertical scroll bar, the inner horizontal scroll bar was revealed



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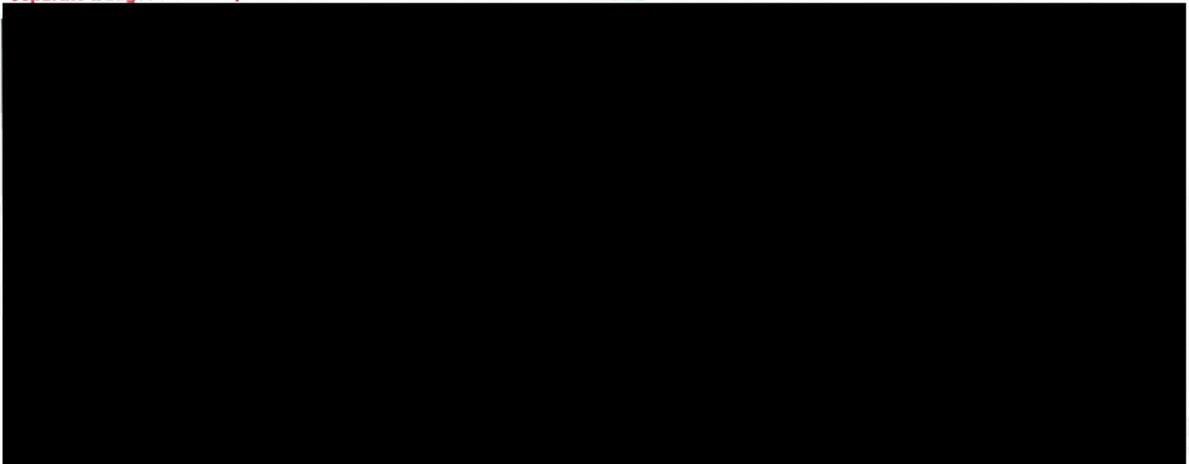
## Fusion Tips

### Access Level Guide

Setting a manager's Budget and Compensation worksheet access level (No Access, No Updates Allowed, Updates Allowed) determines what they can see and do

#### Guide to setting worksheet access levels for subordinate Managers

Separate Budget and Comp worksheet access levels must be set for each open cycle plan. (e.g. Focal, Stock, Bonus, etc.)



<sup>1</sup>

<sup>2</sup> Not a recommended combination.

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