A BPM Partners Research Note

Vendor Landscape Matrix

Financial, Strategic, and Operational Business Performance Management

June 2020

bpm PARTNERS

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Executive Summary

The Business Performance Management (BPM) market was impacted by two major forces this year that reinforced each other: the continuing growth of Finance transformation projects and the pressing need for systems to help companies manage through a challenging economic environment. While budgeting and planning remains a top priority, scenario modeling, continuous forecasting, strategic planning, cash flow forecasting, profitability optimization, and operational analysis have grown in importance during this period of economic uncertainty. All of these capabilities require one or more elements of financial consolidation to provide reliable actuals data to drive the models and analysis. The vendors are responding with consolidation solutions that are more powerful while at the same time easier to use.

Dashboards continue to be part of most projects although not always populated with KPI scorecards. While customer satisfaction ratings for their vendor's dashboard functionality went up this year, there is still much room for improvement. End user interest in Artificial Intelligence and Machine Learning capabilities remains lukewarm at best, but vendors have started to leverage these technologies in ways that provide real value. We believe interest and adoption of AI/ML in BPM will pick up as these new vendor offerings roll out. Many vendors are now delivering workforce planning solutions, which go beyond salary planning to focus on managing resources and skillsets to achieve business goals. Integrated business planning has returned in a big way. While in the past the term was used primarily in manufacturing companies it is now a cross-industry term denoting the unification of strategic, financial, and operational plans.

Most vendors now consider themselves a 'Unified Platform', which combines the best of two approaches: a 'Unified Product' paired with an 'Extensible Platform'. A 'Unified Platform' delivers a single product for core functionality combined with a platform for specialized solutions. One component that is delivered outside of this approach by some vendors is financial consolidation. Due to the depth of specialized functionality and pricing considerations, consolidation is sometimes offered as a separate product that integrates with the platform. In summary, performance management solutions are more capable than ever before and they continue to adapt to changing market conditions and needs, as well as taking the lead when it comes to leveraging the latest technologies to provide real business value.

The purpose of the BPM Partners Vendor Landscape Matrix is to provide a point-in-time snapshot of all the core players, their status in the market, and the focus of their offerings. The BPM Partners Vendor Landscape Matrix covers financial, operational, and strategic performance management in a single, unified report. Information is presented in a summary grid, along with vendor by vendor commentary, attribute checkmarks, and customer satisfaction ratings collected as part of the annual BPM Pulse Survey. This document will be updated periodically to reflect the most current information available. We believe that this information should enable organizations to focus their vendor selection activities around those vendors most likely to meet their needs, saving time and money in the process. This report is not intended to replace the thorough due diligence, analysis, and detailed evaluations and comparisons that we recommend be conducted as part of any BPM vendor selection process. Information about our own services in this area is included at the end of this document.

All of the data contained in this document has been independently researched and compiled by BPM Partners, Inc.

The customer satisfaction data is from the 2020 BPM Pulse Survey which was conducted during April/May 2020, except where noted otherwise.

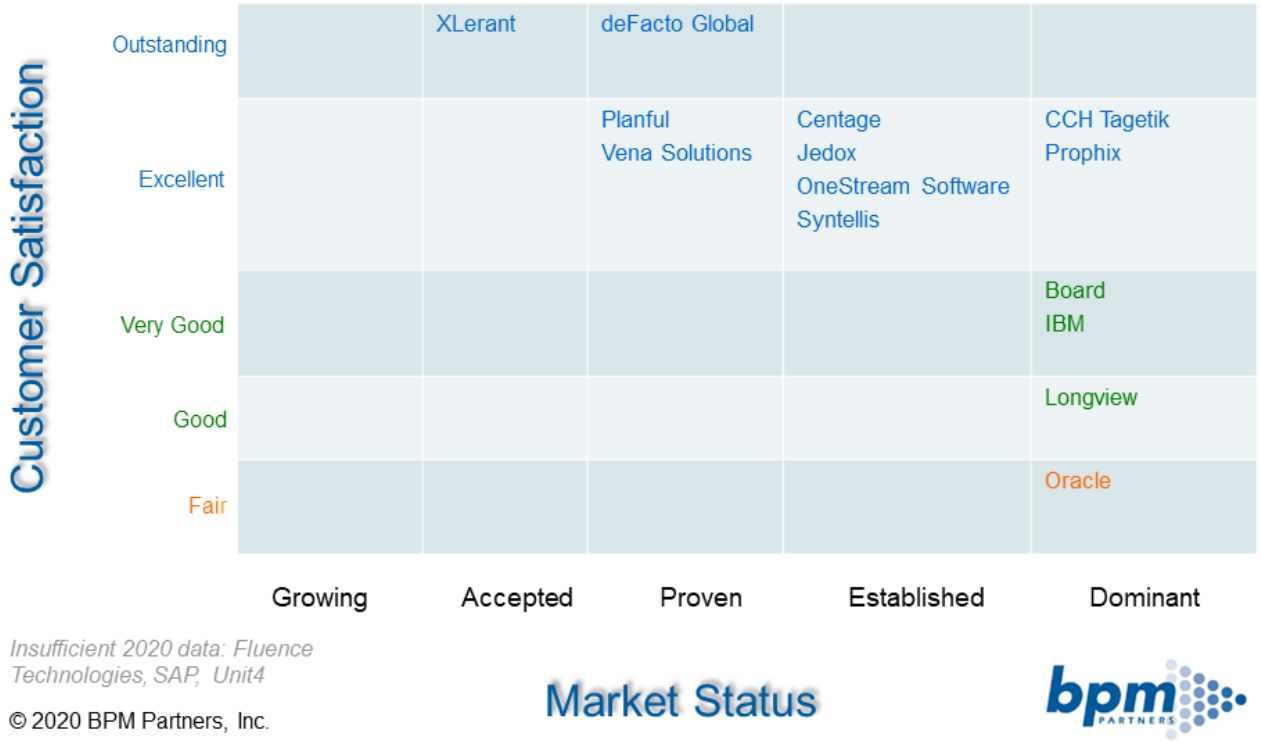
NOTE: This is an abridged edition of BPM Partners' Vendor Landscape Matrix report.

The BPM Vendor Landscape Matrix Explained

This grid is only for Business Performance Management (BPM) Vendors. It is therefore important to understand how we define BPM:

- BPM is a set of integrated, closed-loop management and analytic processes, supported by technology, that address financial as well as operational activities.
- BPM is an enabler for businesses in defining strategic goals, and then measuring and managing performance against those goals.
- Core BPM processes include financial and operational planning, consolidation and reporting, modeling, analysis, and monitoring of key performance indicators (KPIs) linked to organizational strategy.
- Operational Analytics focus on the performance of key business areas including Sales, Marketing, Customer Service, Manufacturing, R&D, IT, and HR.
- From a technology perspective: all vendors in this report offer a cloud version of their product. For some vendors this is simply a hosted version of their on-premise offering. For others it is a new product that co-exists with an established on-premise offering from that same vendor. Of course, some vendors started in the cloud (or completely re-architected their on-premise offering for the cloud) and do not offer an on-premise alternative. When it comes to mobile, most vendors provide an HTML5 web interface that makes their full product set available for access from any device.
- On the application front: vendors continue to focus on ease-of-use enhancements, pre-packaged solutions to accelerate time to value, and streamlining the integration of familiar Microsoft Office components throughout their product sets.
- Inclusion in the Vendor Landscape Matrix is based solely on BPM Partners' evaluation of vendor activity in the field as it relates to performance management. Only the most active vendors competing for and successfully delivering BPM solutions in the North American market are included in this grid. Vendors may be excluded if they do not offer one or more of the core capabilities required of BPM systems, or if their sales and/or R&D focus is weighted towards existing and new joint customers of non-BPM products offered by their parent company.

BPM Partners North American Vendor Landscape Matrix for Performance Management - June 2020



Insufficient 2020 data: Fluence Technologies, SAP, Unit4

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This matrix objectively places the active BPM vendors according to their customer satisfaction level, and their relative momentum in the market. It is updated periodically. Within a particular box, vendors are organized alphabetically.

The horizontal axis identifies vendors by their current market status and momentum, usually determined by number of customers globally, market presence and growth rate. For vendors that focus primarily on large, complex, enterprise deals with a high total contract value we utilize a 3x multiplier to determine customer count equivalents:

- *Growing*: vendors that are beyond the 'start-up' phase and are beginning to add customers on a regular basis; customer count has not yet reached 50
- *Accepted*: vendors that have demonstrated good traction and momentum and continue to add customers; customer count is typically 50 to 200
- *Proven*: these vendors have been successful with many customers and continue to have a solid win rate; customer count is in the hundreds (over 200 to 1,000)
- *Established:* vendors that are leaders in their market segment (a combination of target company size, required functionality, and degree of complexity) based on widespread adoption; customer count is in the thousands (over 1,000 to 3,000)
- *Dominant:* vendors that dominate their market segment (a combination of target company size, required functionality, and degree of complexity) based on having a sizeable community of customers, often developed over many years in the market; customer count has reached or exceeded 3,000

The vertical axis reflects the overall customer satisfaction rating for the vendor's offerings as determined by the most recent BPM Pulse survey. While the horizontal access is in effect measuring market success, this axis is measuring customer success as evidenced by their satisfaction. Ultimately, a vendor needs to succeed in both areas to continue to thrive. The categories for this axis are based on overall customer satisfaction ratings on a 1 to 5 scale, with 5 representing 'highly satisfied':

- *Outstanding:* 4.75 or better average rating from all vendor customers that participated in the most recent BPM Pulse survey
- *Excellent*: 4.5 - 4.74 average rating from all vendor customers that participated in the most recent BPM Pulse survey
- *Very Good:* 4.25 - 4.49 average rating from all vendor customers that participated in the most recent BPM Pulse survey
- *Good*: 4.00 - 4.24 average rating from all vendor customers that participated in the most recent BPM Pulse survey
- *Fair:* Less than 4.0 average rating from all vendor customers that participated in the most recent BPM Pulse survey
- *Insufficient Data*: Not enough vendor customers participated in the most recent survey to yield a valid result. However, although prior year data is not used for placement on the grid, it is included for reference purposes on the individual vendor page and noted as prior year data.

The BPM Partners Vendor Landscape Matrix is intended to provide objective, informative placement of the various vendors based on factual, measurable data: number of customers, deal size and BPM Pulse ratings.

Vendor Details

For each vendor included in the matrix we have included brief comments, usually highlighting what's new or unique about the vendor. Where available we have also included customer satisfaction ratings for 15 key attributes as well as an overall score (which is provided by respondents, not mathematically derived). This data comes directly from the 2020 BPM Pulse Survey which had responses from over 330 companies. Respondents who rated vendors/products self-identified themselves as users of the vendors/products being rated. They were asked to rate their vendor and product satisfaction on a 5 point scale with 1 being the lowest and 5 being the highest. The attributes being rated (and their grid codes) were:

- Overall satisfaction
- Price/value (Price)
- Budgeting/Planning Functionality (BudF)
- Financial Consolidation Functionality (ConF)
- Reporting Functionality (RepF)
- Dashboard Functionality (DshF)
- Analytics Functionality (AnlF)
- Ease of use (Use)
- Ease of implementation (Impl)
- Ease of administration (Admin)
- Ease of integration (Integ)
- Finance self-sufficiency (FSS)
- Performance/Scalability (Perf)
- Customer Support (Supp)
- Vendor/partner consulting (Conslt)
- Product Innovation/Enhancement (Inno)

Our interpretation of these ratings is represented as follows:

The vendor ratings appear on each individual vendor page and in comparative multi-vendor charts. On the individual pages the vendor's **Excellent** and **Outstanding** attribute ratings are bolded, and the functionality ratings are highlighted. Vendors that did not get assessed in the 2020 BPM Pulse Survey, or did not have sufficient data to provide an accurate rating, are noted with "insufficient data" on their individual page. If they had sufficient data in a recent prior survey year that data is included and so noted. Note: vendors without current year ratings are placed in the 'insufficient data' section of the VLM grid, even if they do have prior year ratings.

In addition, we have included a set of vendor checkboxes to highlight specific product and vendor capabilities. The key to the current set of checkboxes follows.

Key to Vendor Checkboxes

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
See below	*See below*	*See below*	*See below*	*See below*	*Revenue Range*	*See below*	*Yes/No*

Functionality

Core: How the vendor delivers the core performance management functionality of budgeting, forecasting, planning, reporting, consolidation, and dashboards:

'Unified' – single product delivering all core functionality (unless noted otherwise)

'Modular' – multiple modules optimized for key components of core functionality

'Separate Products' – multiple products for different components of core functionality, usually priced separately

'Platform' - single platform with a downloadable library of apps for core capabilities

'Unified Platform' – single product for core functionality combined with a platform for specialized solutions

Specialized: Focused solutions the vendor offers that address specific use cases within the core areas of performance management:

'Statutory' Consolidation – Version of consolidation designed for legal/statutory reporting with robust functionality usually tailored to meet individual country requirements

'Disclosure' Management – Support for the collaborative "last mile of Finance"

Granular 'Profitability' – The ability to handle detailed profitability analysis usually requiring high volumes and complex allocations

'Sales' Planning – Operational planning focused on Sales that usually includes territory, quota, and compensation management

'Workforce' Planning – Going beyond salary planning, which all vendors provide to different degrees, the focus is on talent management and identification of gaps in required skills

Pervasive 'Analytics' – While all vendors provide basic analytics capabilities, usually in a separate module or work area, pervasive analytics make analysis and visualization available throughout the product

'Benchmarking' – Provision of peer company data and streamlined integration

Complementary: Additional solutions the vendor offers that extend the value of performance management while going beyond the usual core functionality:

Account 'Reconciliation' – Enhances accuracy by automating the reconciliation process, implementing controls, and flagging discrepancies

'Transfer Pricing' – Supports profitability analysis and tax liability calculations

'Tax' Provisioning and Reporting – Reduces the time and increases the accuracy of collecting and reporting tax data

Advanced: Capabilities the vendor adds that enhance multiple aspects of the solution:

'RPA' - robotic process automation: the streamlining of multi-step tasks or prompting of steps in a previously used sequence (steps used last year to enter and submit the budget for example)

'NLQ' - natural language query: the ability to type or speak requests in native language, for example - 'show me this month's sales'

"NLG' - natural language generation: the ability to output results in native language, for example to generate a narrative to explain results

'Predictive Analytics ML' – Going beyond predictive analytics leveraging statistical methods, adding machine learning/deep learning capabilities can more accurately determine the likelihood of a future outcome based on analyzing a high volume of historical data, while also being able to generate the forecast itself and select the best drivers

'Anomaly' Detection - The ability to flag data that is outside the expected norm, such as a typo when entering a budget or out of range data when loading actuals

'Prescriptive' Capabilities – The product offers guidance and suggestions on action to take based on analysis of the data

Profile

UI: The primary interface of the vendor's core product (note - whether it is the primary interface or not, most products interface with Excel for specific tasks):

'Excel' – Excel is the primary interface

'Own' – Purpose-built interface

'Excel Option' – Can use vendor's own interface or opt to use Excel

Market: The vendor's product and sales/marketing model is designed for particular target market segments (and priced accordingly). The target market by revenue is expressed in $US ranges. Most vendors will have customers above and below these ranges as well.

Note: Vendors are grouped together in this report based on the market segment of the majority of their customers (Primary Market Size): Small/Midmarket, Midmarket/Large, and Upper Midmarket/Large/Enterprise

Deploy: Deployment options:

'Cloud' - Hosted/SaaS single-tenant version or multi-tenant cloud solution

'OnPrem' – On premise version

'Same'- Indicates the on premise and cloud version are the same product (same code base) which should mean they have the same features and functionality (other than the capabilities offered by the deployment method itself)

Apps: The vendor provides a Library/Exchange/Hub/Marketplace of solutions/apps (Yes/No).

Vertical Focus/Vertical Success: This item is included for selected vendors that have expertise, significant success, and/or content related to specific industries. Vertical Success is used for cross-industry vendors while Vertical Focus is used for vendors that only focus on the listed industries.

Core Strengths

These attributes are assigned by BPM Partners based on vendor input, and are designed to highlight each vendor's core strengths and key capabilities. It is important to note that the absence of a particular strength does not mean that the vendor does not have that attribute, just that other attributes were more representative of that vendor. The greatest value comes from viewing a vendor's core strengths as a whole and determining how closely they match the profile of your ideal vendor. For 2020 the available twelve Core Strengths are:

Ease

- ✓ Ease of Use
- ✓ Product Flexibility

Cost

- ✓ Low Total Cost of Ownership
- ✓ Quick Implementation

Power

- ✓ Performance/Scalability
- ✓ Complexity Handling
- ✓ Depth and Breadth of Functionality

Reach

- ✓ Integrated Business Planning
- ✓ Easy Expandability
- ✓ Regulatory Compliance

Added Value

- ✓ Vertical Focus
- ✓ Advanced Technologies

Key to Vendor FactBox

The Vendor FactBox is designed to provide additional useful information about each vendor to aid in decision-making. It is intended to supplement the vendor matrix, commentary, checkboxes, and customer satisfaction ratings and complete the picture.

Years in Performance Management Business: This represents the years of experience the vendor has in this field. For performance management focused vendors it is the number of years in business, for larger vendors with multiple product lines it is specifically focused on just the performance management business. Where a vendor entered the market through an acquisition the number of years includes the years the acquired company was in business prior to the acquisition.

North American Business %: This number represents the portion of the vendor's business that was North American focused in the past year. While a larger percent indicates a vendor with significant focus and traction in this market, a smaller percent indicates a vendor with more global experience.

Number of Partners: The number of partners includes reseller, implementation, and technology partners and is an indication of the ecosystem that has developed around this vendor's offerings. Note: if the vendor implementation % is low it is desirable for the number of partners to be high so there is a wider range to choose from.

Vendor Implementation %: Going hand in hand with the partners number this percent indicates the degree to which this vendor does their own implementations versus relying on third-parties. A higher number means the vendor does most of the implementations themselves, a lower number means more are done by partners. It should be noted however that even when a third-party is involved in the implementation most vendors maintain a design and quality assurance role.

Update Frequency: Frequency of minor/major *cloud* updates (not including urgent patches).

Pricing: Pricing varies widely and is impacted by many factors including volume, number of years commitment, existing relationships, sales promotions and who the competitors are. However, we set out to create a basic guide to enable you to determine the relative price positioning of the vendors. For most organizations pricing is a key decision factor and this guide should assist in setting appropriate expectations.

We compared the annual per user pricing (total annual subscription fee including any foundation / core / module /process / instance / fixed costs plus any workspace and cloud management fees, divided by the number of users) for a 50 user cloud-based planning system. We looked at typical/average street pricing (as opposed to list price). Some vendors price by company size so we identified the high-end and low-end, while others offer different versions with their own prices. We then assigned a symbol based on the pricing band the vendor's price fell into. Also, be aware that for some unified solutions the planning price may include access to financial consolidation and other functionality at no additional cost.

$ = under 1,000 per user per year	$$$$ = 2,000 - 2,499 per user per year
$$ = 1,000 - 1,499 per user per year	$$$$$ = 2,500 - 2,999 per user per year
$$$ = 1,500 - 1,999 per user per year	$$$$$$ = 3,000 and over per user per year

Upper Midmarket/Large/Enterprise Vendors

US$ 251 million to 750 million/US$ 751 million to 2 billion/US$ over 2 billion

Board PERFORMANCEPLACE

Board delivers a unified decision-making platform which includes a full range of performance management capabilities: budgeting, planning, forecasting, strategy management, profitability analysis and financial consolidation, coupled with business intelligence and predictive capabilities. Strategic planning, demand forecasting, and workforce planning are some of the key solutions available on the platform. Board Lease Accounting is a solution specifically designed to address IFRS 16 and ASC 842 compliance. Board's unified platform approach leads to quick implementations and a solution that is highly flexible. The goal is to enable organizations to analyze, simulate, and plan so that they can make better decisions. Analytics capabilities include data lineage, impact analysis, and cognitive behavioral analysis functionality. The product supports self-service data discovery by automatically building models by analyzing the data. Self-service pixel-perfect reporting is also included. Other features include in-context collaboration with real-time chat-like capabilities, storytelling, and cognitive search by voice using natural language commands. Utilizing Board's HBMP (Hybrid Bitwise Memory Pattern) engine the platform is highly scalable and allows for the analysis of large data sets while text analytics are available for unstructured data. BOARD is a cross-industry solution but has had broad adoption in several industries.

Recent additions include iXBRL support, and blueprints for Integrated Business Planning, Digital Boardroom, Sales Performance Management, HR planning.

Vertical Success: Fashion Retail, Grocery, Automotive, Professional Services, Financial Services, CPG, Pharmaceuticals, Discrete Manufacturing

Core Strengths: Product Flexibility, Performance/Scalability, Complexity Handling, Integrated Business Planning

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform ex: Consol	*Statutory, Disclosure, Profitability, Sales, Workforce, Analytics*	*Reconciliation, Transfer Pricing*	*Predictive ML, NLQ, NLG*	*Own*	*$1B+*	*Cloud, OnPrem*	*Yes*

Customer Satisfaction

Overall: 4.30

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
4.25	4.25	4.00	4.20	**4.50**	4.30	4.10	3.67	4.10	3.78	4.13	4.00	4.11	3.75	4.00

Vendor FactBox

Years in Performance Management Business	23 years
North American Business %	69%
Number of Partners	100
Vendor Implementation %	30%
Update Frequency	Minor - quarterly Major - annually
Pricing	$$$

CCH Tagetik

CCH Tagetik, a Wolters-Kluwer company, delivers the CCH Tagetik Finance Transformation Platform, a finance-owned unified data platform for close, regulatory, extended planning and analysis. It supports Consolidation, Budgeting and Planning, Forecasting, Modeling, Profitability Analysis, Reporting, Regulatory, Disclosure & Compliance which is powered by the CCH Tagetik Analytic Information Hub for processing high volume granular financial and operational data. This enables regulatory solutions, more detailed consolidation & close and planning down to the SKU, financial instrument, contract, or VIN level. It also facilitates Integrated Planning & Integrated Reporting that brings together Strategic, Financial, and Operational data. A visual and interactive workflow process engine simplifies navigation through the entire product set. CCH Tagetik's tight integration with SAP HANA (CCH Tagetik is certified by SAP to be 'powered by SAP HANA') provides enhanced performance and scalability for large use cases as well as streamlined connections to SAP source data. CCH Tagetik provides basic BI report bursting and interactive dashboards as part of the core product. For more advanced needs CCH Tagetik seamlessly integrates with Qlik, Power BI, and SAP Analytics Cloud. CCH Tagetik also offers a portfolio of compliance solutions to address the latest IFRS and ASC contract requirements (Lease Accounting for ASC 842 & IFRS 16, Revenue Accounting for ASC 606 & IFRS 15, IFRS 9 for financial instruments, IFRS 17 for insurance contracts and LDTI). The CCH Tagetik Marketplace provides in-house as well as partner-developed apps.

Recent advances include the introduction of CCH Tagetik Smart NOW cloud planning apps to enable companies to better handle market uncertainty: CCH Tagetik Smart NOW Capital Expenses Planning, CCH Tagetik Smart NOW Cash Flow Planning, CCH Tagetik Smart NOW Risk Adjusted Planning, CCH Tagetik Smart NOW Driver Based Planning and CCH Tagetik Smart NOW Workforce Planning. Other new capabilities include CCH Tagetik SmartInsight for dynamic ad-hoc reporting, CCH Tagetik Account Reconciliation and CCH Tagetik iXBRL (powered by CoreFiling) further streamlining the close to disclose process.

Core Strengths: Ease of Use, Performance/Scalability, Depth and Breadth of Functionality, Integrated Business Planning

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	*Statutory, Disclosure, Profitability, Sales, Workforce, Analytics*	*Reconciliation, Tax*	*Anomaly, Predictive ML, RPA*	*Excel Option*	*$300M+*	*Cloud, OnPrem (Same)*	*Yes*

Customer Satisfaction

Overall: 4.50

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
4.27	4.38	**4.62**	4.42	4.06	4.40	4.25	4.26	4.30	**4.50**	4.41	4.43	**4.54**	**4.52**	**4.52**

Vendor FactBox

Years in Performance Management Business	15 years
North American Business %	n/a
Number of Partners	140+
Vendor Implementation %	85%
Update Frequency	Quarterly
Pricing	Smaller companies - $$ Larger companies - $$$$

n/a - information not available

Longview PERFORMANCEPLACE

Longview, an insightsoftware company, enables the Office of the CFO to be connected, proactive, and empowered with Tidemark, Longview Close, Longview Tax, Longview Transfer Pricing, and Longview Analytics. Tidemark is a cloud-based planning platform that adapts to an organization's business processes, supports granular cross-department plans, and provides a consumer-grade interface, enabling people across the organization to plan and interact in the same platform, while finance retains control. The solution supports unlimited scenario planning, process workflow management, and pixel perfect reporting. Longview Close is available as an on-premise or private cloud solution and designed to be powerful, but simple to use, with a relatively low TCO. It offers real-time automated consolidation. Net Income Bridge and Variance Analysis are provided to help get at the root cause of performance variance.

Longview Tax automates collection, consolidation, and calculation of tax data within a single source, to streamline tax activities. Longview Transfer Pricing connects strategy and policy with execution in line with in-year reporting intervals, enabling multinational organizations to collect and organize transfer pricing data, identify gaps in targeted profitability and make corrections before closing their books,

Longview Analytics is an enterprise-grade BI solution, with self-service and guided analytics capabilities and the ability to report on Longview and non-Longview data sources in real time. Longview Analytics is SAP BW/4HANA certified. Regulatory compliance support includes partner offerings for IFRS 16 - Lease Accounting and IFRS 17 - Insurance Contracts. Longview's vision is to help organizations raise their level of financial intelligence with continuous planning, close, tax, operational transfer pricing, and analytics for all.

Recent developments in Tidemark include the addition of metric lineage so users can explore how metric values are derived, a full bi-directional Excel add-in to supplement customers financial planning and analytics processes, and Google Sheets support.

Vertical Success: Financial Services, Higher Education, Retail, Hospitality, Energy

Core Strengths: Performance/Scalability, Depth and Breadth of Functionality, Integrated Business Planning, Regulatory Compliance

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	*Statutory, Profitability, Analytics*	*Reconciliation, Tax, Transfer Pricing*	*NLQ*	*Own*	*$500M+*	*Cloud, OnPrem*	*Yes*

Customer Satisfaction

Overall: 4.20

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
4.36	3.92	**4.50**	3.80	3.42	3.27	4.27	3.86	3.87	4.08	4.14	3.93	**4.54**	4.29	3.73

Vendor FactBox

Years in Performance Management Business	26 years
North American Business %	60%
Number of Partners	50
Vendor Implementation %	50%
Update Frequency	Minor - monthly Major - semi-annually
Pricing	$$$

OneStream Software

OneStream XF is a unified platform designed to meet the needs of medium to large, sophisticated organizations with robust and modern capabilities for planning, budgeting, and forecasting, financial consolidation and reporting, financial data quality, and analytics accessed through reports, Excel, and built-in dashboards. Guided workflows simplify the process for the end user and point them to the right tasks and related information. Extensible Dimensionality® enables corporate to have standard dimensions (chart of accounts, organizational hierarchy, etc.) that business units can easily extend for their unique needs without modifying the corporate standard. The platform is designed to support large-scale use cases on-premise or via the MS Azure cloud, with smart load-balancing and the ability to add additional cloud resources to optimize performance and scalability.

The OneStream XF MarketPlace offers downloadable, configurable and deployable solutions including sales planning, people planning, tax provisioning, account reconciliations, lease accounting, and machine learning. All OneStream-developed XF MarketPlace solutions are available free of charge.

New capabilities include an Analytic Blend Engine that blends governed financial data with detailed operational data for reporting and analysis of large volumes of transactional data to identify operational trends and financial signals. A transaction matching solution was introduced to automate the loading, matching, and reporting of data related to bank clearing, AR, AP, T&E, and more. Predictive Analytics 123 has 10+ built-in models and works across the entire OneStream XF platform.

Vertical Success: Public Sector, Financial Services, Manufacturing, Healthcare, Retail, Education

Core Strengths: Ease of Use, Performance/Scalability, Depth and Breadth of Functionality, Integrated Business Planning

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	*Statutory, Disclosure, Profitability, Sales, Workforce, Analytics*	*Reconciliation, Tax, Transfer Pricing*	*Anomaly, Predictive ML, RPA*	*Excel Option*	*$300M+*	*Cloud, OnPrem (Same)*	*Yes*

Customer Satisfaction

Overall: 4.73

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
4.54	4.23	**4.76**	**4.58**	4.08	4.38	4.19	4.04	3.96	4.42	4.32	**4.50**	**4.62**	**4.65**	**4.62**

Vendor FactBox

Years in Performance Management Business	10 years
North American Business %	65%
Number of Partners	155
Vendor Implementation %	15%
Update Frequency	Quarterly
Pricing	$$$$$

Oracle PERFORMANCEPLACE

Oracle's EPM Cloud portfolio is comprehensive, connected, with embedded intelligence and analytics, designed for operational agility. It is offered in EPM Cloud Standard and Enterprise editions. Planning & Analysis offerings include Enterprise Planning and Budgeting with integrated strategic modeling, Profitability and Cost Management, and Enterprise Performance Reporting. Oracle Strategic Workforce Planning enables HR and Finance to manage skills, gaps, and costs. Oracle Sales Planning Cloud supports quota and commission, territory modeling, and advanced forecasting. NetSuite Planning and Budgeting Cloud is a packaged, pre-configured product for NetSuite customers.

Financial Close offerings include Financial Consolidation and Close, Account Reconciliation, and Tax Reporting which supports tax provisioning and country by country tax liability reporting. Oracle Enterprise Data Management Cloud helps keeps everything in synch. Intelligent Performance Management capabilities include predictive planning and correlation analysis. The Oracle EPM Cloud Marketplace provides templates and application content.

Core Strengths: Depth and Breadth of Functionality, Performance/Scalability, Complexity Handling, Integrated Business Planning

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Modular	*Statutory, Disclosure, Profitability, Sales, Workforce, Analytics*	*Reconciliation, Tax, Transfer Pricing*	*Predictive ML*		*$50M+*	*Cloud, OnPrem)*	*Yes*

Customer Satisfaction

Overall: 3.71

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
3.72	3.59	4.48	4.1	3.53	3.63	3.95	3.84	3.84	3.65	4.19	4.05	3.55	4.26	4.05

Vendor FactBox

Years in Performance Management Business	40 years
North American Business %	n/a
Number of Partners	400+
Vendor Implementation %	n/a
Update Frequency	Monthly
Pricing	EPM Cloud Standard - $$$$$$

n/a - information not available

SAP PERFORMANCEPLACE

SAP Analytics Cloud is designed for confident decisions with enterprise planning, business intelligence, and augmented analytics for everyone, in a single solution. It facilitates collaborative enterprise planning and links strategic, financial, and operational plans. The planning capabilities within SAP Analytics Cloud include reports, allocations, KPIs, alternate hierarchies, financial intelligence, advanced formula creation, driver-based planning, private version planning, what-if scenario modeling, cell-based commentary, currency translation. SAP Digital Boardroom is powered by SAP Analytics Cloud and provides insight and transparency into financial and operational metrics and the ability to run forward looking simulations using a visual driver tree. Augmented analytics leveraging ML and predictive capabilities include Smart Discovery – key influencers, Smart Insights – overall KPI impact, Search to Insight – conversational queries, and Smart Predict – AI for everyone.

SAP S/4HANA Cloud for Group Reporting is the cloud consolidation solution. SAP Business Planning and Consolidation is the on-premise option and can integrate with SAP Analytics Cloud.

Core Strengths: Performance/Scalability, Complexity Handling, Integrated Business Planning, Advanced Technologies

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Modular	*Statutory, Disclosure, Profitability, Sales, Workforce, Analytics*	*Reconciliation, Tax, Transfer Pricing*	*Predictive ML*		*$50M+*	*Cloud, OnPrem)*	*Yes*

Customer Satisfaction

Overall: 4.0 (2018 Data, Functionality Ratings Not Included in 2018 Satisfaction Survey)

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	ConsIt	Inno
3.00						3.33	3.00	3.33	4.00	3.00	4.00	4.00	4.00	4.00

Vendor FactBox

Years in Performance Management Business	22 years
North American Business %	30%
Number of Partners	700+
Vendor Implementation %	n/a
Update Frequency	Bi-weekly
Pricing	$$$

n/a - information not available

Midmarket/Large Vendors

US$ 25 million to 750 million/US$ 751 million to 2 billion

Fluence Technologies

Fluence Consolidation is an enterprise-class consolidation solution priced and designed for the midmarket. Built on the Vena Solutions platform with a proprietary consolidation engine, and utilizing an Excel interface, the system is intended to be owned by Finance, easy to use, and implemented quickly. Out of the box consolidation functionality includes foreign exchange, intercompany matching, reconciliation, and elimination, non-controlling interest, equity pickup, journal entries, validations, controls, and audit, all coupled with management reporting, collaboration and workflow. Advanced capabilities are available for acquisitions/disposals, discontinued operations, allocations, proportionate consolidation, related party disclosures, simulations and what-if analysis. The system supports both North American and European consolidation methods. Through their partnership with Vena Solutions, Fluence also offers integrated budgeting, planning, forecasting, account reconciliation, and cash flow forecasting.

Core Strengths: Ease of Use, Low Total Cost of Ownership, Quick Implementation, Depth and Breadth of Functionality

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	*Statutory, Profitability, Sales, Analytics*	*Reconciliation, Tax*		*Excel*	*$300M - $3B*	*Cloud*	*No*

Customer Satisfaction

Insufficient Data

Vendor FactBox

Years in Performance Management Business	1 year
North American Business %	100%
Number of Partners	5
Vendor Implementation %	15%
Update Frequency	Continuous
Pricing	$$

IBM PERFORMANCEPLACE

IBM's Performance Management offerings include: IBM Planning Analytics (powered by TM1), IBM Cognos Controller for consolidation, IBM Decision Optimization for predictive and constraint-based optimization and a catalog of accelerators from IBM and partners to extend planning and analysis. IBM Planning Analytics is designed to support AI-infused integrated business planning across the organization: Finance, IT, HR, Sales, Marketing, and Operations. It is bundled with IBM Cognos Analytics for enterprise reporting on Planning Analytics data and is available on-premises or as a SaaS offering cloud-based (IBM Cloud or IBM Cloud Pak for Data).

IBM Planning Analytics users can seamlessly switch between the web/mobile Workspace and the Excel interface. Driver-based analysis, unbounded analytics using hierarchies, personal scenario planning, and automated predictive planning through IBM SPSS are all supported. Interactive dashboards with write-back are designed for self-service authoring. Threaded discussions facilitate collaboration. Role-based guidance is available to assist infrequent users and there is AI generated product help with support for natural language queries. The product is GDPR-compliant.

IBM Cognos Controller is a full-featured solution for financial consolidation available on-premises or cloud-based. Controller Web and Controller Web for Cloud are task-oriented browser interfaces for reporting site users. The solution is designed to offer rich functionality while minimizing complexity for the user by utilizing a graduated UI and a freeform Excel-like interface.

New IBM Planning Analytics developments include a Spreadsheet Transformation Utility that uses model driven engineering, AI and machine learning to help users quickly and easily turn spreadsheets into models. In addition, Planning Analytics on Demand is a new lower cost self-service solution that will increase its appeal to small to midsize organizations.

Core Strengths: Product Flexibility, Performance/Scalability, Depth and Breadth of Functionality, Complexity Handling

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified ex: Consol	*Statutory, Disclosure, Profitability, Sales, Workforce*	*Reconciliation, Tax, Transfer Pricing*	*Predictive ML, NLQ, Prescriptive*	*Excel Option*	*$250M+*	*Cloud, OnPrem (Same)*	*Yes*

Customer Satisfaction

Overall: 4.30

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
3.70	**4.54**	4.33	4.44	3.71	4.29	4.22	4.13	4.16	4.19	**4.61**	**4.70**	4.00	4.25	3.94

Vendor FactBox

Years in Performance Management Business	20+ years
North American Business %	~40-50% *
Number of Partners	400+
Vendor Implementation %	~15-25% *
Update Frequency	Minor - monthly Major - quarterly
Pricing	$$$

* BPM Partners' estimates

Jedox

The Jedox EPM Suite seamlessly combines budgeting, planning, reporting and consolidation with built-in and third-party integrated analysis capabilities, predictive analytics, and related data visualization tools for continuous performance management. The full Core Finance Suite includes pre-built applications for integrated financial planning: Balance Sheet, CF, P&L, Sales, HR, Cost Center, and Profit Center. The platform is expandable with best practice models downloaded from the Jedox Marketplace. Jedox can be deployed on-premise, in the cloud, or with a hybrid approach.

Special areas of strength include powerful modeling, driver-based planning, and support for detailed salary planning. This highly scalable product also supports operational analysis for departments outside of Finance such as IT, HR, Sales, Marketing, etc. An in-memory planning and reporting engine can be supplemented with a GPU accelerator for enhanced performance. The Jedox AIssisted™ Planning Cloud Platform is a service for data cleansing, augmented forecasting and driver-based planning. Predictive capabilities include outlier detection, seasonality, and additional predictive methods to increase speed and accuracy of forecasting. Jedox integrates with Power BI, Qlik, and Tableau for data visualization and additional analysis options beyond the built-in capabilities. Jedox Planning for Salesforce provides embedded planning, budgeting and forecasting in Salesforce CRM for improved accuracy and productivity. The product is also integrated with Microsoft Office 365 and Dynamics 365. Partners offer Jedox applications for several verticals including automotive, manufacturing, consumer goods, and healthcare industries.

Significant recent enhancements include a pre-built Financial Consolidation solution, dynamic report formatting, and ML-augmented planning wizards for forecasting, simulation and scenario planning. In addition, the user experience has been upgraded with new end user and power user modes.

Core Strengths: Ease of Use, Product Flexibility, Quick Implementation, Integrated Business Planning

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	*Statutory, Profitability, Sales, Workforce*	*Reconciliation*	*Anomaly, Predictive ML, RPA, Prescriptive*	*Excel Option*	*$100M+*	*Cloud, OnPrem (Same)*	*Yes*

Customer Satisfaction

Overall: 4.62

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
4.46	**4.76**	4.43	4.32	3.83	4.33	4.46	4.48	**4.52**	**4.68**	4.44	4.35	4.48	**4.58**	4.40

Vendor FactBox

Years in Performance Management Business	18 years
North American Business %	27%
Number of Partners	250
Vendor Implementation %	60%
Update Frequency	Quarterly
Pricing	Standard - $$ Enterprise - $$$

Planful

The Planful Continuous Planning Platform delivers cloud-based financial planning and decision-making for the Office of Finance including robust modeling, budgeting, planning, forecasting, close and consolidation, financial reporting and dashboards. It is a modern framework designed to bring speed, agility, and company-wide collaboration to financial planning and decision-making. Dynamic Planning with Planful delivers on the vision of reuniting financial and operational planning with multi-dimensional data exploration accessed via Excel, the web, or a mobile interface. Model Manager makes it easier to build and maintain models. Spotlight for Office allows reports in Excel, PowerPoint, and Word to have their Planful data dynamically refreshed with a single click. Task Manager surfaces tasks, due dates, and goals. The Planful Continuous Planning Platform compresses cycle times, in every corner of the business in a connected and collaborative way. Additional capabilities include support for breakback functionality, and an integrated solution for external statutory reporting through its partnership with Workiva. Partnerships with Blackline and FloQast deliver account reconciliation capabilities to Planful customers. The Planful Solutions Exchange offers in-house and partner developed best practice solutions to accelerate time to value.

Planful has had a major focus on enhancing the user experience and recent developments in that area include Dynamic Canvas, which brings dashboards, reports, and input templates together on the same screen, and Dynamic Collaboration which enables threaded, real-time discussions around plans and decisions. Planful NOW was introduced to reduce time to value by implementing a specific use case quickly, for a fixed fee.

Core Strengths: Ease of Use, Product Flexibility, Quick Implementation, Performance/Scalability

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	*Statutory, Disclosure, Profitability, Sales, Workforce, Analytics*		*Predictive ML, Prescriptive*	*Own*	*$50M - $2B*	*Cloud*	*Yes*

Customer Satisfaction

Overall: 4.55

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
4.50	4.41	4.25	**4.64**	4.00	4.19	**4.55**	4.32	**4.64**	4.40	**4.64**	4.41	4.33	4.29	4.43

Vendor FactBox

Years in Performance Management Business	13 years, formerly as Host Analytics
North American Business %	88%
Number of Partners	50
Vendor Implementation %	30%
Update Frequency	Quarterly
Pricing	$$$

Prophix PERFORMANCEPLACE

Prophix aims to disrupt midmarket FP&A with ongoing innovation in its unified performance management solution that delivers insight into finance, operations and business performance with a focus on business user experience and ease of use to streamline model and process management. This comprehensive solution addresses budgeting, forecasting, reporting and analysis, operational planning, personnel planning, revenue planning, project planning and consolidation. Detailed planning capabilities include complex calculation support and additional granularity down to the sub-ledger level for enhanced operational execution in areas such as personnel, capital expenditure, fixed assets, sales, project planning, and profitability analysis. Powerful visual analytics, dashboards with expanded chart options and a simplified UI, along with a drag and drop workflow builder complete the picture. Advanced collaboration capabilities include workflow commentary as well as the ability to enter comments on dashboards. Seamless integration is available for Microsoft Power BI and Office 365 which includes the ability to drill live from PowerPoint into Prophix data. Prophix has partnered with Viewpoint to integrate its performance management solutions with Viewpoint's ERP offerings for the construction industry. The vendor offers SmartStart consulting and training packages for revenue planning, capital expense planning, and other common BPM applications to accelerate time-to-value.

New capabilities include certified integration with the Sage Intacct cloud platform as well as Chart Insights and Report Insights which leverage natural language generation to audibly and visibly highlight the key takeaways. Office 365 Excel Analyzer provides the end user with a familiar interface to view and report on financial data while maintaining the security set with the Prophix application.

Vertical Success: Construction, Insurance, Higher Education, Hospitality

Core Strengths: Ease of Use, Low Total Cost of Ownership, Depth and Breadth of Functionality, Integrated Business Planning

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified	*Profitability, Sales, Workforce, Analytics*		*Anomaly, Predictive ML, NLQ, NLG*	*Own*	*$100M - $1B*	*Cloud, OnPrem (Same)*	*No*

Customer Satisfaction

Overall: 4.59

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
4.28	**4.68**	4.45	**4.82**	3.94	4.41	**4.53**	4.13	4.38	4.34	**4.62**	4.47	**4.68**	**4.53**	4.47

Vendor FactBox

Years in Performance Management Business	20 years
North American Business %	75%
Number of Partners	405
Vendor Implementation %	90%
Update Frequency	Quarterly
Pricing	$$

Unit4 PERFORMANCEPLACE

Unit4 FP&A (part of the Unit4 People Experience suite) provides a full range of integrated performance management capabilities powered by AI for budgeting, planning (financial, sales, HR, project, risk), forecasting, profitability analysis, consolidation, and reporting. Capabilities can be expanded with best practice solutions from a model store. This is coupled with built-in self-service business intelligence capabilities for data visualization, dashboards, and predictive analytics. AI-enhanced capabilities include: integration with Wanda, Unit4's natural language digital assistant, machine learning/deep learning to generate more accurate forecasts using predictive analytics, and anomaly detection for data input validation. The product supports range planning – planning a range of probabilities (best case/worst case, etc.) and analyzing the likely outcomes. Application support is available for IFRS 16 - Lease Accounting. A wizard-driven Solution Builder lets you re-use elements of existing models. Vertical solutions are available for utilities, energy, higher education, not-for-profits, governments, manufacturing, financial services, and professional services. As part of the People Experience Suite, U4 FP&A fully integrates with Unit4 ERP and Unit4 Student Management. Pre-built solutions are delivered via a platform approach.

Recent additions include Financial Statutory Consolidation and Workforce Planning with Analytics. A Planning in Crisis model has also been delivered with a focus on scenario planning.

Vertical Success: Public Sector, Professional Services, Not-for-Profit, Higher Education

Core Strengths: Ease of Use, Product Flexibility, Vertical Focus, Integrated Business Planning

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	*Statutory, Profitability, Sales, Workforce, Analytics*	*Reconciliation*	*Anomaly, Predictive ML, NLQ*	*Excel Option*	*$100M - $1B*	*Cloud, OnPrem (Same)*	*Yes*

Customer Satisfaction

Overall: 4.50 (2018 Data, Functionality Ratings Not Included in 2018 Satisfaction Survey)

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
3.73						4.17	3.82	3.67	3.91	4.20	3.73	4.27	**4.64**	4.33

Vendor FactBox

Years in Performance Management Business	26 years
North American Business %	<10%
Number of Partners	26
Vendor Implementation %	80%
Update Frequency	Quarterly
Pricing	$$

Vena Solutions PERFORMANCEPLACE

The Vena FP&A Cloud Platform provides budgeting, forecasting, planning, consolidation, reporting and analytics solutions for medium and large-sized organizations. Vena's platform leverages the familiarity of Microsoft Excel (desktop and Office 365) while combining it with a centralized in-memory database, and collaborative workflows to create a cloud-based performance management solution for the full spectrum of FP&A tasks. Amazon Redshift is utilized to support large analytic data sets. The AI capabilities of Microsoft Power BI and Excel Ideas, integrated with the Vena platform, are leveraged to help CFOs make better strategic planning decisions. Customers may integrate Vena with their existing spreadsheet templates and reports as well as financial and operational data sources. In addition to traditional FP&A, the solution supports financial close management including account reconciliation, financial and operational reporting, analysis and dashboards and scenario modeling. Vena provides report books with distribution and integration with Word, PowerPoint, and Office 365.

Solutions are also available for tax provisioning, SEC data collection, CCAR, DFAST and other regulatory reporting. VenaQL (Vena Query Language) is an expanded version of SQL to provide increased flexibility for sophisticated power users. Smooth integration with any source system is facilitated by a wizard-driven interface and there are prebuilt integrations with NetSuite, Salesforce, Intuit QuickBooks, Sage Intacct, Deltek and FinancialForce. Vena also supports Microsoft Power Automate for expanded data integrations, as well as a Vena Connector to integrate with on-premise data sources. All of this is coupled with a flexible workflow engine, detailed audit trail, ad hoc analysis and a drag and drop process designer that lets users own, support, or review a task. To accelerate user adoption Vena offers personalized onboarding journeys for new users.

New offerings include the certified Vena Power BI Data Connector for advanced dashboards and visualizations, Vena Best Practice Solution Packages for Capital Expenditure Planning and Workforce Planning, and a Tenant Migration feature to enable users to easily move work done in their testing environment to the production environment.

Core Strengths: Ease of Use, Product Flexibility, Quick Implementation, Performance/Scalability

Capabilities

Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	*Statutory, Profitability, Sales, Workforce*	*Reconciliation, Tax*	*Anomaly, Predictive ML*	*Excel*	*$25M - $1B*	*Cloud*	*Yes*

Customer Satisfaction

Overall: 4.62

Price	BudF	ConF	RepF	DshF	AnlF	Use	Impl	Admin	Integ	FSS	Perf	Supp	Conslt	Inno
4.32	**4.59**	4.27	4.39	3.35	3.87	4.28	4.10	3.93	3.96	4.32	**4.50**	4.34	4.38	4.41

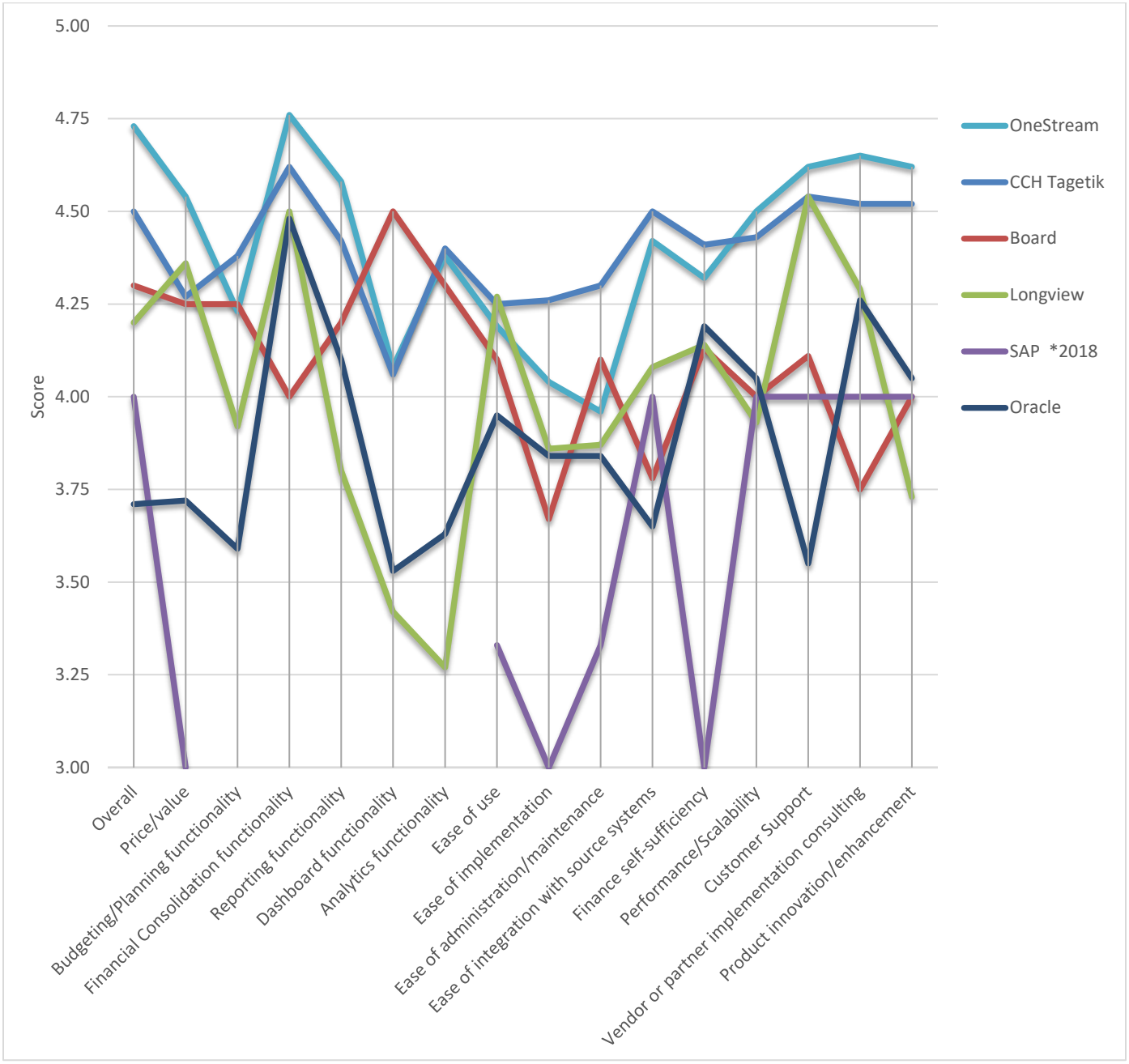
Vendor FactBox

Years in Performance Management Business	9 years
North American Business %	91%
Number of Partners	67
Vendor Implementation %	75%
Update Frequency	Major – quarterly As Required - continuous
Pricing	Standard Edition - $$ Multiple Use Cases - $$$$

Customer Satisfaction Comparison

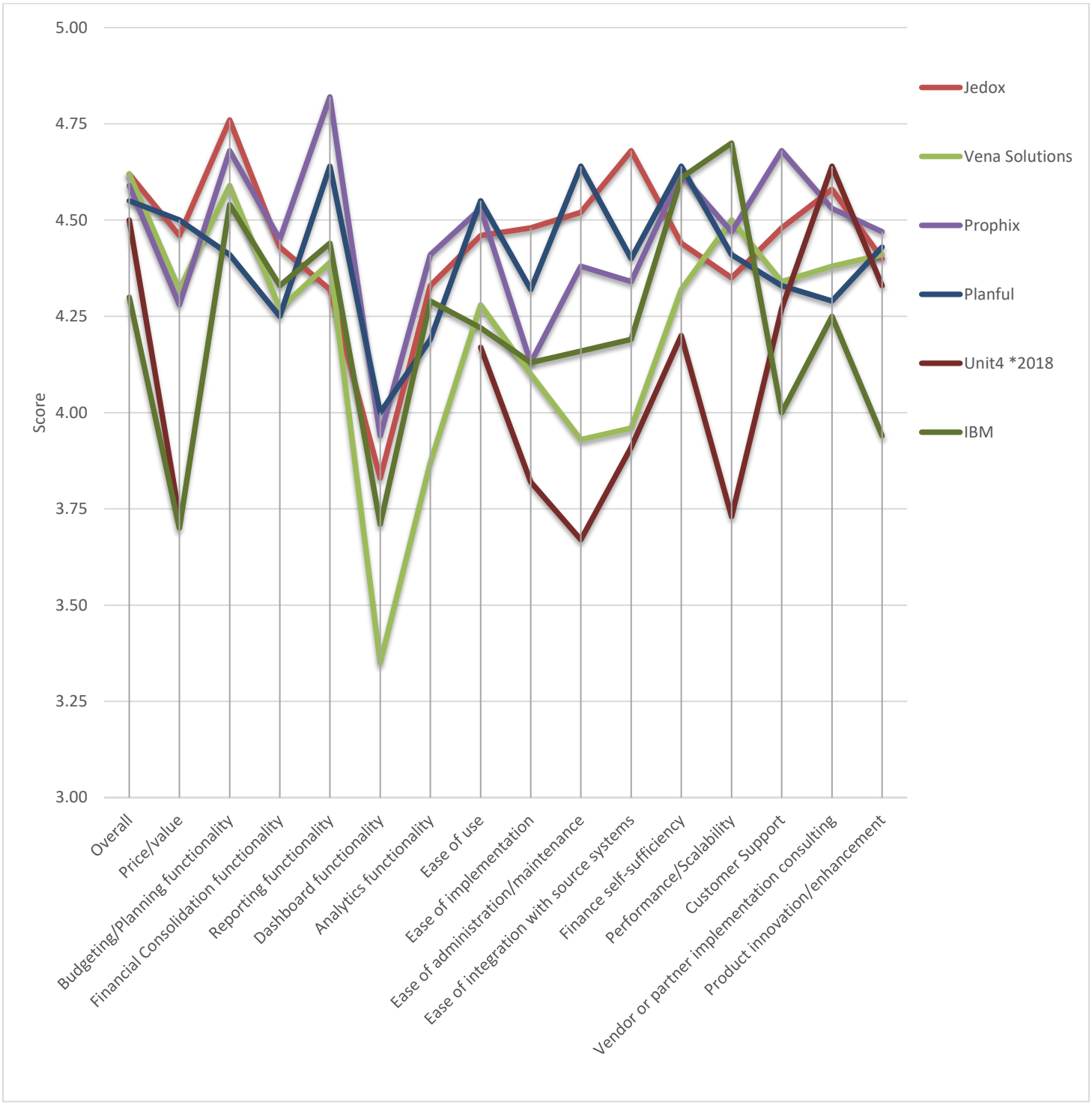
The charts below compare the vendors with sufficient data for each of the fifteen customer satisfaction attributes and overall rating as measured by BPM Partners. For a fair comparison the charts are organized by Primary Market Size. Within each chart the vendors are listed in order of highest to lowest overall score.

Detailed Customer Satisfaction Scores - Upper Midmarket/Large/Enterprise Vendors



(C) 2020 BPM Partners, Inc. Note: SAP data is from the 2018 BPM Pulse and therefore does not include functionality ratings

Detailed Customer Satisfaction Scores - Midmarket/Large



(C) 2020 BPM Partners, Inc. Note: Fluence Technologies was not rated in the 2018 - 2020 BPM Pulse, Unit4 data is from the 2018 BPM Pulse and therefore does not include functionality ratings

Pricing Comparison

Grouped by Vendor Landscape Matrix Categories (Primary Market Size), the vendors are placed in rows indicating typical pricing for their products. Vendors with multiple versions or price ranges based on company size will appear twice.

Upper Midmarket/Large/Enterprise Vendors

Price Range	Vendors
$$$$$$ = 3,000 and over per user per year	Oracle (EPM Cloud Standard Edition)
$$$$$ = 2,500 - 2,999 per user per year	OneStream Software
$$$$ = 2,000 - 2,499 per user per year	CCH Tagetik (larger companies)
$$$ = 1,500 - 1,999 per user per year	Board, Longview, SAP
$$ = 1,000 - 1,499 per user per year	CCH Tagetik (smaller companies)
$ = under 1,000 per user per year	

Midmarket/Large Vendors

Price Range	Vendors
$$$$$$ = 3,000 and over per user per year	
$$$$$ = 2,500 - 2,999 per user per year	
$$$$ = 2,000 - 2,499 per user per year	Vena Solutions (multiple use cases)
$$$ = 1,500 - 1,999 per user per year	IBM, Planful, Jedox (Enterprise)
$$ = 1,000 - 1,499 per user per year	Fluence Technologies, Jedox (Standard), Prophix, Unit4, Vena Solutions (standard edition)
$ = under 1,000 per user per year	

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About BPM Partners

BPM Partners is the leading independent authority on business performance management (BPM) and related business intelligence solutions. The company helps organizations address their budgeting, planning, forecasting, financial reporting, consolidation, regulatory compliance, profitability optimization, key performance indicator (KPI) development, and operational performance challenges with vendor-neutral experts who can guide companies through their BPM initiatives from start to finish while both reducing risk and minimizing costs. BPM Partners has specialized packages that lead clients through project justification, requirements definition, vendor selection and deployment of departmental or enterprise-wide BPM or related business intelligence (BI) systems. For further details, go to https://www.bpmpartners.com/. Follow BPM Partners on Twitter @BPMTeam.

For further information and the latest updates on each of the vendors included in this document (analyst reports, articles, blogs, news, etc.) visit BPM Partners' PerformancePlace by clicking on the logo on the individual vendor pages. Clicking the logo on this page will take you to our vendor search capability on PerformancePlace which will make it easier to build your vendor shortlist. It allows you to select the collection of core strengths that are most important, along with desired price range and other attributes, and then displays just the vendors that are a match.

Questions? For questions about this report, or any of the covered vendors, speak with one of our experts.