



Financial Management Association
One Washington Square
Accounting & Finance Dept, BT 850
San Jose, CA 95192
www.cob.sjsu.edu/fma

Spring 2009 Professional Development Meeting Minutes

Speaker: Daryl Dobrenz from Oracle

March 11, 2009

4:30 PM – 5:30 PM

Held at BBC Room # 204

1. Announcements:

- a. NHS Social on 3/19 from 6:00-8:00 at the University Room (For NHS members)
- b. Membership Social on 4/11 from 5:00-7:00 at the Student Union (For all members)

2. Speaker Introduction: Mr. Daryl Dobrenz graduated from San Jose State in 1987 and currently holds a position at Oracle as the Senior Director of Finance for Merger and Acquisition Integration. Mr. Dobrenz centered his discussion around his past professional experiences, the company overview of Oracle, and his advice to finance students on how to further their career paths.

3. Daryl Dobrenz's Finance Career

- a. Attended college from 1980 through 1987.
- b. Corvins Systems:
 - A/P accountant and G/L accountant
 - Consolidation accounting like these roles are great for learning about overall accounting and finance.
- c. Wyse Technology:
 - Dealt with fixed assets and capital leases
 - Corporate FP&A Analyst: budgets, forecasted revenue and margin
- d. Sun Microsystems (17 years):
 - Senior Financial Analyst
 - Controller for Worldwide Sales
 - Merger & Acquisition Integration
 - Revenue Management
- e. Oracle (since 2006):
 - Director of Finance, Merger & Acquisition Integration
 - Senior Director of Finance, M&A, managing global staff of five

4. Oracle: Company Overview

- a. Oracle is the world's largest enterprise software provider and the second largest independent software company with 84,000 employees in 145 countries.
- b. Jeff Epstein is the Executive Vice President and Chief Executive Officer.
- c. Mr. Dobrenz supports the SVP, Corporate Controller.
- d. Growth in fiscal year 2008 (in billions, except EPS):

FY'08	\$	Growth
Revenue	22.40	25%
Operating income	7.80	31%
Net income	5.50	29%
Earnings per share	\$1.06	31%

- e. Acquisitions at Oracle



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- Benefits include:
 1. Strengthening Oracle's product offerings
 2. Accelerating innovation
 3. Allowing customer demand to be met more rapidly
 4. Expanding partner opportunity
 - Approximately 50 acquisitions were completed since 2005.
 - The largest acquisitions include Peoplesoft and Hyperion.
 - Mr. Dobrenz has led the finance integration teams on 15+ deals.
 - Oracle has acquired BEA Systems, Inc., a pioneer in middleware, which was a highly strategic acquisition for the following reasons:
 1. Strong reputation and established relationships
 2. Complementary product suite
 3. Experienced global organization
 4. BEA employees are integral to middleware strategy
 - f. Global Finance and Operations Organization
 - This organization is broken down into:
 1. Global business services, i.e. compensation
 2. Global revenue operations, i.e. accounts receivable
 3. Global procurement and payment services, i.e. accounts payable
 4. Global controller services, i.e. SEC reporting
 5. Global Financial Planning & Analysis, i.e. corporate and technical forecasting
 6. Divisions of Finance: those who support all general managers
 - Approximately 4,500 employees worldwide
 - Services all lines of business – license, consulting, support, education, and on demand
 - Supports sales leadership at divisional level for License & Consulting and Global Business Units
 1. North America, EMEA, JAPAC, LAD, GBUS
 - Named global process owners
 1. SOX compliant
 2. Global processes documented
 3. Process and system experts
 - Fiscal year: June 1st to May 31st
 - Auditor: Ernst & Young
 - g. Values at Oracle are especially important for finance
 - Integrity
 - Mutual respect
 - Quality
 - Compliance
 - Business conduct
 - Communication
5. Practical advice and tips
- a. Networking
 - Fostering relationships takes years not months. It is a process not an event.
 - Think two degrees of separation.
 - Lessons:
 1. Don't burn bridges!
 2. Leave a job in better shape than when you took it over (and document the facts when you move to a new position).
 - b. Leadership



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- Lead by example.
 - Learn to “tell a story” or “paint the picture” for your audience, i.e. make spreadsheets readable and understandable.
 - Set goals, write them down, and tell people.
 - KISS principle: Keep it short and simple.
 - If you bring your manager a problem, recommend a solution or two.
- c. Commitments
- Do not over promise. In fact, under promise and over deliver.
 - If you cannot make it to a meeting or will be late, give a courtesy call or send an email/text.
 - Treat others with the same respect you would like to be treated.
- d. Follow-through
- Meet or beat deadlines, but always leave time to check spelling/grammar.
 - Learn to say thanks to employees, colleagues, and customers.
- e. Final thoughts
- Business is 24x7 and global
 1. The world gets smaller every day.
 2. Be willing to relocate.
 3. Learn a new language.
 - Learn to be positive
 1. You will be turned down, just take it one day at a time.
 2. Know that the rate of change is accelerating.
 - Be passionate, i.e. give time to help others
 - Find balance
 1. Work/life
 2. Live below your means.
 3. Invest in yourself.

Minutes submitted by:
Desirae Ubaldo
March 18, 2009