

## BARC Score

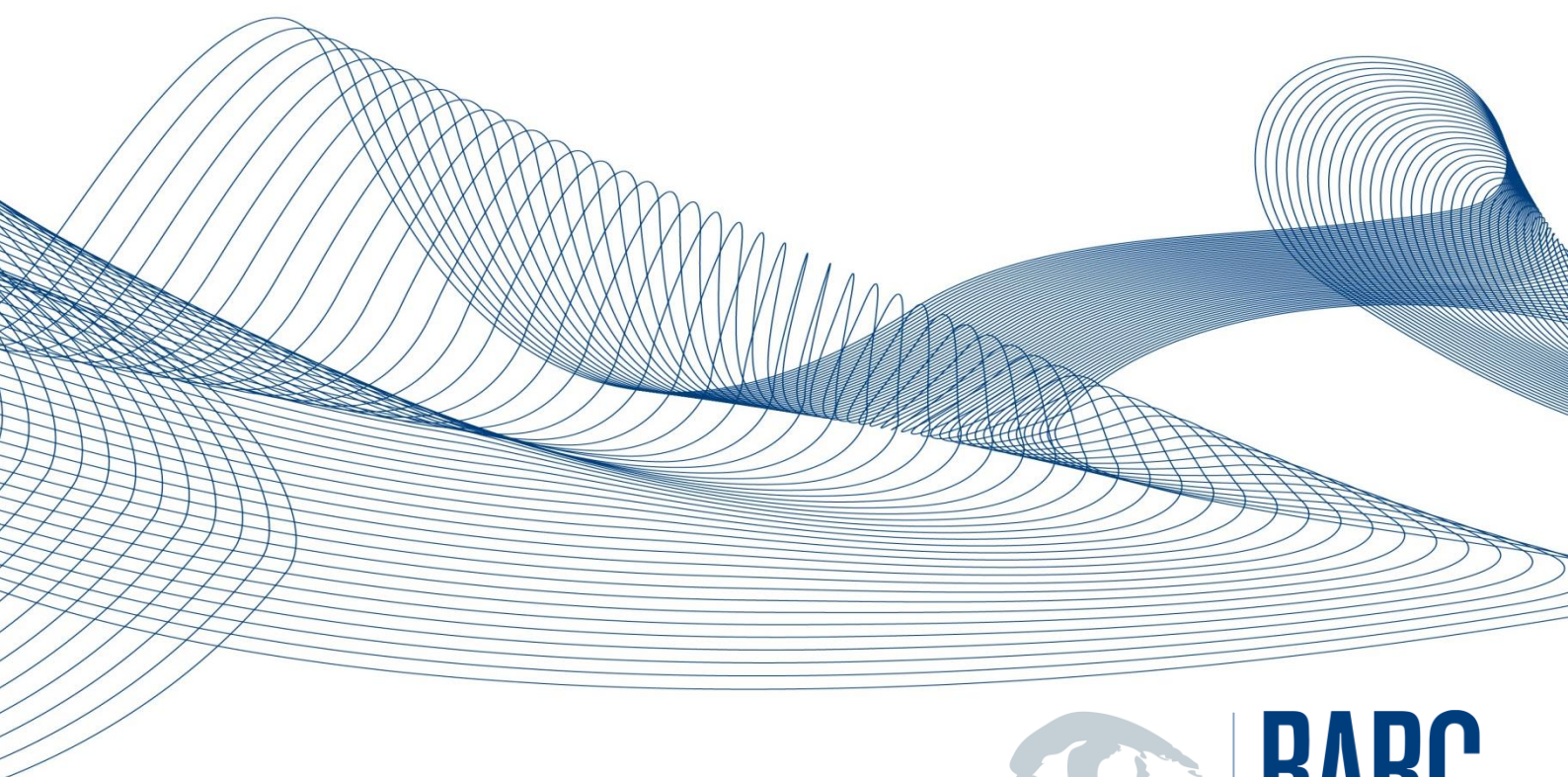
### Financial Performance Management DACH

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#### Abstract

Performance Management (PM) refers to processes, methods, metrics and tools for planning, steering and controlling an organization's performance and profitability. PM is therefore one of the central management tasks in an organization at strategic, tactical and operational levels. This BARC Score focuses on the market for financial PM products and portfolios in the DACH region (Germany, Austria and Switzerland). Based on data points from The Planning Survey, The BI Survey and numerous analyst interactions, vendors are rated on a variety of criteria, from product capabilities and architecture to sales and marketing strategy, financial performance and customer feedback.



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## Overview

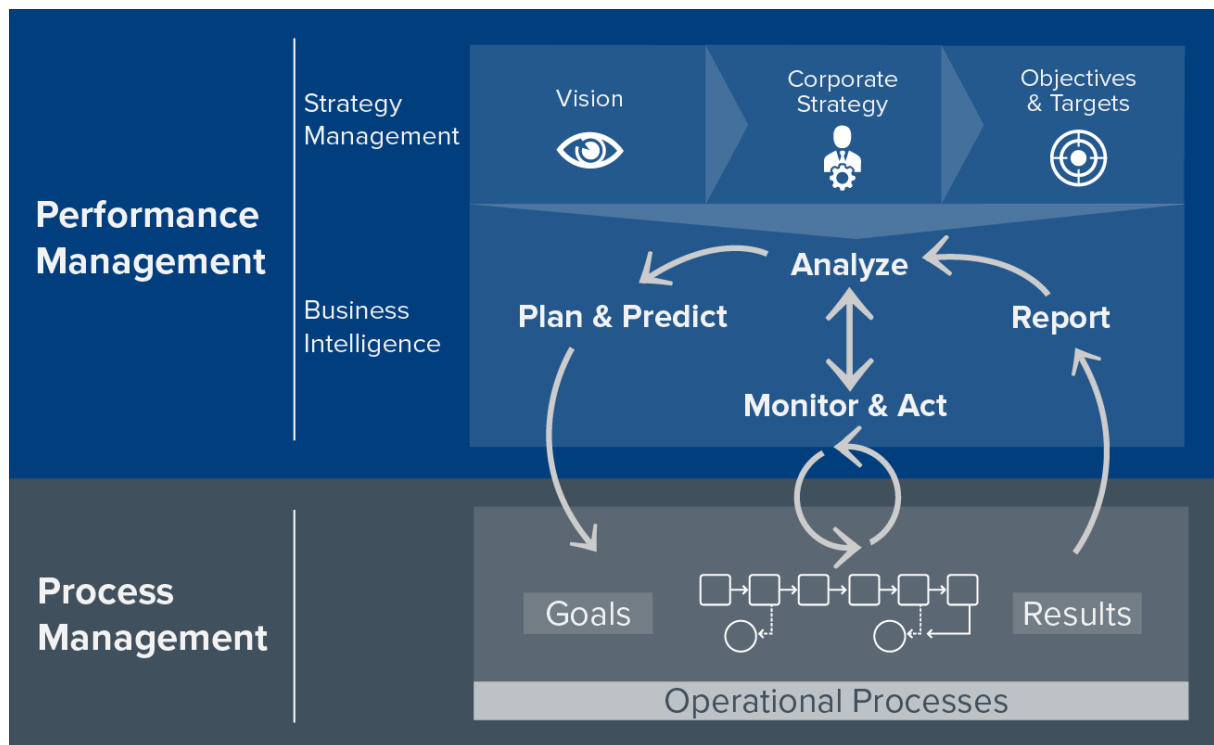
Performance Management (PM) plays a crucial role in increasing the competitiveness of companies and is one of the central management tasks in an organization. The goal of PM is to align the company's strategy and goals with business processes in order to achieve the highest level of performance at strategic, tactical and operational levels. The results of business processes and the process of service creation are both critical to this high level of performance. PM therefore refers to processes, methods, metrics and tools for planning, steering and controlling an organization's performance and profitability. The support of corporate management in terms of decision support and coordination with methodology and processes is an inherent element of PM. PM includes management processes that help companies manage and control their performance, aiming to improve the effectiveness and efficiency of:

- Strategy management
- Planning, budgeting and forecasting
- Governance, risk management and compliance
- Financial consolidation and external reporting
- Reporting and analysis

In recent years, many companies have painfully recognized the importance of transparency in business processes for efficient management. This transparency does not only include looking back into the past ("what has happened") but increasingly requires anticipation and reflection of future developments in an organization's process goals and structures ("what will happen").

PM takes place through analytical processes at strategic, tactical and operational levels utilizing processes, methods, metrics and tools. Processes determine the sequence of how to manage an organization's performance including the typical management tasks of planning, steering and control. Figure 1 depicts how these processes (typically on a tactical level) relate to each other, but also their connection to process execution (operational level) and strategy management (strategic level). Processes and decisions use methods and include data about the past (e.g. in reporting and analysis), about processes currently running (in activity monitoring) but increasingly also about the future (in planning and forecasting) and have to be aligned with the organization's vision and strategy. The measurement of goal achievement, planning, steering and controlling should be based on an integrated performance indicator framework (metrics) that is aligned with the organization's strategic objectives and the targets of decision-makers. Defining this framework of metrics and aligning it with the organization's goals is one of the key tasks of strategy management.

Finally, an important success factor for PM is the systematic linking and coordination of the aforementioned performance management processes and tasks. Technology and tools have to support organizations at strategic, tactical and operational levels in profitably combining standardization and flexibility. Integrated data storage and centrally harmonized master data provide a single, common data basis for all performance management processes to ensure integrated PM. In particular, the integration of performance management processes in common software platforms is a means of avoiding problems and user dissatisfaction in PM processes. Best-in-class companies recognize this important relationship and therefore regularly opt for specialized integrated software platforms. Paying attention to the integration of PM is therefore especially important for companies when selecting software products in order to support the aforementioned management cycle.



**Figure 1: The BARC Decision Support Framework**

The software market for PM products in the DACH region (Germany, Austria and Switzerland) is highly competitive. Besides a few international software generalists offering their PM portfolios worldwide, there are many local specialists challenging the big vendors. This report focuses on the PM market in the DACH region and analyzes the strengths and challenges of all the leading vendors as well as many smaller vendors that often have less visibility, but equally offer outstanding value to their customers.

PM initiatives always include more than just the front-end products. The technical architecture also includes data warehouses and data marts (e.g. for planning), data integration and data quality components, dictionaries, repositories and many other technologies. Organizations should have a proper BI and PM strategy that goes well beyond an architecture blueprint to include non-technical requirements, alignment with corporate strategy, organizational models, outcome-based priority settings and a proper roadmap.

Still, when it comes to kicking off or expanding a PM program, the initial focus almost always lies on the required toolsets. While this may not be the ideal starting point, at some stage a platform, portfolio or product decision has to be made. This document will help with the selection process by evaluating the market leaders and most commonly used product sets.

## Inclusion Criteria

There are two principal inclusion criteria for this BARC Score: the first is associated with each vendor's products and the other is linked to the financial results relating to those products. To be evaluated in this BARC Score, a vendor has to have a strong focus on providing PM functionality (not only business intelligence (BI) functionality) and supply five out of six technologies from the following list in a solution not merely focused on one industry or use case:

- Operational planning and forecasting
- Financial planning
- Financial consolidation
- Strategy management
- Reporting
- Analysis

In addition, the vendor has to generate a minimum of 3 million EUR in license revenue per year with its product set in German-speaking countries (Germany, Austria and Switzerland). There is no differentiation between on-premises offerings and cloud-based product sets.

## Evaluation Criteria

Every vendor is evaluated on two dimensions: portfolio capabilities and market execution. Each represents one axis on the Score. These two dimensions include the following sub-criteria.

### Portfolio Capabilities

The portfolio capabilities criteria selected to rank the PM vendors in this Score include the following technologies and their corresponding weighting. In general, portfolio capabilities reflect functional and architectural criteria. A special emphasis is placed on the ease of use for business users. With regard to the vendor ratings in this Score, the focus is rather on the predefined business content and PM solutions that the vendors provide and less on flexibility for individual applications that can be built with development environments.

On the portfolio capabilities axis, we rate the PM portfolios in this Score using the following criteria and corresponding weightings.

**Please note: Only vendor-distinct functionality is rated in our vendor portfolio ratings, not that of integrated OEM products or partner solutions.**

**Table 1: Portfolio Capabilities – Weighting of Criteria**

Criteria	Weighting
Financial planning	High
Financial consolidation	High
Portfolio evaluation	High
Operational planning and forecasting	Medium
Reporting	Medium
Analysis	Medium
Ease of use for business users	Medium
Infrastructure evaluation	Medium
Strategy management	Low

### Financial planning

Financial planning (P&L, balance sheet, cash flow) and operational planning have a strong interdependence. When creating financial plans, two things must be ensured: Firstly, the dependencies between individual operational plans have to be taken into account and these plans must be fully integrated. Also, the results from operational plans must be included in the financial plan. The effects of operational plans on the results of a company, including the financial consequences, are only directly visible when financial and operational planning is integrated.

### Financial consolidation

The preparation of consolidated financial statements of all individual legal entities is not only obligatory from a financial and legal point of view, but also serves as an orientation for all decisions relevant to the group as well as for planning and controlling of the entire company. In particular, financial planning at group level (consolidated P&L, balance sheet, cash flow) requires a consolidation of the data from individual legal entities in order to be economically correct.

### Portfolio evaluation

Portfolio evaluation includes each vendor's overall portfolio assessed from a customer perspective. Important criteria for the optimal support of performance management processes and the whole management cycle are consistency and seamless integration. Having all performance management functionality in one integrated product on one database is certainly preferable to an integration, for example, at database level between different products with the need for ETL processes to transfer data. Moreover, we assess the product's lifecycle and maturity. Customers often complain about reliability and stability in early product releases. Early versions are rarely as functionally rich as mature products so they usually do not meet all their customers' functional requirements. And sometimes vendors offer mature products that are no longer being enhanced with innovative, new features. As a consequence they may not fulfill new and emerging requirements.



### **Operational planning and forecasting**

Planning and forecasting are indispensable for managing business in general and corporate performance in particular. By directly comparing actual and planned figures, companies can effectively monitor the progress and impact of their planned actions and adjust their goals accordingly.

Software products require flexibility to support all necessary operational planning processes such as sales, production or HR. Since it is no longer sufficient to plan these operational areas in isolation, many companies are striving to better integrate their overall planning. The sequence of the individual operational plans towards the overall planning of financial results in the sense of integrated corporate planning is for the most part predetermined by logical laws.

Integrated corporate planning models consist of planning structures (master data), key figures and planning logic, and combine different operational and financial plans. The coordination of the various planning activities and planners involved is handled by process control functionality (workflow). For plan data entry, specific planning functionality (e.g. data allocation, simulation and comments) is provided.

### **Reporting**

Together with analysis, reporting forms the backbone of PM and encompasses all tasks of information provision for internal and external stakeholders. Individual subtasks include (financial) operational reporting, management reporting and external reporting, which can be requested by authorities and auditors for example.

### **Analysis**

Data analysis differs from basic reporting in that it probes much more deeply into (operational) data and generates new information, which can be interpreted and acted upon by the business. Further analyses can be carried out using mathematical methods.

### **Ease of use for business users**

Ease of use considers the general user-friendliness of a PM product for business users in areas such as model design, screen generation, report development and administration in business departments. This criterion is included because ease of use for business users is often a very important criterion in software selection processes.

### **Infrastructure evaluation**

Infrastructure evaluation focuses on the overall architecture of each vendor's product portfolio and includes a broad range of technical criteria. These include the integration of the various components, from the perspective of the front end and user experience as well as at infrastructure level, including data access, models and metadata. In addition, we consider support for different platforms, scalability, performance optimization techniques and security settings in this evaluation.

### **Strategy management**

Strategy management involves the definition and implementation of corporate visions and strategies using various methods and approaches (e.g. balanced scorecards, strategy maps, Six Sigma, strategic planning and simulation). Decisions should be aligned with the organization's vision and strategy. Therefore strategy management has to provide a framework that reflects strategic corporate goals in the medium to long term within performance management and planning.

## Market Execution

On the market execution axis, we rate the PM vendors in this Score using the following criteria and corresponding weightings.

**Table 2: Market Execution – Weighting of Criteria**

Criteria	Weighting
Product strategy	High
Customer satisfaction	High
Financials	Medium
Ecosystem	Medium
Sales strategy	Medium
Organizational strength	Medium
Marketing strategy	Low

### Product strategy

This is the most important of all the criteria. Vendors are rated on their product development track record, product roadmap and innovation, as well as the company portfolio's alignment with current market trends and demands.

### Customer satisfaction

In this year's Score we have included the customer satisfaction KPIs from The Planning Survey and The BI Survey. These take into account product satisfaction, vendor support and implementer support ratings reported by customers. The ratings of vendors that provide more than a single product are combined into a single rating. Vendors not included in The Planning Survey or The BI Survey (due to a limited number of survey responses from their customers) receive an average rating. This average rating stands for "satisfied" and does not negatively affect the score.

### Financials

This criterion covers the financial position of the vendor, from market capitalization, cash position and EBITDA to profitability, burn rate and investment rounds. For vendors that are private companies or don't break out the numbers for individual product lines, estimated figures are used.

### Ecosystem

In this category, we evaluate the extended ecosystem in which the vendor participates. This includes business partner networks, hardware or cloud infrastructure providers, consulting firms and systems integrators, and other technology alliances.

### Sales strategy

To rate a vendor's sales strategy, we look at the various channels through which the company goes to market: with both direct and indirect sales teams, through distributors, value-added resellers (VARs),



online channels as well as OEM relationships. We also evaluate the vendor's product pricing and sales models, such as perpetual licensing, support subscription, open source and freemium.

### **Organizational strength**

Vendors are rated on their organizational stability, which is influenced by consistency of corporate strategy, continuity of executive leadership, but also staff turnover, reorganization and layoffs.

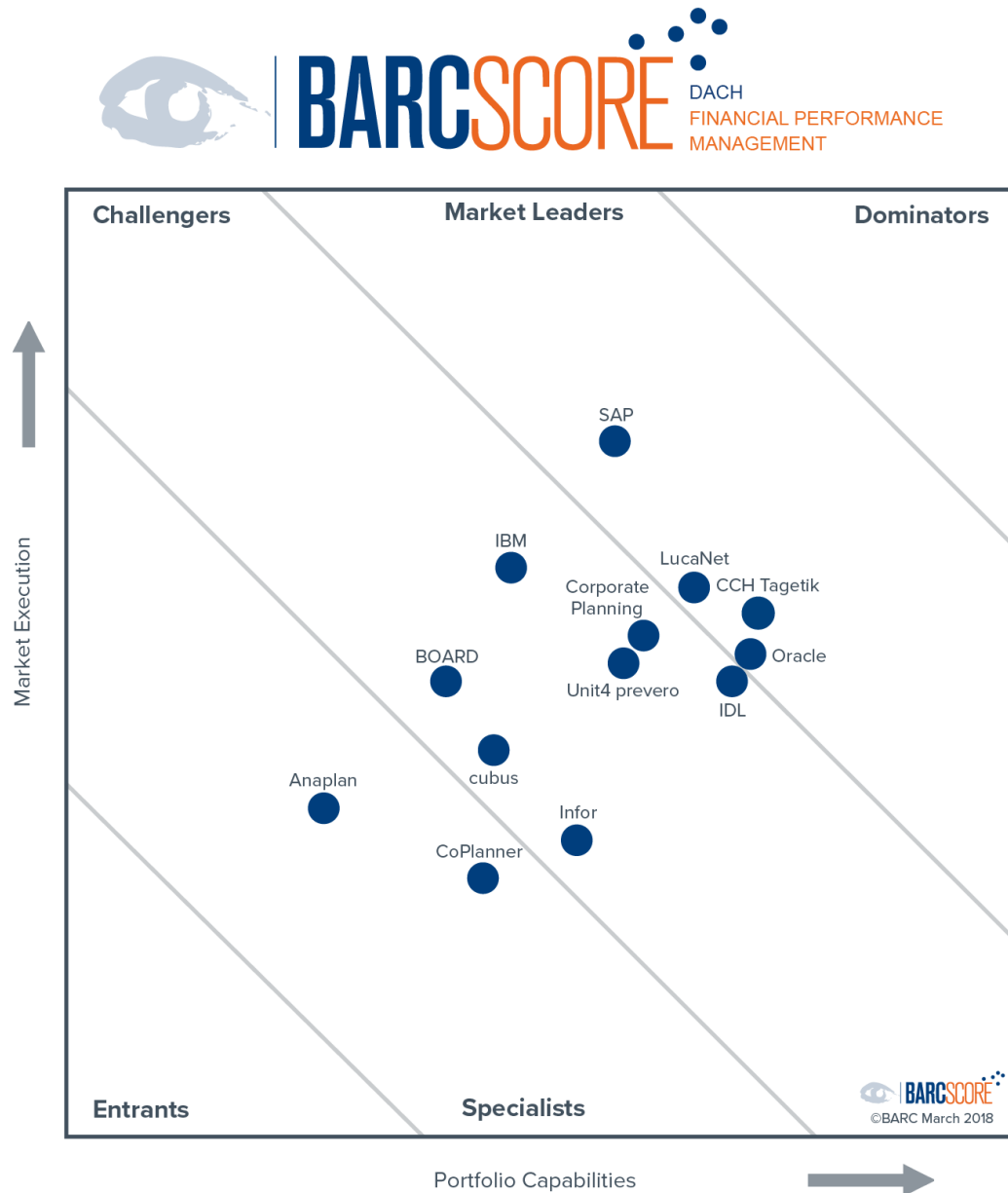
### **Marketing strategy**

A vendor's marketing strategy is evaluated by rating its corporate and product messaging, the company's presence in printed media, advertising and social networks, as well as its ability to run events, such as conferences, seminar roadshows and webinars.

## Score

Calculating the individual ratings for all criteria and all vendors produces two scores per company: the portfolio capabilities score and the market execution score, each being plotted on the corresponding axis and thus resulting in the vendor's dot on the following BARC Score graphic (see Figure 1).

**Please note: Only vendor-distinct functionality is rated in our vendor portfolio ratings, not that of integrated OEM products or partner solutions.**



Disclaimer: BARC Score is published by BARC GmbH (BARC). This chart is part of a larger research document, which contains explanations of the methodology and criteria behind the chart, and should be viewed in the context of the full document. BARC does not endorse any of the vendors featured in its research documents, and does not advise readers to select only those vendors with the highest ratings. Vendors appearing in the bottom left corner of this chart are market entrants or specialists and should not be interpreted as inferior. Those vendors in the top right area are not necessarily superior, but have strong portfolio capabilities and market execution.

**Figure 2: BARC Score Financial Performance Management DACH**

## Score Regions

Vendors can be positioned in one of five regions, depending on their total score on each of the two axes.

### Dominators

Dominators are vendors that drive both technology and market adoption in a highly influential manner. They possess both a broad portfolio of market-leading and dominating products with a strong brand as well as a robust commercial prowess through best-in-class sales and marketing programs, an extensive ecosystem of business partners and alliances, and a rock-solid financial position. Dominators are considered a contender in virtually every planned implementation.

### Market Leaders

Market Leaders are well established vendors that drive strong market adoption, supported by technology innovation and strategic acquisitions and by leveraging robust account management and a solid track record. Their portfolio enjoys high brand awareness in the market and covers an extensive range of technologies and services with only few gaps. Market Leaders typically have a large market share, making them a viable contender in almost all implementation scenarios.

### Challengers

Challengers come in various shapes and sizes. They can be large vendors tapping into a new market by acquisition and pushing their way in with force, small innovative companies with a promising portfolio but limited sales and marketing resources, or vendors that attempt to disrupt a market with a new technology approach or different business model.

### Specialists

Specialists are usually smaller vendors with a portfolio focused on a specific market segment. They can be either limited in their technical capabilities by concentrating on certain features and functions, or they may only focus on select geographic regions rather than the global marketplace.

### Entrants

Entrants are usually startups that have limited reach and visibility in the market. Their product capabilities are incomplete when compared to competitors, and the vendor's long-term market potential is still unproven.

## Evaluated Products

The latest versions of the following products are evaluated in this BARC Score:

Vendor	Product(s)
Anaplan	Anaplan
BOARD International	BOARD
CCH Tagetik	CCH Tagetik
CoPlanner	CoPlanner
Corporate Planning	CP-Suite
cubus	cubus outperform
IBM	IBM Planning Analytics (formerly TM1) IBM Cognos Analytics IBM Cognos Controller IBM Cognos Disclosure Management
IDL	CPM- and BI-Suite
Infor	Infor BI Infor d/EPM BIRST
LucaNet	LucaNet.Planner LucaNet.Financial Consolidation
Oracle	Oracle Hyperion Planning Oracle Hyperion Financial Management Oracle Business Intelligence Oracle Scorecard and Strategy Management Oracle EPM Cloud Oracle Enterprise Planning and Budgeting Cloud Service Oracle Planning and Budgeting Cloud Service Oracle Profitability and Cost Management Cloud Service Oracle Financial Consolidation and Close Cloud Service Oracle Account Reconciliation Cloud Service Oracle Enterprise Performance Reporting Cloud Service Oracle Enterprise Data Management Cloud Service Oracle Analytics Cloud
SAP	SAP Business Planning and Consolidation SAP BusinessObjects Enterprise SAP Analytics Cloud SAP BusinessObjects Strategy Management SAP Financial Consolidation SAP BusinessObjects Disclosure Management
Unit4 prevero	Unit4 prevero

## Vendor Evaluations

In the following section, we discuss each vendor and highlight their strengths and challenges based on customer surveys and market research by the authors.

Each vendor description includes vendor-related information, products covered in the BARC Score, and strengths and challenges.

## Anaplan

San Francisco, CA, USA

[www.anaplan.com](http://www.anaplan.com)

Anaplan is a US-based software vendor headquartered in San Francisco and founded by the people behind Adaytum (ex-IBM Cognos Planning). The company currently has a further 17 subsidiaries worldwide and a total of approximately 950 employees, with over 200 of them in research and development. Several major investors have financed Anaplan's growth and global expansion.

The Anaplan product began its development in 2006 and was officially released in 2011. The company's name is a combination of analytics and planning. The product represents a new generation of planning platforms developed with state-of-the-art technologies on a modern software architecture. Anaplan is a purely cloud-based product using an in-memory database to store data (with patented Hyperblock technology). The goal behind Anaplan's development was to create a new planning platform with the ease of use and flexibility of a spreadsheet and the scalability of an enterprise planning product in the cloud.

Anaplan targets corporate finance and business departments for FP&A and multiple supported use cases in large enterprises and groups worldwide. It has no particular industry focus. According to the vendor, it now has more than 800 global customers with a combined total of over 100,000 users. Implementations range from double-digit to several thousand users per installation.

As a cloud-based platform, Anaplan flexibly provides functionality for top-down as well as decentralized bottom-up planning approaches. With its platform approach, customers can create various planning models on different aggregation levels (strategic and operational planning) for an integrated enterprise planning approach (incl. financial planning). The vendor's in-memory database supports detailed planning models with data up to transactional level (articles, stores, employees etc.). Moreover, Anaplan and its partners offer more than 150 apps and planning models as predefined content via the App Hub site (e.g. for financial planning, sales planning, financial consolidation, strategy execution etc.).

### Strengths

- Technologically a modern and scalable cloud-based planning platform for use in business departments with complementary BI functionality
- Flexibility for a wide variety of planning approaches (centralized top-down, decentralized bottom-up) and planning topics (operational planning, financial planning etc.) with no industry focus
- Lots of predefined planning models and applications on Anaplan's App Hub site (e.g. for demand planning, capex planning, financial consolidation, strategy execution etc.)
- Top-ranked in BARC's Planning Survey 17 for the level of business benefits customers achieve with the product. 71 percent of Anaplan users say they would definitely recommend the product to other organizations.

### Challenges

- Cloud-only – the product is purely cloud-based and not available on-premises. Web access is essential to use the product (except for offline planning in the Excel add-in).
- Anaplan is essentially a planning product rather than a BI product. Besides functionality for OLAP analysis and screen-based dashboards, there is limited support for traditional BI topics such as standard reporting or ad hoc analysis
- Anaplan's flexibility can lead to complex handling, especially when implementing and building intricate applications
- Compared to its mid-market focused competitors, Anaplan is relatively expensive



## BOARD International

Chiasso, Switzerland

[www.board.com](http://www.board.com)

BOARD was founded in 1994 and employs more than 300 people worldwide. Both its European head office and software development headquarters with approximately 40 employees are located in Chiasso, Switzerland. A second regional US headquarters is located in Boston, Massachusetts. BOARD has 23 offices worldwide and a partner network in over 30 countries. Around 3,000 customers worldwide use BOARD to implement BI and planning projects. The company currently has a strong focus on internationalization, particularly by building up its presence in the United States.

BOARD provides a combined product consisting of a front end and a proprietary multidimensional database. It is a flexible development environment for creating dashboarding, reporting, analysis, planning and predictive analytics applications and can also be used to build financial consolidation and strategy management applications. BOARD offers strong functionality, especially for planning and simulation use cases, and provides a consistent environment for administration, development and utilization. Due to its tightly integrated front and back ends, the proprietary BOARD database allows only limited access for third-party front ends.

BOARD's product strategy is based on an "all-in-one" philosophy. The goal is to deliver an easy to use and technically homogeneous environment in support of BI and CPM. BOARD's vision is to enable business users to implement tailored solutions without significant IT support, based on an easy-to-use toolkit with no technical programming needed. Over the past few years, BOARD has strongly enhanced its innovative capacity, focusing on trending topics and providing new functionality. Besides BEAM (the vendor's analytical engine for advanced analytics), BOARD has introduced a cloud offering, based on Amazon Web Services or Microsoft Azure, and self-service capabilities (called Data Fast Track). With its current release, storytelling, collaboration and the incorporation of cognitive capabilities into the system (including cognitive search by natural language query (NLQ)) have been added to the product.

### Strengths

- Flexible product for developing planning, dashboarding, reporting, analysis and advanced analysis applications with tightly integrated system architecture of multidimensional in-memory database and front ends
- Graphical, business user-oriented development environment for creating (complex) planning and BI applications without technical programming skills
- Functionality for bottom-up (including workflow management functionality) and top-down planning approaches
- BOARD receives good feedback from its customers for its ease of use and flexibility for users in BARC's BI Survey 17

### Challenges

- Limited access for third-party front ends to the proprietary BOARD database
- Limited predefined business content provided by BOARD itself (e.g. for integrated financial planning) as the vendor focuses on enabling individually tailored solutions. However, BOARD has created the first templates for its cloud customers with more to follow.
- Limited capabilities for formatted print reporting compared to competition (as the vendor focuses on on-screen application delivery), but functional improvements have come with recent versions
- The product's flexibility can lead to quite complex handling for inexperienced users when implementing and building intricate applications

## CCH Tagetik

Lucca, Italy

[www.tagetik.com](http://www.tagetik.com)

CCH Tagetik is an Italian software vendor and solutions partner for CPM and finance-oriented corporate management. Founded in 1986 in Lucca (Italy) as a management consultancy, CCH Tagetik now specializes in CPM solutions, available on-premises and in the cloud. According to the vendor, 75,000 users at more than 1,000 customer organizations in 35 countries worldwide use its solutions. CCH Tagetik employs over 500 people worldwide. In 2017 Tagetik was acquired by Wolters Kluwer, a global company with revenues of 4.3bn Euro in 2016 that provides information, software and services to a variety of industries, including tax and accounting. After the merger the company was renamed CCH Tagetik.

The product is a unified web-based platform for CPM (financial consolidation, planning and budgeting), financial corporate management, risk management and compliance as well as disclosure management. CCH Tagetik targets mid-size and large companies (or groups of affiliated companies) with lots of users involved in corporate planning and/or financial consolidation processes. Additional regulatory solutions are available (e.g. IFRS, Solvency II) based on the CCH Tagetik platform.

From a planning perspective, CCH Tagetik is focused on integrated financial planning and budgeting, with top-down, bottom-up and mixed approaches all supported. Comprehensive workflow functionality (especially for bottom-up approaches) is available to control planning processes involving lots of planners. CCH Tagetik contains a predefined model for integrated financial planning (balance sheet, profit and loss statement, liquidity) that can be used by individual subsidiaries or at group level. Consolidation of plans is possible thanks to CCH Tagetik's integrated functionality for financial consolidation.

In terms of reporting and analysis, CCH Tagetik's integrated functionality is geared to on-screen display (not printing) of reports and dashboards. In version 5.2, a new analysis panel in the web client and Excel add-in was introduced for analyses by cell (drill down to details in a specific cell), by cube (pivot analysis for a specific range of data) or anywhere (free filtering of data room). Moreover, CCH Tagetik enables wizard-driven automatic cube generation for Microsoft SQL Server Analysis Services and third-party BI products (partly OEM) from XLCubed, Microsoft, pmOne and Qlik. The relational CCH Tagetik data model, usually stored in Microsoft SQL Server, Oracle or (since 2014) SAP HANA, is open to third-party access.

### Strengths

- Integrated product for financial planning (balance sheet, P&L, liquidity) for individual subsidiaries or at group level with additional CPM functionality (financial consolidation, risk management, disclosure management) targeted at mid-size and large companies
- Comprehensive predefined set of business rules for financial corporate management (financial planning and financial consolidation) and selected operational plans
- Comprehensive web-based workflow functionality with transparent status monitoring
- Business user friendly Excel add-in as well as web-based planning forms for data entry

### Challenges

- Implementation at SMEs with simple requirements involves relatively high effort
- If the flexibility of CCH Tagetik's standard financial data model ('Financial Workspace') is not sufficient (11 predefined dimensions, 5 additional dimensions with opportunity for double occupancy), the new Analytical Workspace offers flexible and scalable possibilities for open data modeling, financial performance management (e.g. regulatory reporting, IFRS 16), planning and analytics.

- Screen-based reporting and dashboarding, Word add-in-based disclosure management and PowerPoint add-in in CCH Tagetik itself – this is supplemented by integrated third-party BI products

## CoPlanner

Graz, Austria

[www.coplanner.com](http://www.coplanner.com)

CoPlanner was founded in 1989 in Graz, Austria, with the aim of supporting enterprises in implementing integrated BI systems by offering comprehensive business and technical expertise. The vendor currently employs 40 people and has, according to its own accounts, 500 customers with 2,500 implementations, primarily in Austria and Germany.

CoPlanner is a one-product-company. Since 2003, it has provided its BI and planning product CoPlanner, which is available in different specifications for small, medium and large companies. Data is physically stored in Microsoft SQL Server. Additionally, the vendor uses in-memory data storage on the CoPlanner server, which is synchronized simultaneously with the relational database. The product is a flexible development environment for all kinds of planning approaches (top-down, bottom-up or combinations of both). Business power users typically use it to create wizard-based individual planning applications requiring only minimal IT support (e.g. for data integration tasks or linking of sub-budgets in the data model via SQL).

The core of the product is CoPlanner's comprehensive planning functionality. The development environment provides flexible modeling of individual planning applications and integrated financial planning (balance sheet, profit and loss statement, liquidity) as standard. In typical implementations, CoPlanner is used by 30 to 40 concurrent users. However, there are also implementations with smaller and much larger numbers of users.

CoPlanner customers usually start off with planning projects but often have additional requirements for reporting, analysis or financial consolidation. For standard formatted reporting, CoPlanner provides an integrated, business user-friendly reporting module, which allows for creating on-screen reports as well as formatted print reports. Comprehensive options for formatting and layouting tabular as well as graphical reports are available. Moreover, for ad hoc query and individual analyses, CoPlanner Analyzer or a feature-rich Excel add-in are available. Add-ins for PowerPoint and Word are also provided.

### Strengths

- Integrated product for planning, reporting, analysis and financial consolidation with flexible modeling of individual planning applications
- Comprehensive planning functionality for bottom-up (including workflow management functionality) and top-down planning approaches
- Predefined model for integrated financial planning (balance sheet, P&L, cash flow)
- Feature-rich Excel add-in with cell-based and formula-based (dynamic) mode
- Integrated engine to present relationally stored data multidimensionally, including the option of third-party product access

### Challenges

- Comparatively limited BI capabilities for reporting and dashboarding – CoPlanner is rather a planning product with additional BI functionality
- Limited capabilities for predictive analytics and advanced analysis as well as mobile BI
- Microsoft SQL Server Integration Services is typically used for (complex) data integration tasks – it is not very business user-friendly and usually requires IT support
- Comparatively small vendor with a strong presence in Austria

## Corporate Planning

Hamburg, Germany

[www.corporate-planning.com](http://www.corporate-planning.com)

CP Corporate Planning AG (CP) is a software vendor and consultancy based in Hamburg, Germany. The company, which was founded in 1989, currently has approximately 130 employees worldwide. CP has regional and international offices in Germany, Austria, the Netherlands, Switzerland and the UK. The company is one of the largest planning software vendors in the DACH region.

CP offers solutions for operational management, integrated financial planning, financial consolidation and strategic management. The vendor combined its formerly separate products into the integrated CP-Suite. All modules have a common user interface and are based on an integrated database in Microsoft SQL Server. 3,900 customers worldwide use various modules of CP-Suite.

Corporate Planner, the planning product in CP-Suite, is targeted at business departments. The solution can be deployed both as a single desktop application as well as an enterprise solution for CPM and financial consolidation. Across its entire customer base, Corporate Planner is used by an average of 10+ users per installation, yet it also supports installations with significantly larger numbers of users.

Corporate Planner's strengths include its intricate dialog boxes and wizards as well as comprehensive planning functionality and predefined reports and analyses that support business power users in a variety of tasks. The product provides centralized top-down planning, decentralized bottom-up planning as well as a combination of both approaches. The vendor does not focus on any particular planning topics (financials, sales, HR etc.) or industries. For reporting, Corporate Planner offers various report types with many different possibilities. A comprehensive library of predefined business analyses is also available (e.g. variance, ABC and portfolio analysis), which users can run directly on their data. In the latest version, a new CP-Sales module provides functionality for sales controlling with enhanced flexibility for navigation in data and improved dashboarding capabilities. These new developments are a first step to enhancing CP's BI functionality for dashboarding, ad hoc queries and analysis. However, because, at least in the past, CP doesn't regard itself as a typical BI product for individual analyses, a so-called BI-Exit is available for accessing CP data with third-party front ends (Connectivity BI and Connectivity Qlik).

### Strengths

- Integrated, business user-oriented suite for operational management, financial planning, financial consolidation and strategic management
- Predefined planning functions and business analyses included as standard functionality
- Flexible capabilities for top-down and bottom-up planning. Predefined financial planning model.
- According to The Planning Survey 17, customers are largely satisfied with CP's planning functionality as well as the business value the product offers

### Challenges

- Limited suitability for environments with large numbers of users (>100 concurrent users) and complex structures
- Limited flexibility due to high degree of prefabrication. Restricted capabilities for reporting and (ad hoc) analysis. BI functionality has been extended with the new CP-Sales module. However, only CP-Sales customers can use these functions. They are not generally available to all users.
- Limited functionality for formatted print-oriented reporting (the vendor recommends its own Word add-in for this purpose)
- Limited capabilities for predictive analytics and advanced analysis

## cubus

Herrenberg, Germany

[www.cubus.eu](http://www.cubus.eu)

Founded in 1992 and based near Stuttgart, Germany, cubus currently has approximately 35 employees. According to its own accounts, more than 350 companies use its software.

Its product, cubus outperform, is an integrated CPM solution with functionality for planning, simulation, project portfolio management and strategy implementation (balanced scorecard). For ad hoc reporting and dynamic OLAP analyses on the web, cubus EV Analytics (formerly IBM Cognos Executive Viewer) is integrated in outperform. The product offers predefined business content, data models and logic. Aimed at business power users, outperform has a web-based user interface resembling Excel.

outperform provides a flexible platform for building individual, complex business logic for CPM and planning applications. The solution has no specific market or industry focus and is used by companies of various sizes and industries. outperform, however, does have predefined business content and logic for integrated profit and financial planning (P&L, balance sheet, cash flow), revenue and sales planning, HR planning, cost center planning, cost allocations, investment planning and project portfolio management. Customers can completely adapt and extend the models and logic to meet their specific requirements. Following initial implementation, business power users can work well with the solution and develop outperform applications in a self-service manner without specific programming skills. cubus EV extends outperform's range of functions with comprehensive functionality for OLAP analysis, ad hoc reporting and data visualization.

outperform uses multidimensional (Oracle Essbase, IBM Cognos TM1 or Microsoft SQL Server Analysis Services) and relational databases (Oracle or Microsoft SQL Server) for data storage. cubus has been rated as the most popular third-party client product for Oracle Essbase for the last three years in The BI Survey, underlining the fact that most cubus customers use the Oracle database rather than the Microsoft SQL Server Analysis Services or IBM Cognos TM1 database options.

### Strengths

- Integrated platform for planning, simulation, project portfolio management and strategy implementation (balanced scorecard) with predefined business content, models and logic
- Excel-like interface and web functionality, suitable for business users
- cubus consultants possess strong business expertise
- Year after year, cubus repeats its excellent 'Vendor support' and 'Implementer support' ratings in The BI Survey. Good vendor support invariably leads to customer satisfaction.

### Challenges

- Small German vendor with international presence through partners
- Limited functionality for formatted print-oriented reporting
- Limited capabilities for predictive analytics and advanced analysis
- Creating planning forms with Excel add-in is rather complex, yet offers a broad scope of functionality to Excel-skilled users
- Availability of Office add-ins with write-back functionality depends on the database technology used (available with Oracle Essbase and IBM Cognos TM1 only)



## IBM

Armonk, NY, USA

[www.ibm.com](http://www.ibm.com)

IBM is one of the world's largest vendors of IT hardware, software and services. The company, which generated \$ 79.9 billion in revenues in 2016, has a global workforce of approximately 380,000 employees and is active in over 170 countries. At the end of 2007, IBM purchased the Canadian software vendor Cognos for about \$ 5 billion (including Planning Analytics, formerly TM1) to become the center of its future BI product portfolio.

IBM offers a comprehensive portfolio of on-premises and cloud BI, performance management (planning, financial consolidation, disclosure management) and advanced analytics solutions. The core offering consists of IBM's Analytics portfolio, Planning Analytics, Watson Analytics and SPSS Predictive Analytics.

Planning Analytics (formerly Cognos TM1) – IBM's strategic planning product – is a core element in IBM's performance management portfolio and has been on the market since the 1980s. Due to Planning Analytics' rich functionality for planning and OLAP analysis, and its in-memory technology, the product plays a strategic role for IBM. Planning Analytics is essentially a high-performance, multidimensional in-memory database for planning and analysis with Excel and web front ends. The product is a development environment targeted at power users that, like Excel, is initially open for all kinds of applications (planning, analysis, strategy management). Therefore Planning Analytics has no dominant focus on certain topics and only a little predefined business content is available with the product. IBM's performance management portfolio is completed by IBM Cognos Controller for financial consolidation and regulatory reporting (originally developed by Swedish vendor Frango) and IBM Cognos Disclosure Management.

IBM's web-based BI suite Cognos Analytics (formerly Cognos BI) – the company's enterprise BI solution – provides functionality for use cases ranging from formatted and ad hoc reporting to analysis and dashboards. With the release of Cognos Analytics 11 in 2015, IBM's BI flagship product became equipped with capabilities allowing business users to upload personal data for analysis and link it with 'trusted' data sources, as well as a new user experience for HTML5-based dashboards, report creation and business user data preparation. To underpin the shift in product design, Cognos BI was renamed Cognos Analytics. The suite is typically used in large scenarios supporting the needs of many concurrent users as well as large data volumes. IBM's strategic goal and positioning is to provide capabilities that are accessible to every type of user in customer organizations.

For advanced analytics and data mining, IBM positions its SPSS offerings, including SPSS Modeler and SPSS Statistics. IBM Watson Analytics is a new cloud-based product focused on search-oriented visual, predictive data analysis. This solution is targeted towards business users and offers good support for data discovery with encapsulated cognitive capabilities.

### Strengths

- Extensive, scalable and well integrated product for formatted and ad hoc reporting; OLAP, visual and advanced analysis; and dashboard creation with Cognos Analytics
- Planning Analytics is a flexible product for business users with both web and Excel front ends for planning and OLAP analysis based on a high performance in-memory database
- Broad capabilities for data mining and advanced analysis with SPSS; visual business-user-oriented data discovery and cognitive BI with Watson Analytics
- Well established and expansive partner community with global product support and know-how

## Challenges

- Currently, there is no complete integration between the Cognos Analytics, Planning Analytics, SPSS and Watson Analytics products. However, integration of Cognos Analytics and Planning Analytics has improved with recent product versions.
- Limited predefined business content available with Planning Analytics
- Limited functionality for advanced analysis in Cognos Analytics. However, SPSS is available as a dedicated product.
- Comparatively expensive BI and planning products, although the cloud versions of Cognos Analytics and Planning Analytics offer alternatives for cost savings (Opex) and faster time to value

## IDL

Schmittgen, Germany

[www.idl.eu](http://www.idl.eu)

IDL is a solutions partner offering business, methodological and technological competencies in all aspects of financial consolidation, planning, reporting and analysis. The company was founded in 1990 and currently employs 120 people, based in its offices in Germany, Austria, Switzerland and France.

IDL's CPM suite includes modules for financial planning (IDL.FORECAST), operational planning, reporting and analysis (IDL.DESIGNER) and financial consolidation (IDL.KONSIS). It also has complementary products for annual reports, e-balance filings, XBRL reporting requirements in banks and structuring of raw data for analysis. IDL solutions can either run on-premises or as cloud services (Microsoft Azure). According to its own accounts, 850 corporate groups currently use IDL solutions. If required, third-party products can be used to enhance IDL's product portfolio (e.g. for ETL and operational planning). The vendor maintains a partnership with Cubeware (OEM products: IDL.IMPORTER, IDL.COCKPIT).

IDL.FORECAST is targeted at business departments, which often belong to a group of companies. Company-wide financial results plans (balance sheet, P&L, cash flow) at subsidiary or group level can be created using the product. Therefore, IDL.FORECAST provides a predefined financial (planning) data model with intertwined business rules, based on relational data storage. To address operational planning scenarios other than financial planning (e.g. sales or HR planning), IDL.FORECAST is complemented by IDL.DESIGNER. Operational plans, based on multidimensional databases (Microsoft SQL Server Analysis Services, IBM Cognos TM1), are integrated with financial plans at data level with predefined routines for data integration using ETL technologies that are available with the underlying databases (e.g. Microsoft SQL Server Integration Services, IBM Cognos TM1 Turbo Integrator) or IDL.IMPORTER. Thanks to the tight integration of IDL.FORECAST with IDL.KONSIS, it is possible to immediately consolidate plan data (or actuals) also taking into account planned intercompany allocations.

Besides its functionality for operational planning, IDL.DESIGNER is a central component of the IDL reporting platform and rounds out the portfolio with user-friendly, web-based functions to create ad hoc reports, analyses and dashboards. Its modern tile interface and Windows look and feel provide a user-friendly environment for designing individual reports and analyses with custom layouts.

### Strengths

- Comprehensive CPM product portfolio for planning, financial consolidation, reporting and analysis. If required, expandable with OEM products (e.g. for ETL).
- Extensive predefined business rules for financial planning and consolidation
- Transparent status monitoring for controlling planning and financial consolidation processes
- Business user-friendly, web-based solution for operational planning including workflow functionality, ad hoc reporting, OLAP analysis and dashboard design with IDL.DESIGNER

### Challenges

- Multidimensional operational plans with IDL.DESIGNER are integrated with relational financial plans at data level only with predefined ETL routines for data integration. Therefore, higher systems complexity due to different database environments, modeling techniques, user interfaces, data integration efforts etc.
- Platform support for IDL.DESIGNER limited to Microsoft SQL Server Analysis Services and IBM Cognos TM1. Formatted print reporting not a focus. Operational planning functionality is young.
- Implementation of (complex) financial management applications can require the help of external business consultants

## Infor

New York, NY, USA

[www.infor.com](http://www.infor.com)

Infor is a global US-based vendor of ERP, CRM, BI, SCM and other industry-focused business software solutions. The company was founded in 2002, has more than 170 offices in 41 countries and supports over 90,000 customers in around 200 countries. Infor is privately held by Golden Gate Capital, Koch Industries and Summit Partners.

Infor BI, the vendor's original BI product, was initially developed by MIS long before 2002. Several acquired products were combined into the Infor BI suite, which includes components for dashboards, reporting, (OLAP) analysis, planning and financial consolidation. With the acquisition of BIRST in 2017, Infor's BI portfolio has been enhanced with a cloud-based BI platform for formatted and ad hoc reporting, dashboarding and analysis. BIRST will be the strategic BI and analytics product in Infor's business software portfolio. Since the acquisition, Infor has changed its go-to-market and product positioning strategy significantly, splitting its portfolio into BI and CPM products. BIRST is now positioned to serve BI usage scenarios and Infor BI – Infor's existing BI and CPM product – to serve CPM usage scenarios. Infor BI and BIRST are marketed to mid-sized companies and large corporations in all industries.

Infor BI isn't an out-of-the-box BI solution. The platform provides a multifaceted development environment for tech-savvy business power users to build custom CPM and BI applications. Predefined CPM and BI applications are also available for various business functions and industries with Infor Dynamic Enterprise Performance Management (d/EPM), including strategy management, budgeting, planning and financial consolidation. Infor d/EPM combines Infor BI as a platform with comprehensive application offerings.

BIRST will be Infor's new cloud-based flagship platform for BI and analysis/data discovery. The product plays a significant role in Infor's BI and cloud strategy. According to the vendor, BIRST will be able to connect to Infor's operational systems such as ERP and CRM, as well as to Infor BI's underlying OLAP database in the future. One of BIRST's particular strengths is its access to many different data sources and their combination in the product's integrated semantic layer, which will be exposed to users.

## Strengths

- BIRST as a cloud-based BI platform with a modern semantic layer concept to provide both governance and consistency as well as data discovery to support agile development
- Infor BI as an integrated application suite for dashboards, reporting, analysis, planning and forecasting as well as financial consolidation with proprietary multidimensional data storage
- Strong functionality for ad hoc analysis and planning integrated in Excel (Infor BI Office Plus)
- Predefined analytics, BI and CPM applications with Infor d/EPM

## Challenges

- Currently, integration between Infor BI and BIRST is at data level only
- Infor BI's flexibility can lead to complex handling when implementing/building intricate applications
- Limited built-in functionality for data mining and advanced analysis in Infor BI; integration of some open source libraries such as R is provided
- Exceptionally negative feedback from Infor BI's customers in The BI Survey 17 in important areas like business benefits, customer satisfaction (recommendation, product satisfaction), customer experience (query performance) and innovation

## LucaNet

Berlin, Germany

[www.lucanet.com](http://www.lucanet.com)

Founded in 1999, LucaNet is a German vendor focused on corporate performance management addressing finance departments. The company is headquartered in Berlin with additional offices in Germany, Europe, Asia and the United States. According to its own accounts, LucaNet has over 2,000 customers worldwide.

LucaNet's software portfolio comprises solutions for consolidation, planning, financial reporting and additional financial management topics, which can be used in any desired combination. All products are targeted at business users and are based on a proprietary multidimensional, in-memory database (LucaNet.Financial OLAP Server). The database provides a predefined data model with intertwined business rules for establishing an integrated financial planning model and creating consolidated financial statements. There are over 140 predefined standard connectors for importing source data. It is also possible to collect and validate data via a web interface, including an intercompany reconciliation.

LucaNet's CPM solutions focus on financial consolidation, integrated corporate and financial planning as well as financial reporting and analyses. Since LucaNet's planning functionality is geared towards its consolidation logic, it is also possible to compare planned versus actual data at group level. For individual, flexible (ad hoc) reporting and analysis, LucaNet recommends its Excel add-in as a front end, or the enhanced functionality of various BI products available on the market such as Power BI, Qlik, Tableau, BOARD and others. Due to its open architecture, BI front ends capable of accessing OLAP data sources can access the LucaNet.Financial OLAP Server including all structures, hierarchies and values via XMLA.

In recent versions, the product's flexibility has been enhanced beyond its traditional focus on finance-specific content. An integrated development environment provides functionality to design individual forms, calculation rules and applications. Using the integrated development environment, LucaNet provides apps for several operational planning scenarios that can be used to feed the vendor's inherent financial planning model. They can be adapted to customer-specific needs and requirements.

### Strengths

- A business user-oriented CPM platform for integrated financial management of individual subsidiaries or at group level based on a proprietary multidimensional database
- Extensive predefined business rules for financial management – tight integration of (financial) planning and financial consolidation (IDW PS 880 certified)
- In The Planning Survey 17, LucaNet is ranked top by its customers for its predefined data connections. The vendor offers a great collection of 140 predefined connectors to operational systems with semantic support including drill down functionality (e.g. SAP, Navision, Diamant, proALPHA, DATEV, Sage etc.)
- In The Planning Survey 17, LucaNet achieved excellent results for performance satisfaction, project success, ease of use, vendor and implementer support, and overall customer satisfaction

### Challenges

- In terms of operational planning, flexibility is a problem encountered by customers in The Planning Survey 17. Support for operational plans (apart from integrated financial planning) is limited by LucaNet's flexibility (e.g. the number of dimensions in the data model is technically limited to a maximum of 11). Predefined apps for various operational plans are available.

- Limited functionality for individual reporting and analysis. However, proprietary OLAP cubes can be accessed by third-party BI front ends using XMLA or can be replicated in a standard DBMS
- Creation of (complex) apps for operational planning with LucaNet's integrated development environment is rather technical and can require consulting know-how from implementation partners



## Oracle

Redwood Shores, CA, USA

[www.oracle.com](http://www.oracle.com)

Oracle is one of the world's largest software and hardware companies, employing 138,000 people worldwide. With more than 430,000 customers and deployments, Oracle offers a comprehensive stack of cloud applications, platform services and engineered systems.

The vendor's BI and enterprise performance management (EPM) portfolio contains various on-premises and cloud products. On-premises, the well-known Oracle Hyperion EPM portfolio and the Oracle BI suite are available. However, in 2014, Oracle changed its general release strategy to "Cloud First", and the vendor now has a major strategic focus on enhancing its cloud portfolio. Oracle's EPM and BI cloud portfolio includes Oracle EPM Cloud and Oracle Analytics Cloud. A variety of other on-premises and cloud offerings complete Oracle's comprehensive product portfolio. Oracle's EPM portfolio includes applications for planning, financial consolidation, performance reporting, financial strategy management, profitability and cost management, account reconciliation and tax reporting.

Hyperion Planning, Oracle's on-premises planning product, was acquired with Hyperion Solutions in 2007 and is one of the most widely used planning products in the world with thousands of implementations. Based on Essbase as a multidimensional database, the platform is suitable for corporate planning as well as integrated financial planning. It is especially suited to centrally controlled, standardized planning applications in mid-size to large scenarios. Hyperion Planning is integrated with Oracle's other on-premises EPM products, such as Hyperion Financial Management for financial consolidation.

Oracle's entire EPM portfolio is now available in the cloud as EPM Cloud. This includes Planning Cloud (i.e. Enterprise Planning and Budgeting Cloud Service, Planning and Budgeting Cloud Service), Financial Consolidation and Close Cloud Service, and Profitability and Cost Management Cloud Service. All EPM Cloud solutions are based on a consistent technical architecture and can be deployed in a modular fashion.

For BI and analytics, the Oracle BI platform provides modules for developing and deploying dashboards, formatted reporting, ad hoc reporting and analysis. Oracle BI is available on-premises and as cloud services such as Oracle BI Cloud Service and Oracle Analytics Cloud. The vendor also continues to deliver expanded BI capabilities such as advanced visualizations and self-service with Oracle Data Visualization Cloud Service. Besides Oracle DV Cloud Service and Oracle BI Cloud Service, Oracle Analytics Cloud includes Essbase Cloud, a multidimensional database which can be used for scenario modeling, OLAP analysis and the creation of analytics applications.

Complementing the portfolio, Oracle Advanced Analytics is available for data mining as an extension to Oracle's RDBMS.

## Strengths

- Comprehensive portfolio of EPM applications in the cloud and on-premises covering financial and operational planning, financial consolidation and reporting
- Web-based BI product portfolio for formatted and ad hoc reporting, analysis and dashboarding in one suite available on-premises and in the cloud
- New modern modules for data discovery and search-based analytics
- Hyperion Planning and Oracle Planning Cloud offer comprehensive functionality for web-based, integrated corporate planning in top-down and bottom-up planning scenarios based on Essbase, the vendor's high-performance multidimensional in-memory database
- Suitable for enterprise BI and planning scenarios in mid-size to large companies. Planning Cloud has also gained adoption in smaller organizations.

- A variety of predefined applications is available for EPM and BI/analytics

### Challenges

- Integration between on-premises product lines, such as Oracle BI and the Hyperion product family, at data level only leveraging data models, structures and shared access in EPM Workspace portal with no integration at report/visualization level. However, pre-built integration is available between Oracle Planning Cloud and Oracle Analytics Cloud.
- Hyperion Planning is not well suited to a self-service approach in line of business. Due to its comprehensive functionality and setting options, the back end requires tech-savvy power users for administration tasks and to set up individual planning applications. However, back end complexity is reduced with Planning Cloud since Oracle looks after the technical operation of the system. Furthermore, packaged application content and wizard-based configuration enable faster deployment in the cloud.
- Oracle's cloud-first strategy for its BI and EPM portfolios might lead to transient functional disparity between cloud and on-premises offerings
- Comparatively expensive but the pricing of BI and EPM products is transparent. The cloud versions offer alternatives for cost shifting to future periods (OPEX instead of CAPEX) and faster time to value.

## SAP

Walldorf, Germany

[www.sap.com](http://www.sap.com)

SAP was founded in 1972 as a business applications company, long before it entered the BI market with the acquisition of Business Objects (BO) in 2008. Today SAP is one of the largest applications vendors worldwide. Its original strategy was to view BI as an extension of its all-inclusive ERP offerings. Therefore, SAP launched SAP Business Warehouse (BW) in 1998, a completely packaged and plug-and-play BI solution designed to complement SAP ERP applications. Today, SAP follows a dual analytics strategy with its front ends, which is aimed at delivering continued innovations for on-premises solutions while building new cloud solutions. For on-premises analytics, SAP offers the SAP BusinessObjects Enterprise, SAP Business Planning and Consolidation (BPC) and SAP Predictive Analytics products. In the cloud analytics segment, SAP Analytics Cloud consolidates analytics functionalities such as analysis, reporting, planning and predictive analysis for different users into one product built on the SAP Cloud Platform.

BPC – SAP's strategic on-premises planning product – is a core element in SAP's Enterprise Performance Management (EPM) portfolio. The product was originally developed by OutlookSoft based on Microsoft SQL Server as a database platform. Since the acquisition, SAP has developed a second version for BW, and it now sells both versions. With release 10.1, capabilities from BW Integrated Planning (SAP's own former BW-based planning product) were introduced into BPC. BPC 10.1 runs on BW on HANA and combines IP's integration in BW with BPC's ease of use. BPC is an integrated, Microsoft Excel and web-based solution for planning and financial consolidation that can be used to develop individual, workflow-based planning applications for various kinds of planning topics (sales, financials etc.) in a flexible manner. The latest version of the product (version 11) uses BW/4HANA as a basis, SAP's next generation data warehousing offering released in 2016. In addition to BPC, SAP's EPM portfolio contains several more products for financial close and consolidation (SAP BPC, SAP Financial Consolidation), reporting and disclosure (SAP Disclosure Management), strategy management (SAP Strategy Management) as well as other use cases.

BI capabilities in the SAP Analytics portfolio are available via SAP Analytics Cloud for cloud solutions and SAP BusinessObjects Enterprise for on-premises deployments. SAP Analytics Cloud is designed specifically for the cloud and combines the traditionally separate processes of data modeling, planning, reporting, visualization and predictive analytics into one solution aimed at business users. SAP Analytics Cloud can be integrated with SAP BPC in a so called hybrid scenario (aligning master data and transaction data). SAP BusinessObjects Enterprise incorporates various end-user tools with a moderate level of integration. The suite contains strong individual products as well as several clients for various types of analysis and capabilities for building custom guided BI applications that can be published to the web or mobile devices. The suite currently consists of the following products: SAP Crystal Reports, SAP BusinessObjects Web Intelligence, SAP Lumira and SAP BusinessObjects Analysis. Some products leverage the central Universe semantic layer to access data sources, while others access data sources directly. As a future direction, SAP's BI strategy is focused on combining SAP Analytics Cloud and SAP BusinessObjects Enterprise more closely into a hybrid solution that leverages the strengths of both platforms by supporting hybrid cloud and on-premises use cases.

### Strengths

- Extensive BI platform for formatted and ad hoc reporting, analysis, dashboarding and custom application development, suitable for large deployments (SAP BusinessObjects Enterprise)
- SAP Analytics Cloud integrates BI, planning and predictive capabilities in one product and also serves as the platform for the SAP Digital Boardroom solution
- Business-user-friendly experience for ad hoc reporting, analysis and visual analysis

- BPC is a flexible, integrated product for planning and financial consolidation, providing functionality for web and workflow-based planning and consolidation scenarios
- Well established and expansive partner community with worldwide product support and expertise. Knowledge of SAP products in the DACH region is especially strong.

### Challenges

- Product integration in the BI portfolio remains a work in progress with a future strategy focused on combining SAP Analytics Cloud and SAP BusinessObjects Enterprise more closely into a hybrid solution supporting hybrid cloud and on-premises use cases
- If the 'embedded' modeling option in BPC is chosen, the product's back end in BW requires technical staff to set up the database (cubes) and queries – not very business user friendly
- SAP offers a broad portfolio of separate BI and planning products for different use cases. Customers have to decide which product(s) best suit(s) their requirements.
- Strong focus on products such as Analytics Cloud and Digital Boardroom is leading to less innovation and fewer updates for the rest of the BI product portfolio
- Moderate customer feedback and level of satisfaction with vendor, products and functionality in The BI Survey 17 and The Planning Survey 17

## Unit4 prevero

Munich, Germany

[www.prevero.com](http://www.prevero.com)

prevero was originally founded as a consultancy in 1994. The company, now known as Unit4 prevero, is based in Munich, Germany, and has approximately 250-300 employees as well as an international partner network. In recent years, Unit4 prevero has grown into one of the largest CPM vendors in the DACH region in terms of software revenues, and claims to have a client base of more than 4,500 companies in over 30 countries. Its growth has been largely organic but was also boosted considerably by the acquisition of software vendors Winterheller in 2011 and MIK in 2015. In 2016 prevero itself agreed to be acquired by Unit4, a Dutch provider of enterprise applications (e.g. ERP) for service organizations.

Unit4 prevero's product portfolio includes the Unit4 prevero platform technology, which can be used for various BI and CPM use cases. Unit4 prevero is positioned as a flexible platform for tailor-made planning and BI solutions. The company also offers a web-based financial consolidation solution called Unit4 prevero Consolidation (OEM SigmaConso), which is integrated with Unit4 prevero at database level. For historical reasons, Unit4 prevero has a strong focus on the utilities sector and offers pre-built content specifically for this industry. Approximately 20 percent of Unit4 prevero's clients come from this sector. Despite this, Unit4 prevero positions itself as industry-neutral and now wins more new clients outside the utilities sector. Additional predefined industry and business applications are available for areas such as project performance management, strategic controlling and risk & opportunity management.

Unit4 prevero is targeted at business users who build BI and CPM applications with the help of wizards. The product provides a flexible development environment for building individual applications for planning, reporting and analysis, which is supported by dialog boxes and requires no knowledge of scripting.

Unit4 prevero provides comprehensive capabilities for supporting top-down, bottom-up and mixed planning processes. Planners can enter budget data in the full client, HTML5 web client or Excel add-in. Aside from customized planning applications, Unit4 prevero also offers a financial planning module for companies across all industries. Furthermore, broad functionality is available for reporting and report creation with a tabular grid that closely resembles Excel in the full client. For data storage and navigation, Unit4 prevero uses a ROLAP approach and offers typical OLAP navigation capabilities in its clients.

### Strengths

- Integrated, feature-rich platform for CPM and BI aimed at business users
- Strong reporting functionality with development in an environment resembling Excel (full client)
- Comprehensive functionality for top-down, bottom-up and mixed planning methods
- Predefined business applications and content (topical and industry-focused applications)
- BARC's BI and Planning Survey 17 reveal that customers are largely satisfied with the vendor's flexibility and breadth of functionality. Complaints about inflexibility are almost non-existent.

### Challenges

- Comparatively limited functionality for tool-based ad hoc reporting for business users. Currently only available in Unit4 prevero's full client (it is restricted in the web client).
- Currently, the functionality of the HTML5 web client is limited compared to the full client (e.g. no administration, no modeling)
- Scheduled, periodic report distribution is rather technical and has to be done by administrators using macros and Windows tasks on the Unit4 prevero server
- Limited capabilities for predictive analytics and advanced analysis

## Other Vendors

There are many other established software vendors in the DACH region that provide mature and very useful technology, which may be ideal for organizations looking for a PM solution. However, due to the inclusion criteria applied in this report, those vendors are not evaluated in detail. To complete the market overview, here is a selection of those providers (this does not claim to be a complete list).

### **Adaptive Insights**

Palo Alto, CA, USA

[www.adaptiveinsights.com](http://www.adaptiveinsights.com)

Cloud-based BI and planning product with modules for planning, financial consolidation, reporting and analysis.

### **Bissantz**

Nuremberg, Germany

[www.bissantz.com](http://www.bissantz.com)

Flexible, integrated BI product for dashboards, ad hoc reporting, advanced analysis (including statistical and data mining methods) and operational planning featuring patented visualization capabilities.

### **Cubeware**

Rosenheim, Germany

[www.cubeware.de](http://www.cubeware.de)

Integrated, business user oriented platform for data management, modeling, dashboards, ad hoc reporting, OLAP analysis and operational planning based on multidimensional databases.

### **Denzhorn**

Ulm-Jungingen, Germany

[www.denzhorn.de](http://www.denzhorn.de)

Standardized software product for integrated financial, results, sales, investment and HR planning.

### **elKomSolutions**

Tuttlingen, Germany

[www.elkomsolutions.de](http://www.elkomsolutions.de)

Software for integrated corporate planning and financial consolidation based on IBM Cognos TM1 technology (database, data integration and front ends).

### **Jedox**

Freiburg, Germany

[www.jedox.com](http://www.jedox.com)

Flexible BI solution for planning, reporting and analysis that runs on the company's own multidimensional database. The underlying philosophy of Jedox Suite is to extend the familiar Excel environment with specific BI functionality.

### **Kern Allevo**

Freiburg, Germany

[www.kern.ag](http://www.kern.ag)

Allevo integrates with SAP ERP CO to provide Excel-based operational planning, analysis and visualization of SAP ERP CO data in the field of operational BI.

### **Longview**

Markham, Canada

[www.longview.com](http://www.longview.com)

Longview provides CPM and BI products with options for on-premises, private cloud and public cloud deployments (Longview CPM, Longview Analytics powered by arcplan, Longview Plan powered by Tide-mark).

### **macs Software**

Zimmern, Germany

[www.macscontrolling.com](http://www.macscontrolling.com)

Modular software product family for accounting and controlling with integrated planning functionality. Flexible combination of different software modules is possible.

### **OneStream Software**

Rochester, MI, USA

[www.onestreamsoftware.com](http://www.onestreamsoftware.com)

CPM product with functionality for financial consolidation, planning and analytics.

### **Procos**

Vaduz, Liechtenstein

[www.procos.com](http://www.procos.com)

Flexible budgeting and planning software for operational as well as strategic planning (balanced score-carding).

### **Prophix**

Mississauga, Ontario, Canada

[www.prophix.com](http://www.prophix.com)

Integrated BI product for planning, analysis, reporting, dashboarding and financial consolidation focused on mid-sized companies and based on the Microsoft BI platform.

### **PST**

Freising, Germany

[www.pst.de](http://www.pst.de)

Integrated software for dashboarding, reporting, OLAP analysis and planning based on the Microsoft BI platform.

### **Software4You**

Munich, Germany

[www.software4you.com](http://www.software4you.com)

Software for planning and corporate controlling with a particular focus on HR planning.

### **Solvistas**

Linz, Austria

[www.solvistas.com](http://www.solvistas.com)

Software suite with separate modules for planning (financials, costs, liquidity, sales), analysis based on key figures and balanced scorecarding.

### **SWOT**

Berlin, Germany

[www.swot.de](http://www.swot.de)

Standardized software product for integrated financial planning and corporate controlling focused on small to medium-sized enterprises.

### **Thinking Networks**

Aachen, Germany

[www.thinking-networks.de](http://www.thinking-networks.de)

Flexible planning software for creating tailored applications focused on sophisticated planning requirements and innovative planning approaches.

### **Valsight**

Potsdam, Germany

[www.valsight.com](http://www.valsight.com)

Innovative platform for interactive, driver-based simulation and corporate management based on operational and strategic drivers. Scenario simulation of action alternatives and measures considering uncertainties and risk simulations (Monte-Carlo).



## Related Research Documents

The following BARC and CXP Group documents complement this BARC Score report:

- **BARC Access:** Access to BARC's complete research portfolio, including product reviews with detailed insights into more than 40 BI solutions, covering all the major players in the BI space  
<http://barc-research.com/research/business-intelligence/>
- **BARC Study "Softwarewerkzeuge für die Planung":** Detailed information on the market-leading planning products in the DACH region. The study scores products from different vendors for use in mid-size and large companies (in German language only).  
<http://barc.de/planung>
- **BARC Score Enterprise BI and Analytics Platforms:** A quick and clear overview of the international BI products market based on a combination of detailed end-user feedback and thorough analysis of products and vendors.  
<http://barc-research.com/barc-score/bi-score/>
- **BARC Score Advanced Analytics Platforms:** This report focuses on vendors offering advanced analytics and data mining platforms. It analyzes the strengths and challenges of all the leading vendors in the market as well as a number of smaller players that often have less visibility, but equally offer outstanding value to their customers.  
<http://barc-research.com/barc-score/advanced-analytics/>
- **BARC Score Data Discovery – Data Preparation, Visual Analysis and Guided Advanced Analytics for Business Analysts:** Data discovery is currently one of the world's most influential BI trends. The demand for flexible, user-friendly tools that can be used to efficiently analyze and research data is rising accordingly. BARC Score Data Discovery provides a market segment overview that clearly addresses the strengths and challenges, current market position and functional scope of individual providers, and serves as a valuable guide for the selection of software.  
<http://barc-research.com/barc-score/barc-score-data-discovery/>
- **The BI Survey:** Research based on the world's largest annual survey of BI end users looks at the latest trends, compares software products in detail and reveals how real-world users currently rate their BI vendors and products.  
<https://bi-survey.com/>
- **The Planning Survey:** The world's largest vendor-independent survey on the use of planning products looks at the latest trends, and features user ratings of the leading planning vendors and products.  
<https://bi-survey.com/>
- **BARC BI Trend Monitor:** BARC's BI Trend Monitor study gives BI practitioners a platform to have their say on the trends currently shaping the BI and data management market, supplemented by additional commentary and analysis from BARC analysts.  
<http://barc-research.com/research/bi-trend-monitor/>
- **The PAC SITSI Research Platform:** Market and vendor analyses on analytics and many other topics by PAC, a CXP Group company.  
<https://www.pac-online.com/sitsi>

## BARC Consulting Services

What's included	BARC Score Paper	MyScore Workshop	MyScore Short List
	990 EUR	3,900 EUR	11,900 EUR
<ul style="list-style-type: none"> <li>BARC Score Paper               <ul style="list-style-type: none"> <li>Score Methodology</li> <li>Score graphic</li> <li>Page per vendor with                   <ul style="list-style-type: none"> <li>Vendor and product description</li> <li>Strengths and challenges</li> </ul> </li> </ul> </li> </ul>	✓	✓	✓
<ul style="list-style-type: none"> <li>Analyst inquiry time (connect directly with BARC analysts)</li> </ul>	one hour	During the workshop	During the workshop
<ul style="list-style-type: none"> <li>Explanation of the BARC Score concept</li> </ul>		✓	✓
<ul style="list-style-type: none"> <li>Introduction of the vendors rated in BARC Score, as well as other interesting players</li> </ul>		✓	✓
<ul style="list-style-type: none"> <li>Requirements discussion and weighting</li> </ul>		During the workshop	Dedicated requirements analysis workshop
<ul style="list-style-type: none"> <li>Verbal tool recommendation</li> </ul>		✓	✓
<ul style="list-style-type: none"> <li>Presentation of documented short list (with filters, exclusion criteria, explanation per excluded vendor)</li> </ul>			✓

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