The Planning Survey **22**

The voice of the planning software user community

This is a specially produced summary
by BARC of the headline results for

OneStream

BARC

The Planning Survey 22: OneStream Highlights Dashboard

KPI results

15 top rankings

and

33 leading positions

in 4 different peer groups.

THE PLANNING SURVEY 22

Recommendation

100% of surveyed users say they would **recommend*** OneStream.

* Based on the aggregate of "Definitely" and "Probably".

THE PLANNING SURVEY 22

Problems

61% of surveyed users report **no significant problems** in the use of OneStream.*

* Compared to 43% for the average planning tool.

THE PLANNING SURVEY 22

Vendor support

94% of surveyed users rate OneStream's **vendor support** as **very good** or **good**.*

* Compared to 74% for the average planning tool.

THE PLANNING SURVEY 22

Satisfaction

100% of surveyed users are **satisfied** with OneStream.*

* Based on the aggregate of "Very satisfied" and "Somewhat satisfied".

THE PLANNING SURVEY 22

Data Integration

93% of surveyed users rate OneStream´s **data integration** as **very good** or **good**

* Compared to 77% for the average planning tool.

THE PLANNING SURVEY 22

The KPIs

The Planning Survey 22 provides the reader with well-designed KPI dashboards packed with concise information, which can be absorbed at a glance. The KPIs all follow these simple rules:

- Only measures that have a clear good/bad trend are used as the basis for KPIs.

- KPIs may be based on one or more measures from The Planning Survey.

- Only products with samples of at least 15 - 30 (depending on the KPI) for each of the questions that feed into the KPI are included.

- For quantitative data, KPIs are converted to a scale of 1 to 10 (worst to best).

- A linear min-max transformation is applied, which preserves the order of, and the relative distance between, products' scores.

The terms 'top-ranked' and 'leader' are used in the chart titles. 'Top-ranked' indicates first position. 'Leader' usually denotes a position in the top 22-33% or (in peer groups of five vendors) the top 2 products listed in the chart.

Peer Group Classification

The Planning Survey 22 features a range of different types of planning, budgeting and forecasting products so we use peer groups to help identify competing products. The peer groups have been defined by BARC analysts using their experience and judgment, with segmentation based on the following key factors:

1. Focus – Is the product focused on and typically used for operational planning (e.g., sales & operations planning, HR planning, production planning, etc.), financial planning and consolidation or business intelligence and analytics?

2. Specialization – Is the vendor a performance management/planning specialist or a business software generalist, offering a broader portfolio of enterprise software for a variety of business requirements?

3. Usage scenario – Is the product typically used in midsize/departmental implementations or large/enterprise-wide implementations?

4. Global presence – Does the vendor have a global reach and offer its products worldwide?

OneStream features in the following peer groups:

- Financial Planning & Consolidation-Focused Product

- Performance Management Specialists

- Large/Enterprise-Wide Implementations

- Global Vendors

Peer Groups Overview

Operational Planning-Focused Products: Operational planning-focused products flexibly support a wide range of individual sub-plans, such as sales and operations planning, HR planning, production planning and many more. Often, these products offer predefined planning solutions designed for particular applications.

Financial Planning & Consolidation-Focused Products: Financial planning & consolidation-focused products are often standardized applications that support use cases such as financial planning (P&L, balance sheet, cash flow) and financial consolidation. Typically, these products offer built-in financial intelligence with predefined business rules for financial management.

BI & Analytics-Focused Products: Besides planning and performance management, BI and analytics-focused products also target use cases such as reporting, dashboarding, (ad hoc) analysis and advanced analytics.

Business Software Generalists: Business software generalists have a broad product portfolio including most (or all) types of enterprise software for a variety of business requirements (e.g., ERP).

Performance Management Specialists: Performance management specialists are software vendors who focus solely on performance management and/or planning. Often, they have just one product in their portfolio.

Midsize/Departmental Implementations: Products in this peer group are typically (but not exclusively) used in small and midsize scenarios and/or departmental implementations with a moderate number of users.

Large/Enterprise-Wide Implementations: Products in this peer group are typically (but not exclusively) used in large scenarios and/or enterprise-wide implementations with a large number of users.

Global Vendors: Global vendors have a truly global sales and marketing reach. They are present worldwide, and their products are used all around the world.

Peer Group
Global Vendors

1. Top-ranked in

Vendor Support
Forecasting
Reporting/Analysis
Competitive Win Rate

· · · · · · · · · ·

Leader in

Price to Value
Product Satisfaction
Data Integration
Planning Content
Workflow
Simulation
Financial Consolidation
Functionality
Flexibility
Cloud Planning

Peer Group
Large/Enterprise-Wide Implementations

1. Top-ranked in

Price to Value
Vendor Support
Data Integration
Planning Content
Forecasting
Simulation
Reporting/Analysis
Functionality
Competitive Win Rate

· · · · · · · · · ·

Leader in

Workflow
Financial Consolidation
Flexibility

BARC Summary

With 15 top ranks and 33 leading positions across four different peer groups, OneStream once again achieves an outstanding set of results in this year's Planning Survey. Convincing ratings in numerous important KPIs help to consolidate its position as a market-leading CPM platform. Companies can benefit from using OneStream in terms of improved employee satisfaction, increased transparency of planning and improved integration of planning with reporting/analysis. Overall, these benefits lead to a better quality of planning results for many customers. All the OneStream users surveyed say they would "definitely" or "probably" recommend their planning product to other organizations – a great indicator of customer satisfaction.

Peer Group
Financial Planning & Consolidation-Focused Products

1. Top-ranked in

Vendor Support

· · · · · · · · · · ·

Leader in

Price to Value
Recommendation
Product Satisfaction
Customer Satisfaction
Data Integration
Planning Content
Workflow
Forecasting
Simulation
Reporting/Analysis
Financial Consolidation
Functionality
Flexibility
Cloud Planning
Competitive Win Rate

Peer Group
Performance Management Specialists
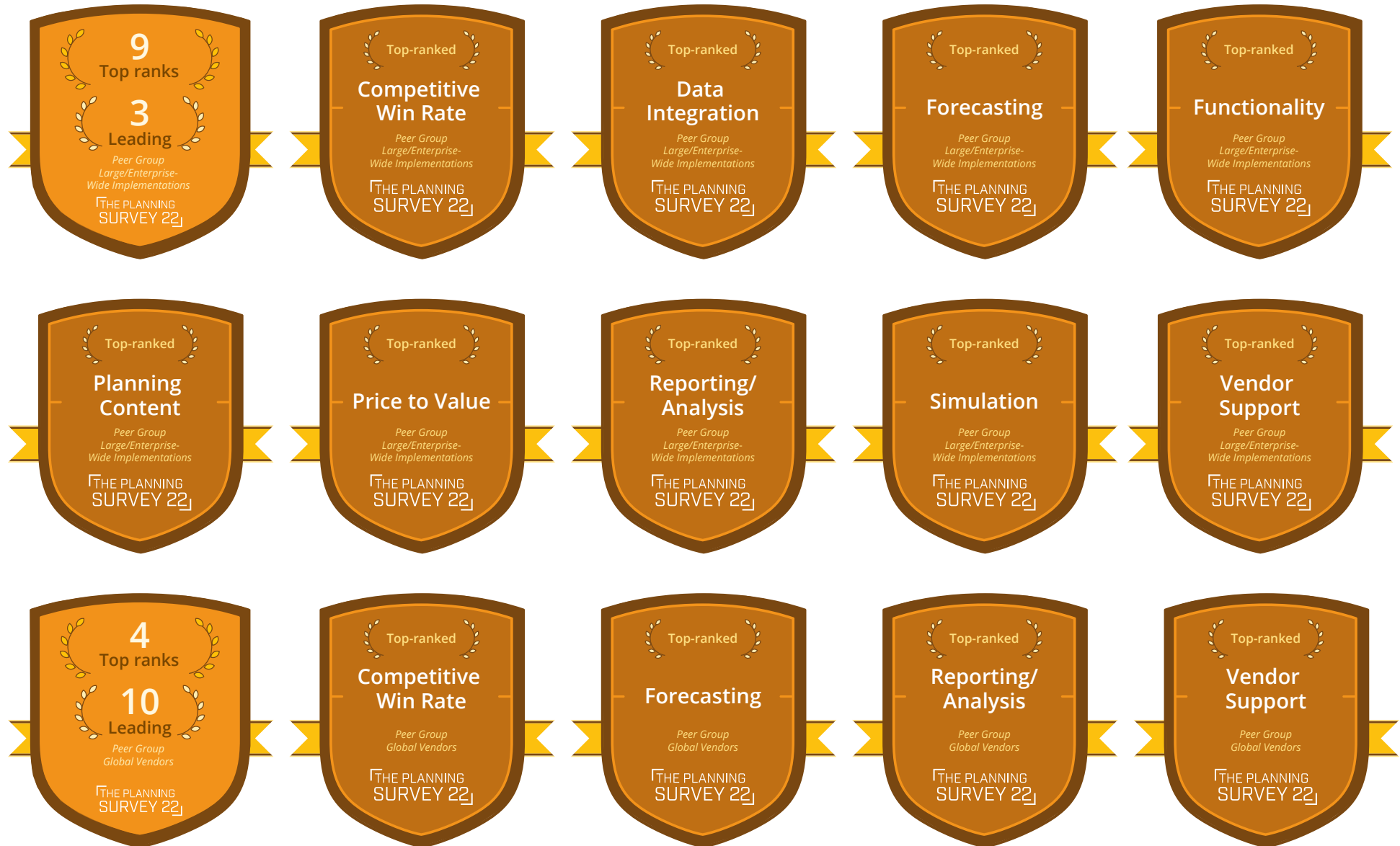
1. Top-ranked in

Workflow

· · · · · · · · · · ·

Leader in

Vendor Support
Reporting/Analysis
Financial Consolidation
Flexibility
Cloud Planning

9
Top ranks

3
Leading

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

Top-ranked

**Competitive
Win Rate**

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

Top-ranked

**Data
Integration**

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

Top-ranked

Forecasting

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

Top-ranked

Functionality

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

Top-ranked

**Planning
Content**

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

Top-ranked

Price to Value

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

Top-ranked

**Reporting/
Analysis**

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

Top-ranked

Simulation

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

Top-ranked

**Vendor
Support**

*Peer Group
Large/Enterprise-
Wide Implementations*

THE PLANNING
SURVEY 22

4
Top ranks

10
Leading

*Peer Group
Global Vendors*

THE PLANNING
SURVEY 22

Top-ranked

**Competitive
Win Rate**

*Peer Group
Global Vendors*

THE PLANNING
SURVEY 22

Top-ranked

Forecasting

*Peer Group
Global Vendors*

THE PLANNING
SURVEY 22

Top-ranked

**Reporting/
Analysis**

*Peer Group
Global Vendors*

THE PLANNING
SURVEY 22

Top-ranked

**Vendor
Support**

*Peer Group
Global Vendors*

THE PLANNING
SURVEY 22

1
Top rank

15
Leading

Peer Group
Financial Planning &
Consolidation-Focused Products

THE PLANNING
SURVEY 22

Top-ranked

Vendor Support

Peer Group
Financial Planning &
Consolidation-Focused Products

THE PLANNING
SURVEY 22

1
Top rank

5
Leading

Peer Group
Performance Management
Specialists

THE PLANNING
SURVEY 22

Top-ranked

Workflow

Peer Group
Performance Management
Specialists

THE PLANNING
SURVEY 22

Customer Quotes

"I love OneStream! I've changed my entire career path because of it.

THE PLANNING SURVEY 22

Person responsible/Project manager for departmental BI, IT, 101 - 2500 employees

"It is an excellent product that I would certainly recommend to other organizations. Their product support is great, and they are constantly working on new products to innovate the platform.

THE PLANNING SURVEY 22

Person responsible/Project manager for departmental BI, > 2500 employees

"I've worked with multiple systems and OneStream is by far the best system.

THE PLANNING SURVEY 22

Line of business employee, retail/ wholesale, > 2500 employees

"Amazing Software and great vendor who does a great job supporting their clients and ensuring they are satisfied with the product during the entire implementation process and after.

THE PLANNING SURVEY 22

Transport, > 2500 employees

"Visionary & Leader in EPM & Account Reconciliation platform

THE PLANNING SURVEY 22

Person responsible/Project manager for BI from IT department, manufacturing, > 2500 employees

What Customers Like Most

> Flexibility to fit nearly any type of business, yet produces a ton of standardization/simplification. Also excellent for auditability.
>
> *THE PLANNING SURVEY 22*

Person responsible/Project manager for departmental BI, IT, 101 - 2500 employees

> The flexibility to do basically anything you want.
>
> *THE PLANNING SURVEY 22*

Person responsible/Project manager for departmental BI, manufacturing, > 2500 employees

> Very flexible, and easy to use
>
> *THE PLANNING SURVEY 22*

Line of business employee, manufacturing, > 2500 employees

> Intuitive and user friendly
>
> *THE PLANNING SURVEY 22*

Person responsible/Project manager for BI from IT department, transport, 101 - 2500 employees

> Integrated platform, very flexible, extensible dimensions, high innovation and large marketplace of solutions, it is a tool that Finance can own and manage within the organization, great customer support
>
> *THE PLANNING SURVEY 22*

Person responsible/Project manager for departmental BI, > 2500 employees

OneStream Overview

OneStream Software is an independent US-based CPM software company backed by private equity investors KKR, D1 Capital Partners, Tiger Global and IGSB. The vendor started developing and building the platform in 2008 as an R&D company before transforming into an operational company in 2012. OneStream is headquartered in Rochester, Michigan, USA and currently has eleven offices in the United States, Europe and APAC with more than 1,000 employees worldwide.

OneStream was developed with the intention of creating a single platform which enables a unified approach to support all the various CPM processes and information streams in organizations. The platform integrates financial consolidation and close, planning, budgeting and forecasting, reporting, analysis and financial data quality management in one single application. The OneStream MarketPlace provides productivity and business solutions that allow customers to extend the platform with additional capabilities, such as predictive analytics, account reconciliations, transaction matching and specialty planning solutions. All OneStream-developed MarketPlace solutions are fully supported and available free of charge to active customers. OneStream is available for deployment in the Microsoft Azure cloud.

The solution is ideally suited to mid-sized to large enterprises across all industries who require a

unified, robust and complete CPM solution. The vendor employs a direct sales model alongside its partner network to support customers with implementation services. According to the vendor, 900 customers currently use OneStream and the company is in a period of strong growth.

OneStream is a financial consolidation and planning platform with built-in financial data quality functionality that focuses on supporting the full range of corporate performance management. Its proprietary in-memory financial analytic engine with built-in financial intelligence (e.g., supporting complex financial consolidations) uses ROLAP storage in Microsoft SQL Server. Customers can create company-wide consolidated financial results statements and plans at subsidiary or group level. In addition, Extensible Dimensionality® provides the ability to extend the account and other dimension structures to support both corporate and line-of-business financial and operational planning and reporting in one single solution. Moreover, OneStream provides fully supported operational planning solutions in its MarketPlace that feed into the financial model including workforce, capex, cash, sales and project planning.
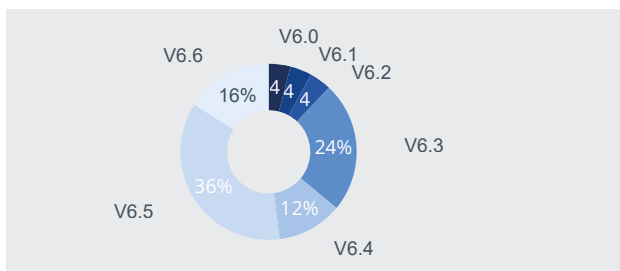
OneStream also integrates functionality for BI and analytics. For individual, flexible (ad hoc) reporting and analysis, a reporting studio, spreadsheet interface or Excel add-in are included. Interactive dashboards can bring key financial and operational metrics together by combining tables, charts, graphs and other visualizations.

OneStream customer responses

This year we had 31 responses from OneStream users. At the time of the survey, 36 percent of them were using version 6.5, 24 percent were using version 6.3, 16 percent were using version 6.6, 12 percent were using version 6.4 and 4 percent were using version 6.2, 4 percent were running version 6.1 and 4 percent were using version 6.0.

Versions used

n=25

THE PLANNING
SURVEY 22

The Planning Survey 22 is based on findings from the world's largest and most comprehensive survey of planning software users, conducted from November 2021 to February 2022. In total, 1,325 people responded to the survey with 1,104 answering a series of detailed questions about their use of a named product. Altogether, 19 products (or groups of products) are analyzed in detail.

The Planning Survey 22 examines user feedback on planning product selection and usage across 33 criteria (KPIs) including *Business Benefits, Project Success, Business Value, Recommendation, Customer Satisfaction, Customer Experience, Planning Functionality* and *Competitiveness*.

This document contains just a selection of the headline findings for OneStream. It does not show all the KPI results and focuses mainly on the positive findings.

For more information on the survey, visit The BI Survey website.
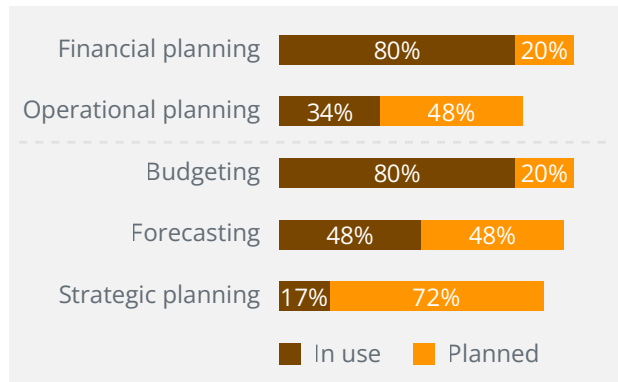
User and Use Case Demographics

BARC Comment

51 percent of OneStream users are planning users – significantly below the survey average of 64 percent – reflecting the fact that OneStream is essentially an integrated platform that unifies several CPM processes in one single application. This is also reflected in the area of planning use cases and other use cases. Customers leverage OneStream mainly for financial planning (80 percent). Here, planning takes place at different aggregation levels. OneStream is particularly used for budgeting (80 percent) and forecasting (48 percent). Besides planning, customers mainly use OneStream for ad hoc query (83 percent), standard/enterprise reporting (67 percent) and financial consolidation (53 percent). Many respondents plan to use it for strategic planning (72 percent), operational planning (48 percent) and forecasting (48 percent) in the future.

OneStream targets mid-sized and large companies across all industries. 68 percent of our sample of OneStream customers come from large companies (more than 2,500 employees) with a median of 120 users (including 50 using planning functionality), but the mean of 433 users (163 for planning) indicates there are also several larger implementations.
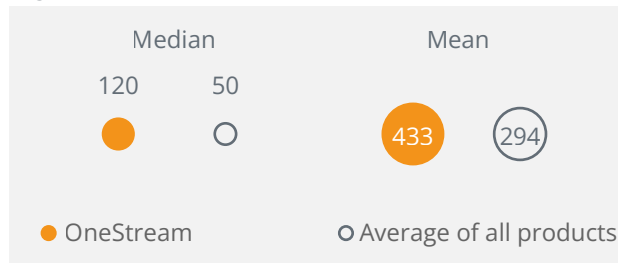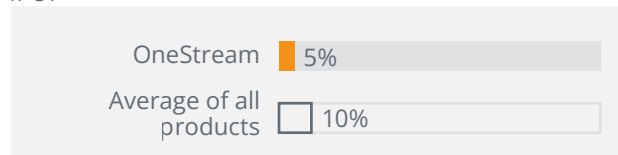
Current vs. planned use (planning use cases)

n=30

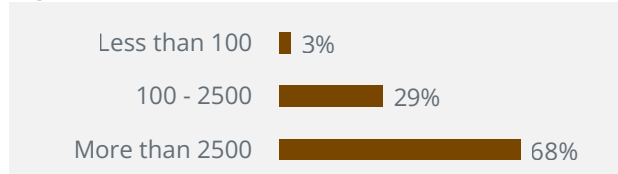| Use case	In use	Planned
Financial planning	80%	20%
Operational planning	34%	48%
Budgeting	80%	20%
Forecasting	48%	48%
Strategic planning	17%	72%

■ In use ■ Planned

Current vs. planned use (other use cases)

n=30

Use case	In use	Planned
Ad hoc query	83%	10
Standard/Enterprise reporting	67%	23%
Financial consolidation	53%	43%
Dashboards/Scorecards	43%	43%
Data analysis	39%	46%

■ In use ■ Planned

Total number of users per company

n=31

	Median		Mean	
	120	50	433	294

● OneStream ○ Average of all products

Planning users per company

n=31

	Median		Mean	
	50	30	163	117

● OneStream ○ Average of all products

Percentage of employees using OneStream

n=31

OneStream	5%
Average of all products	10%

Planning users (as a percentage of all users)

n=31

OneStream	51%
Average of all products	64%

Company size (employees)

n=31

Less than 100	3%
100 - 2500	29%
More than 2500	68%
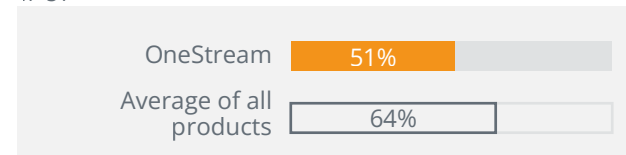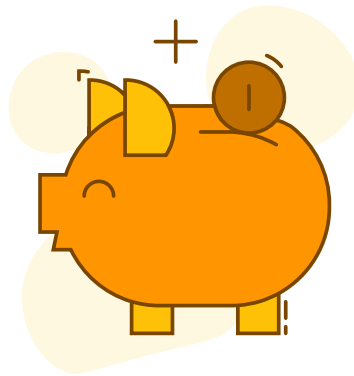
Price to Value

This KPI is based on how users rate their BI tool in terms of price to value.

Price to Value – Leader

Peer group: Global Vendors

Jedox	8.7
LucaNet	8.5
OneStream	8.5
CCH Tagetik	8.5
Board	6.9
Unit4 FP&A	6.9
Peer Group Average	6.8
Oracle Cloud EPM	6.8
Workday Adapt. Plan.	6.6
Anaplan	6.6
IBM Plan. Analytics	6.6
SAP Analytics Cloud	5.9
SAP BPC	1.0

© BARC
www.bi-survey.com

Price to Value – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

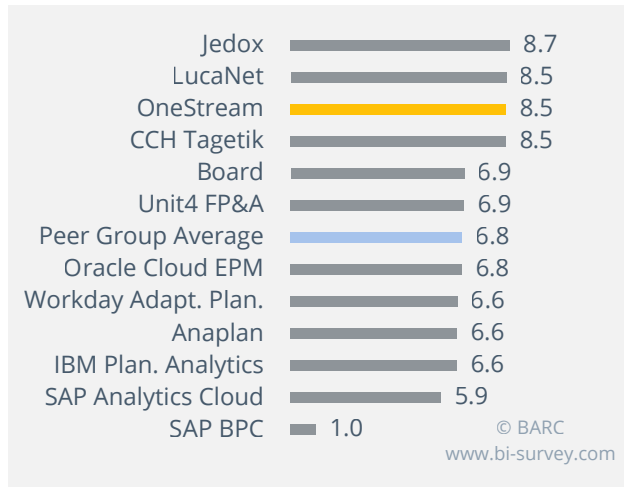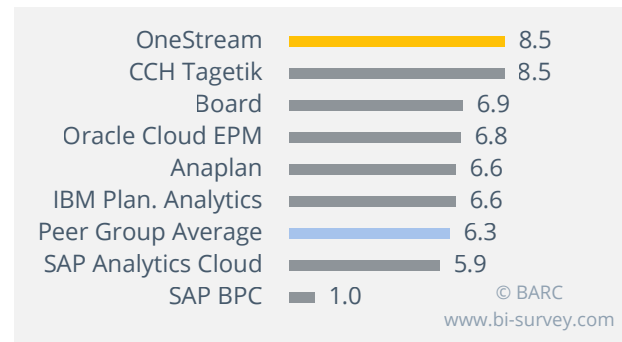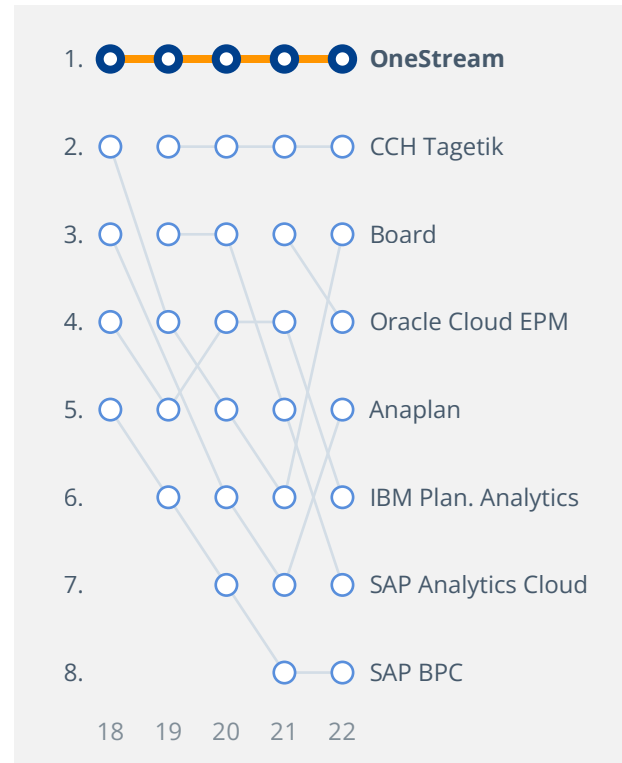|	
CoPlanner	8.7
Jedox	8.7
LucaNet	8.5
OneStream	8.5
CCH Tagetik	8.5
Prophix	8.0
Corporate Planning	7.3
Peer Group Average	7.2
insightsoftware IDL	7.2
Board	6.9
Unit4 FP&A	6.9
Oracle Cloud EPM	6.8
Workday Adapt. Plan.	6.6
SAP BPC	1.0

© BARC
www.bi-survey.com

Price to Value – Top-ranked

Peer group: Large/Enterprise-Wide Implementations

1.

OneStream	8.5
CCH Tagetik	8.5
Board	6.9
Oracle Cloud EPM	6.8
Anaplan	6.6
IBM Plan. Analytics	6.6
Peer Group Average	6.3
SAP Analytics Cloud	5.9
SAP BPC	1.0

© BARC
www.bi-survey.com

Consistently top-ranked in Price to Value

Peer group: Large/Enterprise-Wide Implementations

1.	**OneStream**
2.	CCH Tagetik
3.	Board
4.	Oracle Cloud EPM
5.	Anaplan
6.	IBM Plan. Analytics
7.	SAP Analytics Cloud
8.	SAP BPC

18 19 20 21 22
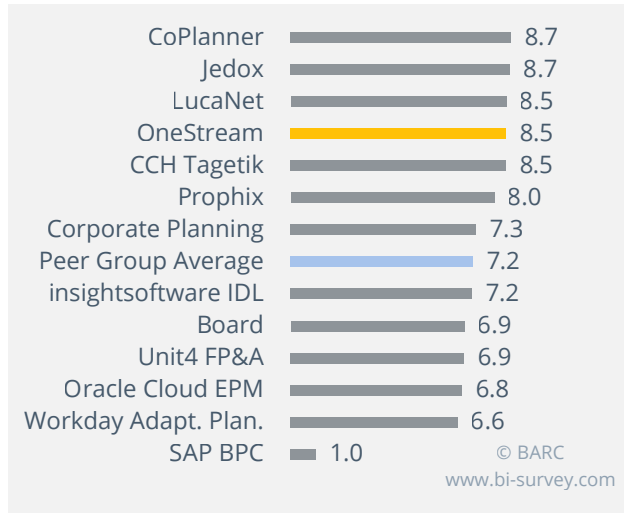
Price to Value

BARC Viewpoint

Customers consider OneStream to be attractively priced, offering good value and comprehensive functionality to address a variety of corporate and financial performance management use cases. This is a key reason why OneStream tops the *Large/Enterprise-Wide Implementations* peer group for *Price to Value* for the fifth year in a row and achieves leading ranks in two of its other peer groups. Standard licensing of the product is based on a named user software-as-a-service pricing model leveraging the Microsoft Azure cloud. OneStream can also offer a non-cloud subscription (customer-hosted) or on-premises / perpetual licensing as needed. Several survey respondents highlighted the pricing and contract flexibility offered by OneStream.
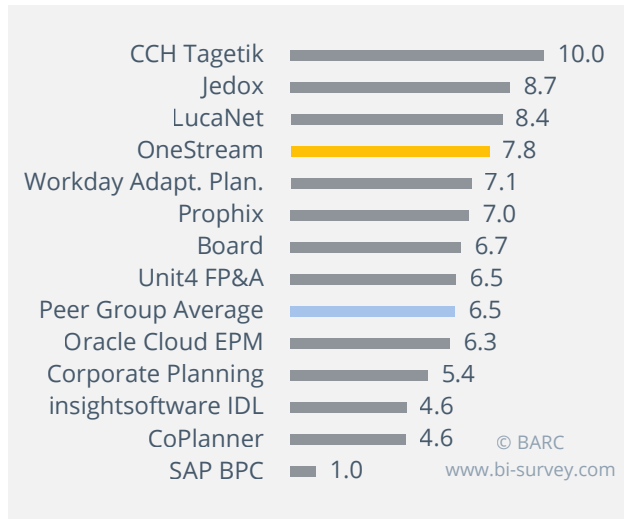
Recommendation

The *Recommendation* KPI is based on the proportion of users that say they would recommend the product to others.

Recommendation – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

Vendor	Score
CCH Tagetik	10.0
Jedox	8.7
LucaNet	8.4
OneStream	7.8
Workday Adapt. Plan.	7.1
Prophix	7.0
Board	6.7
Unit4 FP&A	6.5
Peer Group Average	6.5
Oracle Cloud EPM	6.3
Corporate Planning	5.4
insightsoftware IDL	4.6
CoPlanner	4.6
SAP BPC	1.0

© BARC
www.bi-survey.com

Net Promoter Score (NPS)

63

-100 | 0 | 30 | 70 | 100

👁 BARC Viewpoint
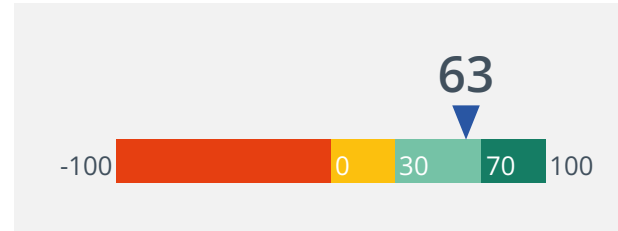
Once again this year, a perfect 100 percent of customers said they would "definitely" or "probably" recommend OneStream to other organizations. This positivity is reinforced by the product's positive net promoter score (NPS) of 63, which is excellent. The NPS expresses high customer satisfaction with the vendor and its product among OneStream users and shows their loyalty to the solution. OneStream deservedly achieves earns a leading rank for *Recommendation* in the *Financial Planning & Consolidation-Focused Products* peer group. The Planning Survey results suggest that the vendor is able to keep its word with regard to its mission statement: "Every customer must be a reference and success".

Vendor Support

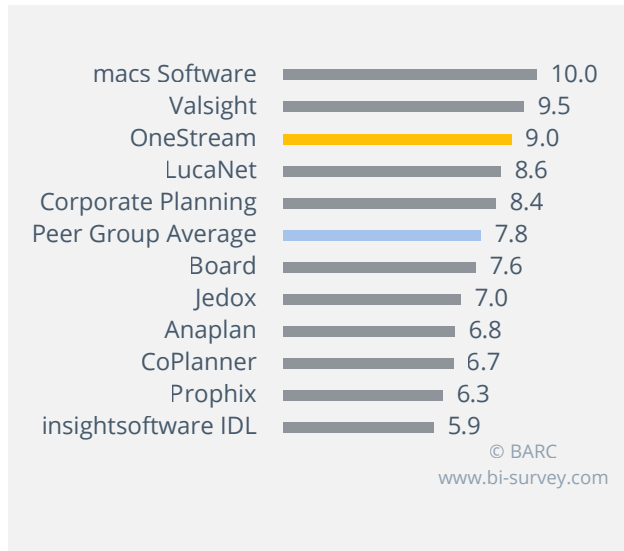This KPI measures user satisfaction with the level of vendor support provided for the product.
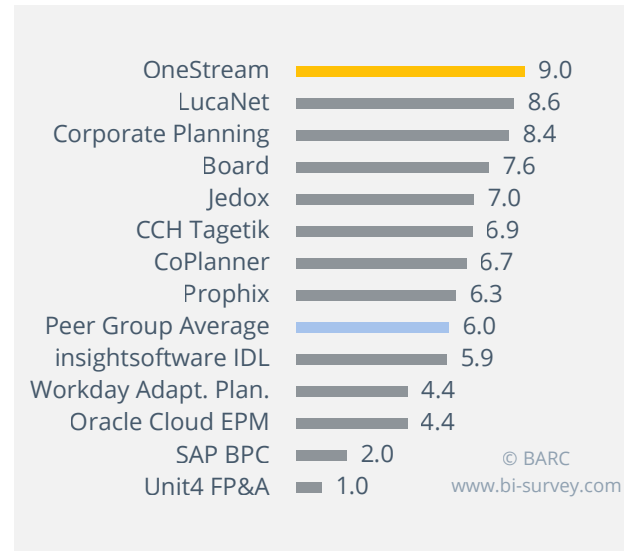
Vendor Support – Leader

Peer group: Performance Management Specialists

macs Software	10.0
Valsight	9.5
OneStream	9.0
LucaNet	8.6
Corporate Planning	8.4
Peer Group Average	7.8
Board	7.6
Jedox	7.0
Anaplan	6.8
CoPlanner	6.7
Prophix	6.3
insightsoftware IDL	5.9

© BARC
www.bi-survey.com

Vendor Support – Top-ranked

Peer group: Fin. Plan. & Consolidation-Focused Products

OneStream	9.0
LucaNet	8.6
Corporate Planning	8.4
Board	7.6
Jedox	7.0
CCH Tagetik	6.9
CoPlanner	6.7
Prophix	6.3
Peer Group Average	6.0
insightsoftware IDL	5.9
Workday Adapt. Plan.	4.4
Oracle Cloud EPM	4.4
SAP BPC	2.0
Unit4 FP&A	1.0

© BARC
www.bi-survey.com

Consistently top-ranked in Vendor Support

Peer group: Fin. Plan. & Consolidation-Focused Products

1. OneStream
2. LucaNet
3. Corporate Planning
4. Board
5. Jedox
6. CCH Tagetik
7. CoPlanner
8. Prophix
9. insightsoftware IDL
10. Workday Adapt. Plan.
11. Oracle Cloud EPM
12. SAP BPC
13. Unit4 FP&A

18 19 20 21 22

BARC Viewpoint

Year after year, customers praise OneStream's outstanding vendor support services. Consistent top ranks for *Vendor Support* in all its peer groups in recent years show that customers are very satisfied with the support provided and benefit from OneStream's product knowledge and implementation experience. Vendor support is an important element in customer relationships. The vendor listens very carefully to customers' needs and requirements, constantly improving its software with this information. Several customers commented that OneStream is very well supported by highly trained staff, who offer business expertise, excellent product knowledge and implementation support.

Consistently top-ranked in Vendor Support

Peer group: Large/Enterprise-Wide Implementations

1. **OneStream**
2. Board
3. CCH Tagetik
4. Anaplan
5. SAP Analytics Cloud
6. Oracle Cloud EPM
7. IBM Plan. Analytics
8. SAP BPC

18 19 20 21 22

Vendor Support – Top-ranked 🏅 1.

Peer group: Large/Enterprise-Wide Implementations

OneStream	9.0
Board	7.6
CCH Tagetik	6.9
Anaplan	6.8
Peer Group Average	5.5
SAP Analytics Cloud	4.9
Oracle Cloud EPM	4.4
IBM Plan. Analytics	2.2
SAP BPC	2.0

© BARC
www.bi-survey.com

Vendor Support – Top-ranked 🏅 1.

Peer group: Global Vendors

OneStream	9.0
LucaNet	8.6
Board	7.6
Jedox	7.0
CCH Tagetik	6.9
Anaplan	6.8
Peer Group Average	5.4
SAP Analytics Cloud	4.9
Workday Adapt. Plan.	4.4
Oracle Cloud EPM	4.4
IBM Plan. Analytics	2.2
SAP BPC	2.0
Unit4 FP&A	1.0

© BARC
www.bi-survey.com

Consistently top-ranked in Vendor Support

Peer group: Global Vendors

1. **OneStream**
2. LucaNet
3. Board
4. Jedox
5. CCH Tagetik
6. Anaplan
7. SAP Analytics Cloud
8. Workday Adapt. Plan.
9. Oracle Cloud EPM
10. IBM Plan. Analytics
11. SAP BPC
12. Unit4 FP&A

18 19 20 21 22

Product Satisfaction

This KPI is based on the level of satisfaction with the product.

Product Satisfaction – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

Board	9.2
Jedox	9.1
OneStream	8.9
CCH Tagetik	8.7
LucaNet	8.4
Workday Adapt. Plan.	8.4
Corporate Planning	8.2
CoPlanner	8.1
Oracle Cloud EPM	8.0
Unit4 FP&A	7.7
Peer Group Average	7.7
Prophix	7.1
insightsoftware IDL	6.8
SAP BPC	1.0

© BARC
www.bi-survey.com

Product Satisfaction – Leader

Peer group: Global Vendors

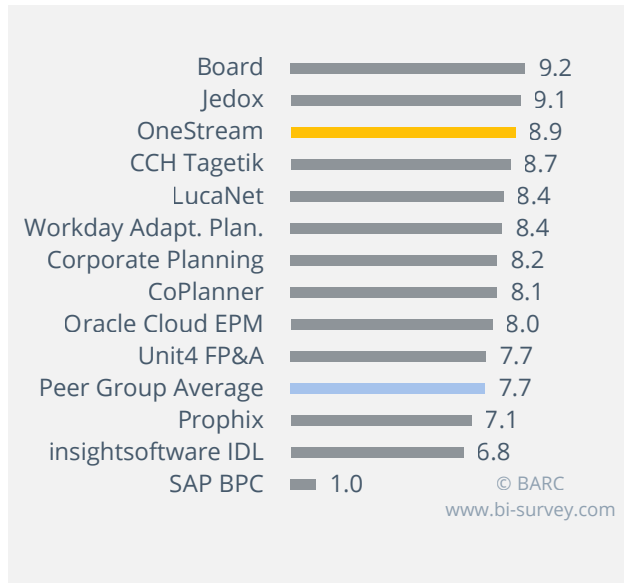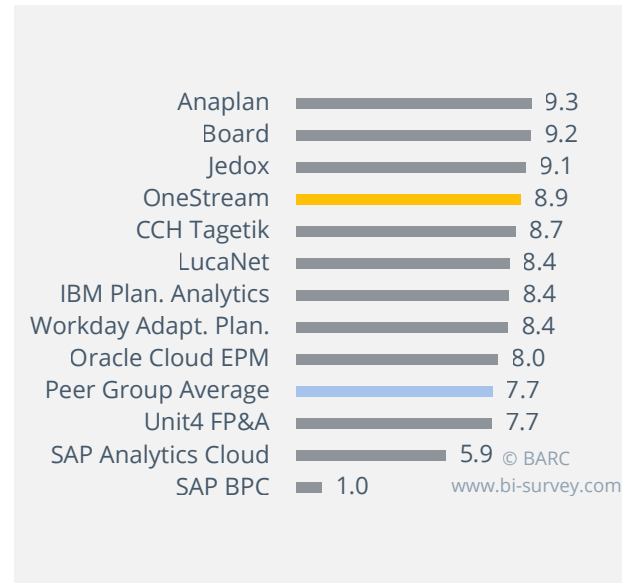|	
Anaplan	9.3
Board	9.2
Jedox	9.1
OneStream	8.9
CCH Tagetik	8.7
LucaNet	8.4
IBM Plan. Analytics	8.4
Workday Adapt. Plan.	8.4
Oracle Cloud EPM	8.0
Peer Group Average	7.7
Unit4 FP&A	7.7
SAP Analytics Cloud	5.9
SAP BPC	1.0

© BARC
www.bi-survey.com

BARC Viewpoint

Leading ranks for *Product Satisfaction* in two of its peer groups confirm that customers are satisfied with the product. Customers are free to address various corporate and financial performance management use cases with OneStream's unified platform that integrates financial consolidation and close, planning, budgeting and forecasting, reporting, analysis and financial data quality management in one single application. The fact that 61 percent of respondents state they have no significant problems at all with the product is a great indicator of customer satisfaction. OneStream targets mostly finance and business users in mid-sized and large global organizations across all industries. The product is businessuser-friendly with great ease of use.
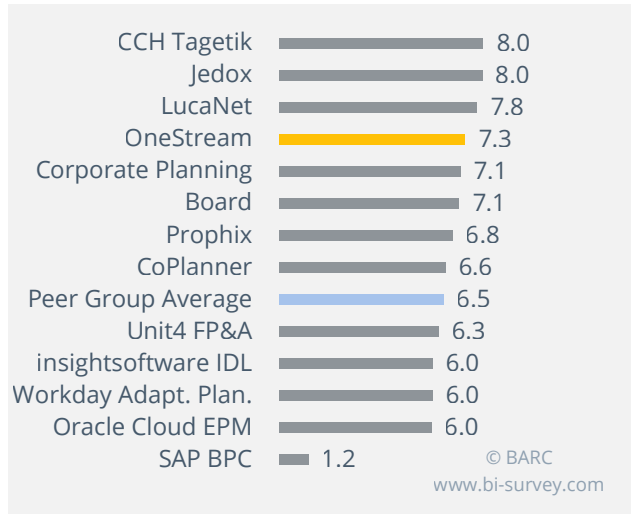
Customer Satisfaction

The *Customer Satisfaction* KPI combines the *Price to Value, Recommendation, Vendor Support, Implementer Support and Product Satisfaction* KPIs.

Customer Satisfaction – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

CCH Tagetik	8.0
Jedox	8.0
LucaNet	7.8
OneStream	7.3
Corporate Planning	7.1
Board	7.1
Prophix	6.8
CoPlanner	6.6
Peer Group Average	6.5
Unit4 FP&A	6.3
insightsoftware IDL	6.0
Workday Adapt. Plan.	6.0
Oracle Cloud EPM	6.0
SAP BPC	1.2

© BARC
www.bi-survey.com

Customer Satisfaction aggregates the *Price-to-Value, Recommendation, Vendor Support, Implementer Support* and *Product Satisfaction* KPIs. Great results in almost all of these KPIs also make OneStream a leader for *Customer Satisfaction* in the *Financial Planning & Consolidation-Focused Products* peer group this year. The Planning Survey results reveal a high level of satisfaction with the vendor and its comprehensive CPM platform. Many customers consider OneStream to be attractively priced, offering good value for money and comprehensive functionality to address a variety of corporate and financial performance management use cases. The fact that every single OneStream customer surveyed said they would "definitely" or "probably" recommend their planning product to other organizations speaks volumes.

Data Integration
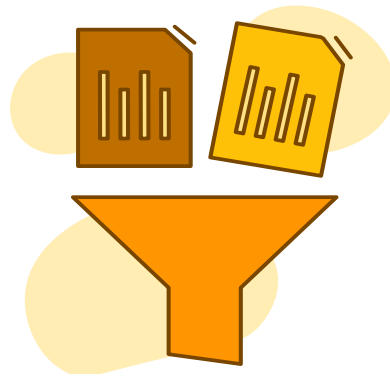
This KPI measures user ratings of the product's data integration functionality.

Data Integration – Leader

Peer group: Global Vendors
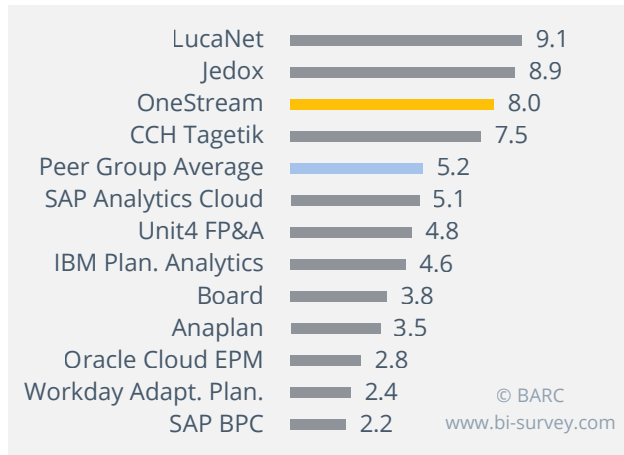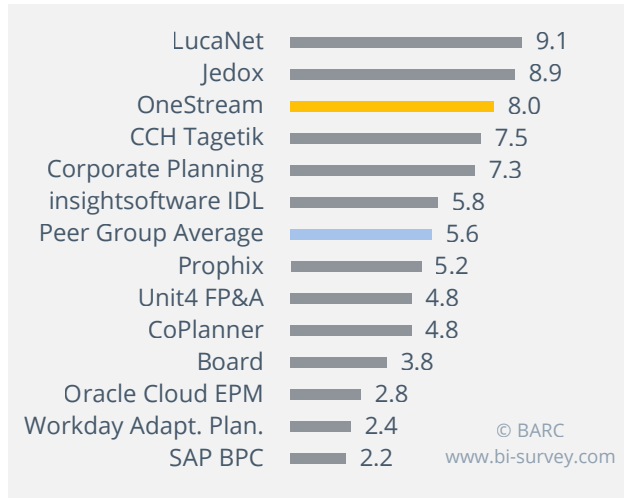
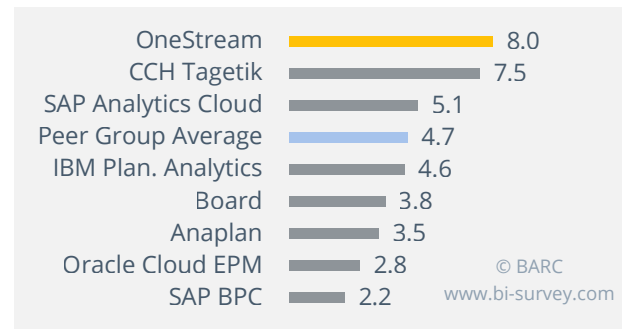|	
LucaNet	9.1
Jedox	8.9
OneStream	8.0
CCH Tagetik	7.5
Peer Group Average	5.2
SAP Analytics Cloud	5.1
Unit4 FP&A	4.8
IBM Plan. Analytics	4.6
Board	3.8
Anaplan	3.5
Oracle Cloud EPM	2.8
Workday Adapt. Plan.	2.4
SAP BPC	2.2

© BARC
www.bi-survey.com

Data Integration – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

LucaNet	9.1
Jedox	8.9
OneStream	8.0
CCH Tagetik	7.5
Corporate Planning	7.3
insightsoftware IDL	5.8
Peer Group Average	5.6
Prophix	5.2
Unit4 FP&A	4.8
CoPlanner	4.8
Board	3.8
Oracle Cloud EPM	2.8
Workday Adapt. Plan.	2.4
SAP BPC	2.2

© BARC
www.bi-survey.com

Data Integration – Top-ranked

Peer group: Large/Enterprise-Wide Implementations

OneStream	8.0
CCH Tagetik	7.5
SAP Analytics Cloud	5.1
Peer Group Average	4.7
IBM Plan. Analytics	4.6
Board	3.8
Anaplan	3.5
Oracle Cloud EPM	2.8
SAP BPC	2.2

© BARC
www.bi-survey.com

Consistently top-ranked in Data Integration

Peer group: Large/Enterprise-Wide Implementations

1. **OneStream**
2. CCH Tagetik
3. SAP Analytics Cloud
4. IBM Plan. Analytics
5. Board
6. Anaplan
7. Oracle Cloud EPM
8. SAP BPC

19   20   21   22

Data Integration

BARC Viewpoint
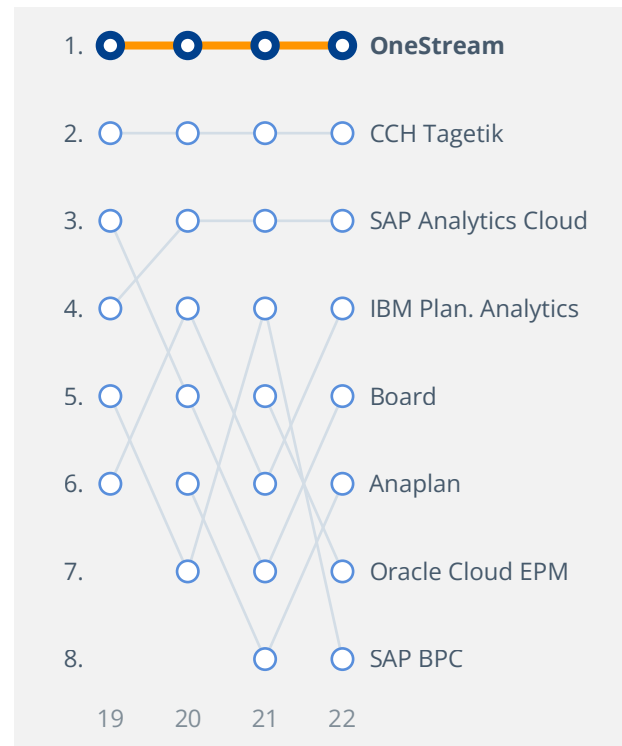
Integrating data from various source systems is a challenge in every CPM and analytics project. OneStream has its own integrated capabilities to access data in source systems and transfer it to the product's relational data model in Microsoft SQL Server. Leveraging integrated wizards, guided access to a wide variety of data sources is provided. Using OneStream's flexible load options and data connectors, scripting is not usually required for import operations. Embedded data quality capabilities provide pre-load and post-load data validation and confirmation to ensure the quality of the data. Customers rate OneStream as the number one for *Data Integration* in the *Large/Enterprise-Wide Implementations* peer group this year.
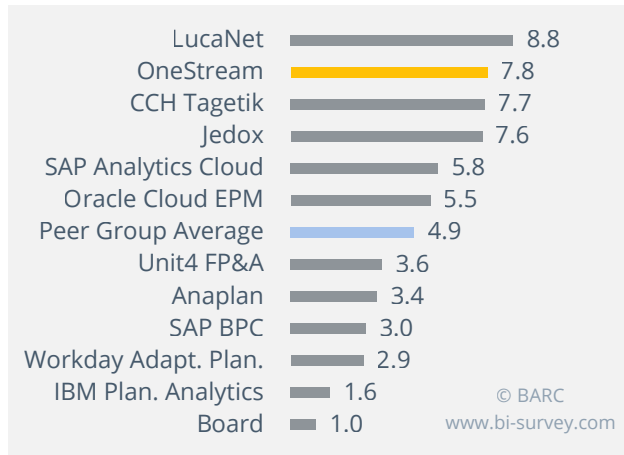
Planning Content

This KPI measures user ratings of the predefined planning content available with the product.
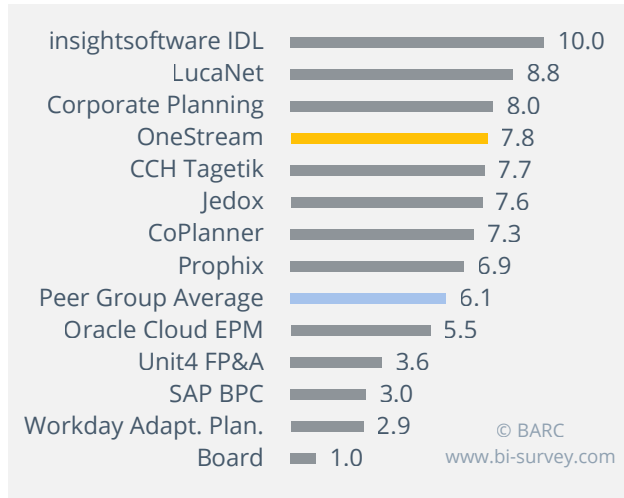
Planning Content – Leader

Peer group: Global Vendors

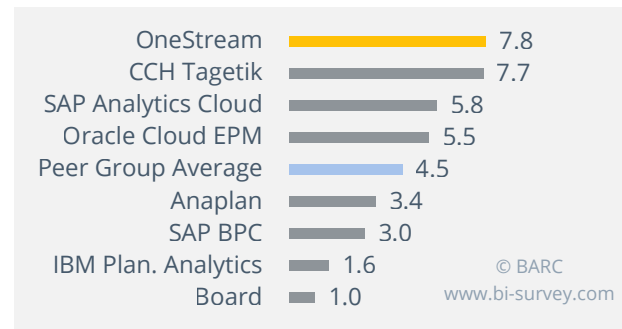| Vendor	Score
LucaNet	8.8
OneStream	7.8
CCH Tagetik	7.7
Jedox	7.6
SAP Analytics Cloud	5.8
Oracle Cloud EPM	5.5
Peer Group Average	4.9
Unit4 FP&A	3.6
Anaplan	3.4
SAP BPC	3.0
Workday Adapt. Plan.	2.9
IBM Plan. Analytics	1.6
Board	1.0

© BARC
www.bi-survey.com

Planning Content – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

Vendor	Score
insightsoftware IDL	10.0
LucaNet	8.8
Corporate Planning	8.0
OneStream	7.8
CCH Tagetik	7.7
Jedox	7.6
CoPlanner	7.3
Prophix	6.9
Peer Group Average	6.1
Oracle Cloud EPM	5.5
Unit4 FP&A	3.6
SAP BPC	3.0
Workday Adapt. Plan.	2.9
Board	1.0

© BARC
www.bi-survey.com

Planning Content – Top-ranked

Peer group: Large/Enterprise-Wide Implementations

Vendor	Score
OneStream	7.8
CCH Tagetik	7.7
SAP Analytics Cloud	5.8
Oracle Cloud EPM	5.5
Peer Group Average	4.5
Anaplan	3.4
SAP BPC	3.0
IBM Plan. Analytics	1.6
Board	1.0

© BARC
www.bi-survey.com

Consistently top-ranked in Planning Content

Peer group: Large/Enterprise-Wide Implementations

| Rank	Vendor
1.	**OneStream**
2.	CCH Tagetik
3.	SAP Analytics Cloud
4.	Oracle Cloud EPM
5.	Anaplan
6.	SAP BPC
7.	IBM Plan. Analytics
8.	Board

19   20   21   22
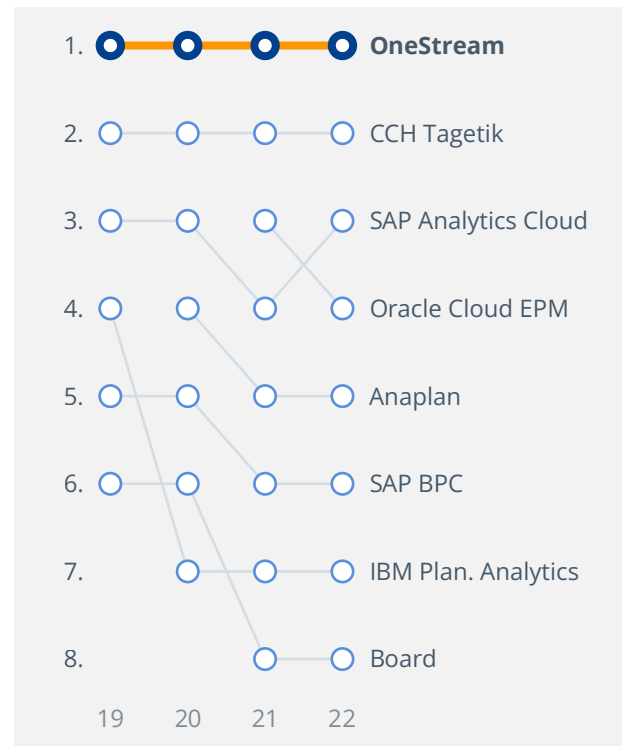
BARC Viewpoint

OneStream's industry-agnostic core product capabilities are enhanced by prebuilt but adaptable productivity and business solutions in the vendor's MarketPlace. These solutions extend the platform with capabilities such as predictive analytics, account reconciliations, transaction matching and specialty planning solutions. Operational planning solutions are designed to feed into the core financial model of OneStream including workforce, capex, cash and sales planning. For example, OneStream's Predictive Analytics 123 solution offers built-in predictive models and forecast methods that can be leveraged within financial and operational planning and forecasting scenarios. All OneStream-developed MarketPlace solutions are fully supported and available free of charge to active customers. Excellent results in the *Planning Content* KPI indicate that most customers are satisfied with the vendor's prebuilt solutions.
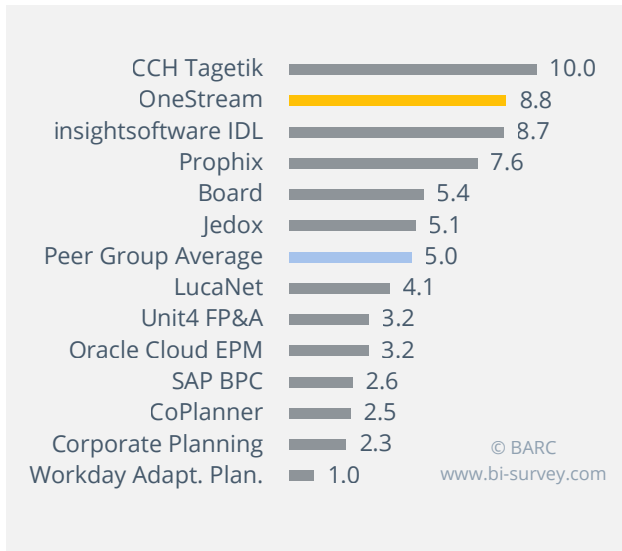
Workflow
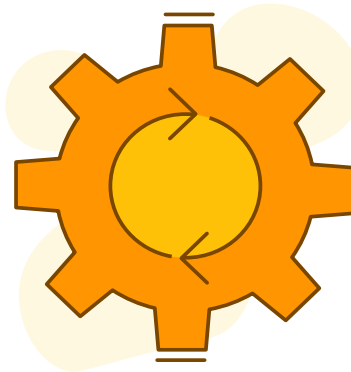
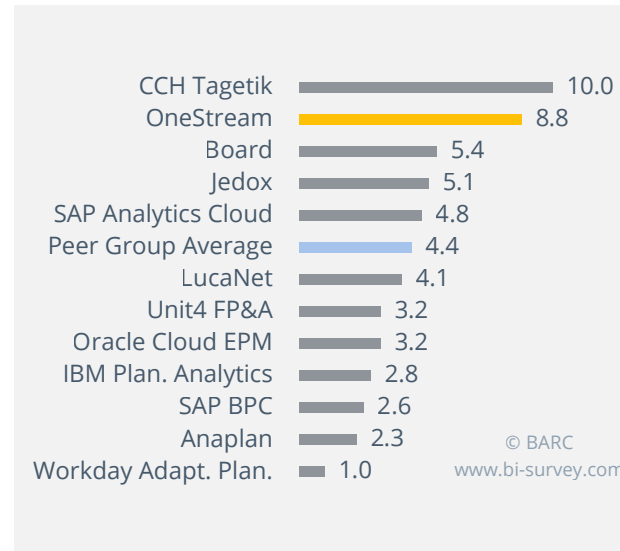This KPI measures user ratings of the product's workflow functionality.

Workflow – Leader
Peer group: Fin. Plan. & Consolidation-Focused Products

CCH Tagetik	10.0
OneStream	8.8
insightsoftware IDL	8.7
Prophix	7.6
Board	5.4
Jedox	5.1
Peer Group Average	5.0
LucaNet	4.1
Unit4 FP&A	3.2
Oracle Cloud EPM	3.2
SAP BPC	2.6
CoPlanner	2.5
Corporate Planning	2.3
Workday Adapt. Plan.	1.0

© BARC
www.bi-survey.com

Workflow – Leader
Peer group: Global Vendors

CCH Tagetik	10.0
OneStream	8.8
Board	5.4
Jedox	5.1
SAP Analytics Cloud	4.8
Peer Group Average	4.4
LucaNet	4.1
Unit4 FP&A	3.2
Oracle Cloud EPM	3.2
IBM Plan. Analytics	2.8
SAP BPC	2.6
Anaplan	2.3
Workday Adapt. Plan.	1.0

© BARC
www.bi-survey.com

BARC Viewpoint

OneStream provides capabilities for top-down and bottom-up planning scenarios including embedded workflows and collaboration capabilities. When managing decentralized bottom-up planning and forecasting processes with lots of planners involved, workflow functionality can be helpful to coordinate consecutive planning activities. OneStream's workflow functionality includes advanced features such as status monitoring, time management, task assignment, email notifications, locking/unlocking depending on security levels and approval processes. In OneStream, workflows are linked to scenarios, which are based on scenario types with process-specific characteristics. The workflow concept allows for the confirmations, certifications and process control needed for financial close and planning processes. OneStream ranks highly in the *Workflow* KPI in all its peer groups this year.

Workflow – Leader

Peer group: Large/Enterprise-Wide Implementations

CCH Tagetik	10.0
OneStream	8.8
Board	5.4
Peer Group Average	5.0
SAP Analytics Cloud	4.8
Oracle Cloud EPM	3.2
IBM Plan. Analytics	2.8
SAP BPC	2.6
Anaplan	2.3

© BARC
www.bi-survey.com
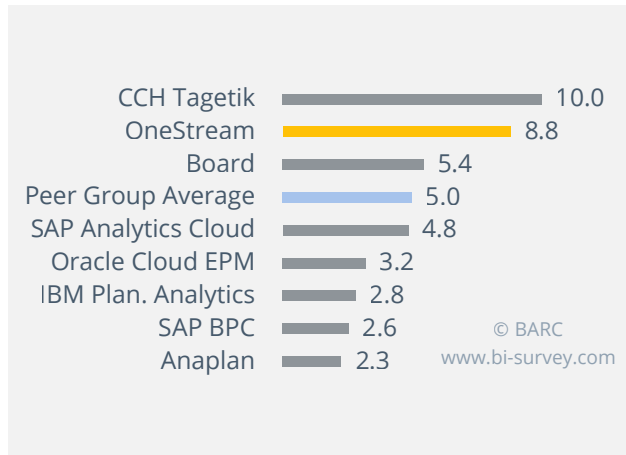
Workflow – Top-ranked

Peer group: Performance Management Specialists

OneStream	8.8
insightsoftware IDL	8.7
Prophix	7.6
macs Software	5.6
Board	5.4
Jedox	5.1
Peer Group Average	5.1
LucaNet	4.1
Valsight	3.6
CoPlanner	2.5
Corporate Planning	2.3
Anaplan	2.3

© BARC
www.bi-survey.com
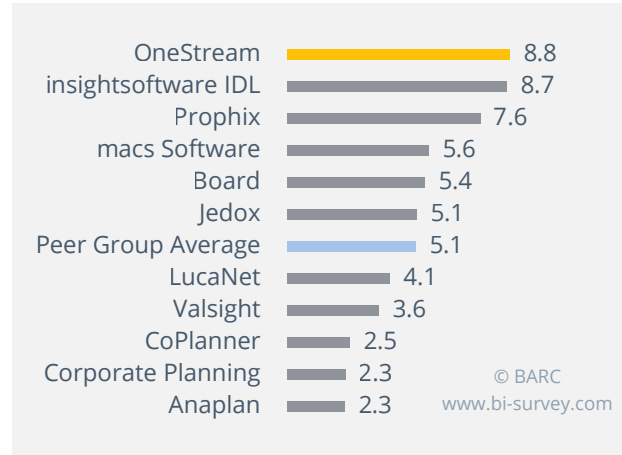
Consistently top-ranked in Workflow

Peer group: Performance Management Specialists

Rank	19	20	21	22	
1.		●	●	●	**OneStream**
2.					insightsoftware IDL
3.					Prophix
4.					macs Software
5.					Board
6.					Jedox
7.					LucaNet
8.					Valsight
9.					CoPlanner
10.					Corporate Planning
11.					Anaplan
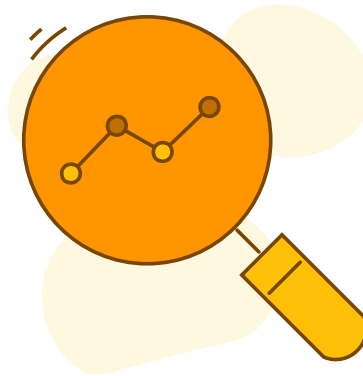
Forecasting

This KPI measures user ratings of the product's forecasting functionality.

Forecasting – Top-ranked

Peer group: Large/Enterprise-Wide Implementations

OneStream	8.2
CCH Tagetik	7.2
Oracle Cloud EPM	6.9
IBM Plan. Analytics	6.8
Board	6.7
SAP Analytics Cloud	6.4
Peer Group Average	6.0
Anaplan	4.8
SAP BPC	1.0

© BARC
www.bi-survey.com

Consistently top-ranked in Forecasting

Peer group: Large/Enterprise-Wide Implementations
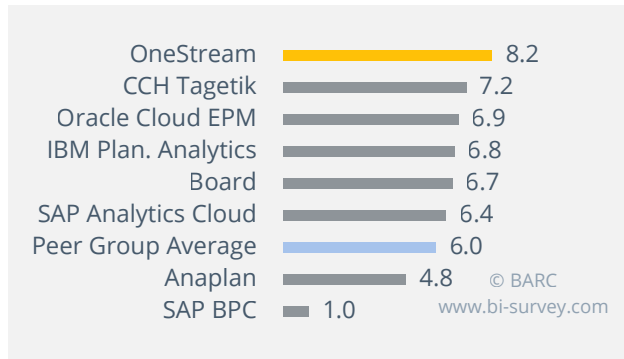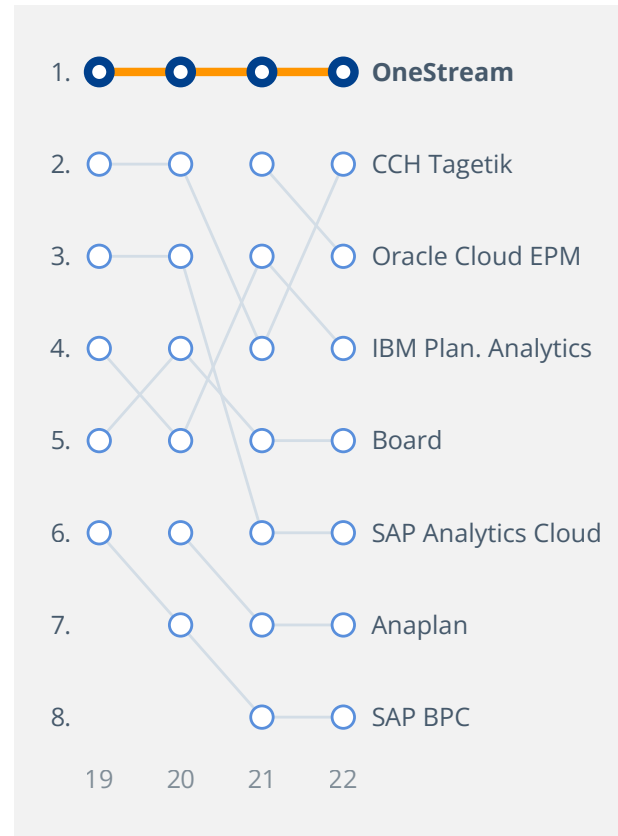
1. **OneStream**
2. CCH Tagetik
3. Oracle Cloud EPM
4. IBM Plan. Analytics
5. Board
6. SAP Analytics Cloud
7. Anaplan
8. SAP BPC

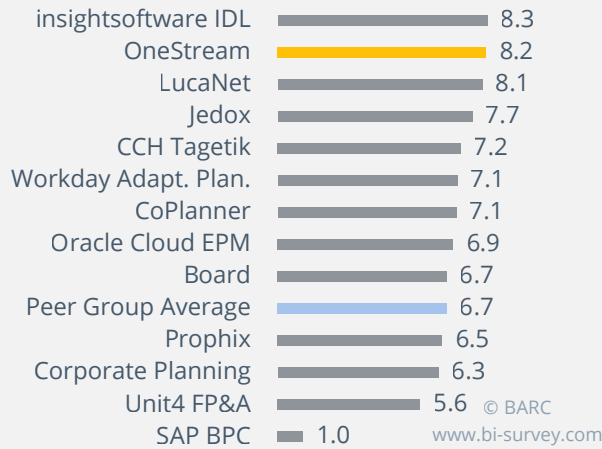19   20   21   22

Forecasting

BARC Viewpoint

For many, the importance of up-to-date forecasts for corporate management has increased in the last 18-24 months. This results in a higher frequency at which forecasts have to be updated, which requires sound software support. OneStream ensures the integration of different planning levels from strategic planning, operational planning and budgeting to quarterly forecasts and plan adjustments. Based on plan values already entered for certain planning periods and their comparison with realized actuals from operational source systems, OneStream supports the creation of forecasts of future corporate development. Options to support forecasting processes include seeding options and versioning of budgets. Goal-seeking functions are also available. Furthermore, customers can leverage predictive and/or machine learning models as a non-biased forecast scenario within planning, budgeting and forecasting.
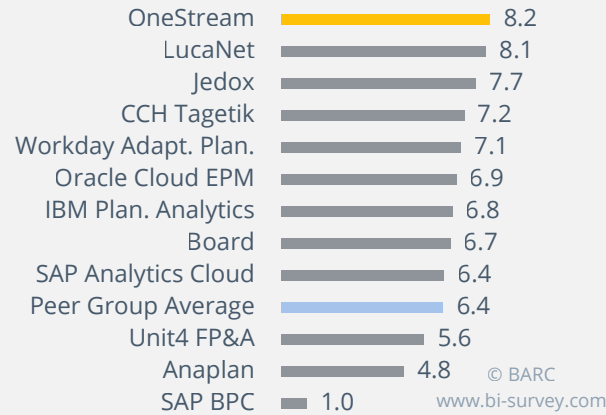
Forecasting – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

insightsoftware IDL	8.3
OneStream	8.2
LucaNet	8.1
Jedox	7.7
CCH Tagetik	7.2
Workday Adapt. Plan.	7.1
CoPlanner	7.1
Oracle Cloud EPM	6.9
Board	6.7
Peer Group Average	6.7
Prophix	6.5
Corporate Planning	6.3
Unit4 FP&A	5.6
SAP BPC	1.0

© BARC
www.bi-survey.com

Forecasting – Top-ranked

Peer group: Global Vendors

OneStream	8.2
LucaNet	8.1
Jedox	7.7
CCH Tagetik	7.2
Workday Adapt. Plan.	7.1
Oracle Cloud EPM	6.9
IBM Plan. Analytics	6.8
Board	6.7
SAP Analytics Cloud	6.4
Peer Group Average	6.4
Unit4 FP&A	5.6
Anaplan	4.8
SAP BPC	1.0

© BARC
www.bi-survey.com

Consistently top-ranked in Forecasting

Peer group: Global Vendors

1.	**OneStream**
2.	LucaNet
3.	Jedox
4.	CCH Tagetik
5.	Workday Adapt. Plan.
6.	Oracle Cloud EPM
7.	IBM Plan. Analytics
8.	Board
9.	SAP Analytics Cloud
10.	Unit4 FP&A
11.	Anaplan
12.	SAP BPC

19   20   21   22

Simulation

This KPI measures user ratings of the product's simulation functionality.

Simulation – Leader

Peer group: Global Vendors

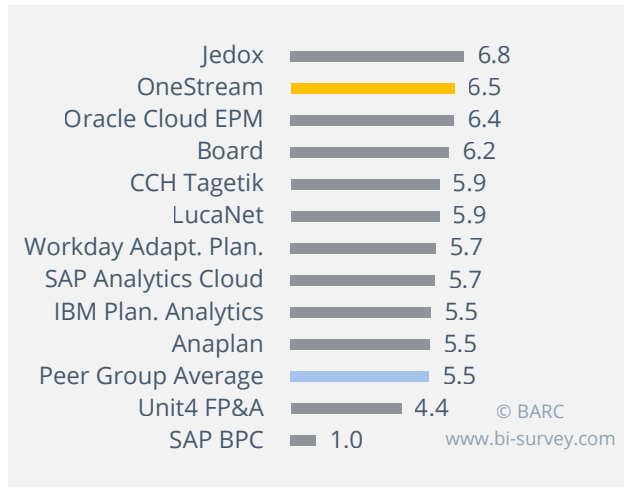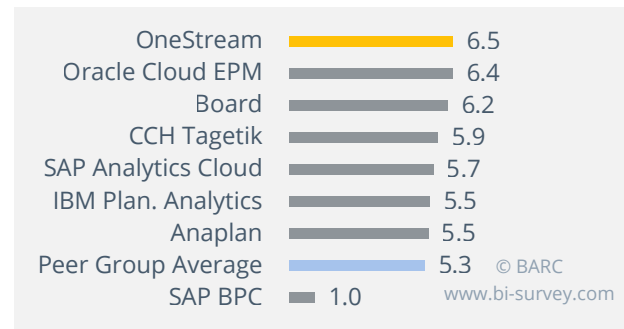|	
Jedox	6.8
OneStream	6.5
Oracle Cloud EPM	6.4
Board	6.2
CCH Tagetik	5.9
LucaNet	5.9
Workday Adapt. Plan.	5.7
SAP Analytics Cloud	5.7
IBM Plan. Analytics	5.5
Anaplan	5.5
Peer Group Average	5.5
Unit4 FP&A	4.4
SAP BPC	1.0

© BARC
www.bi-survey.com

Simulation – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

Jedox	6.8
insightsoftware IDL	6.6
OneStream	6.5
Oracle Cloud EPM	6.4
Board	6.2
CCH Tagetik	5.9
Corporate Planning	5.9
LucaNet	5.9
Workday Adapt. Plan.	5.7
CoPlanner	5.6
Peer Group Average	5.6
Prophix	5.4
Unit4 FP&A	4.4
SAP BPC	1.0

© BARC
www.bi-survey.com

Simulation – Top-ranked

Peer group: Large/Enterprise-Wide Implementations

OneStream	6.5
Oracle Cloud EPM	6.4
Board	6.2
CCH Tagetik	5.9
SAP Analytics Cloud	5.7
IBM Plan. Analytics	5.5
Anaplan	5.5
Peer Group Average	5.3
SAP BPC	1.0

© BARC
www.bi-survey.com

Consistently top-ranked in Simulation

Peer group: Large/Enterprise-Wide Implementations

1. **OneStream**
2. Oracle Cloud EPM
3. Board
4. CCH Tagetik
5. SAP Analytics Cloud
6. IBM Plan. Analytics
7. Anaplan
8. SAP BPC

18 19 20 21 22

BARC Viewpoint
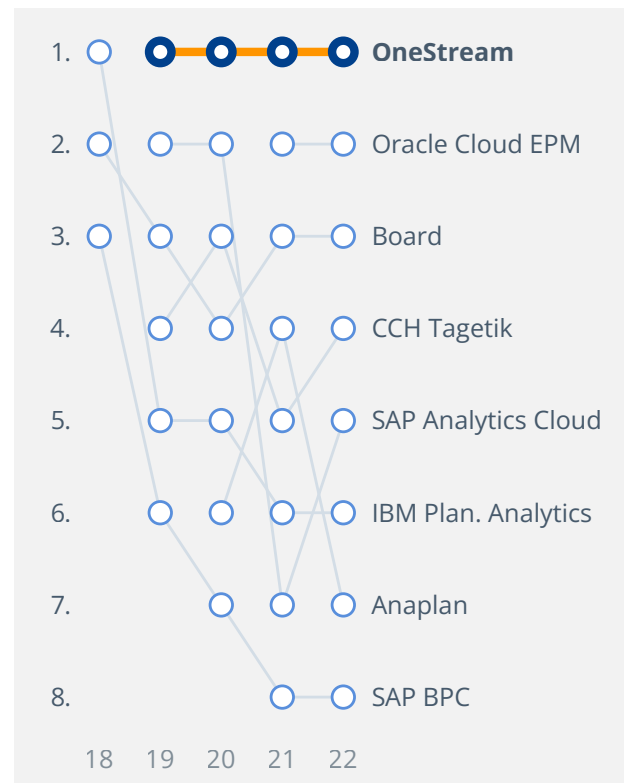
Simulations and scenario evaluations are the basis for the well-founded analysis and evaluation of alternative actions, opportunities and risks. Increasing dynamics and the associated uncertainty massively influence the importance of simulations for corporate management. OneStream offers multiple options to simulate future corporate development. The copying of scenarios is a standard function available to users to play with and model their plans. It is possible to set an unlimited number of scenarios to be available for users. Planning can be parameterized for simulation (e.g., driver-based scenario simulation). All necessary functions to create simulation scenarios are accessible using the standard metadata editor (properties of the scenario dimension). This year, OneStream tops the *Large/Enterprise-Wide Implementations* peer group for *Simulation* and achieves leading ranks in two of its other peer groups.
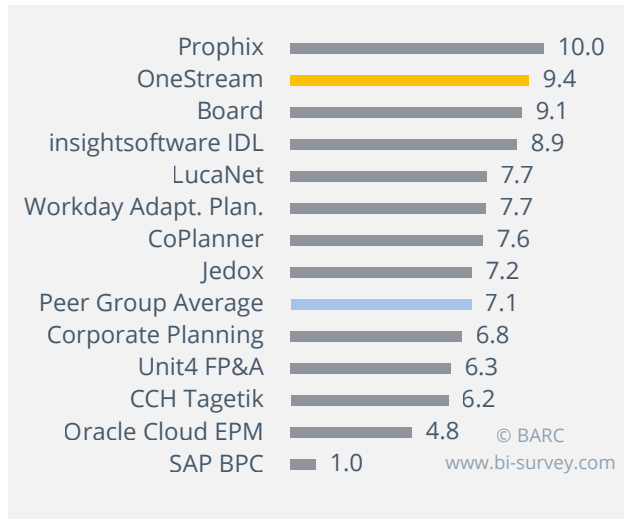
Reporting/Analysis

This KPI measures user ratings of the product's coverage of reporting/analysis requirements.
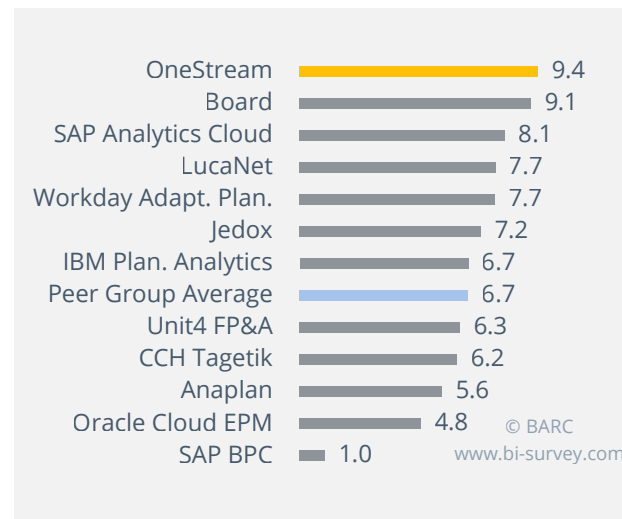
Reporting/Analysis – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

Vendor	Score
Prophix	10.0
OneStream	9.4
Board	9.1
insightsoftware IDL	8.9
LucaNet	7.7
Workday Adapt. Plan.	7.7
CoPlanner	7.6
Jedox	7.2
Peer Group Average	7.1
Corporate Planning	6.8
Unit4 FP&A	6.3
CCH Tagetik	6.2
Oracle Cloud EPM	4.8
SAP BPC	1.0

© BARC
www.bi-survey.com

Reporting/Analysis – Top-ranked

Peer group: Global Vendors

Vendor	Score
OneStream	9.4
Board	9.1
SAP Analytics Cloud	8.1
LucaNet	7.7
Workday Adapt. Plan.	7.7
Jedox	7.2
IBM Plan. Analytics	6.7
Peer Group Average	6.7
Unit4 FP&A	6.3
CCH Tagetik	6.2
Anaplan	5.6
Oracle Cloud EPM	4.8
SAP BPC	1.0

© BARC
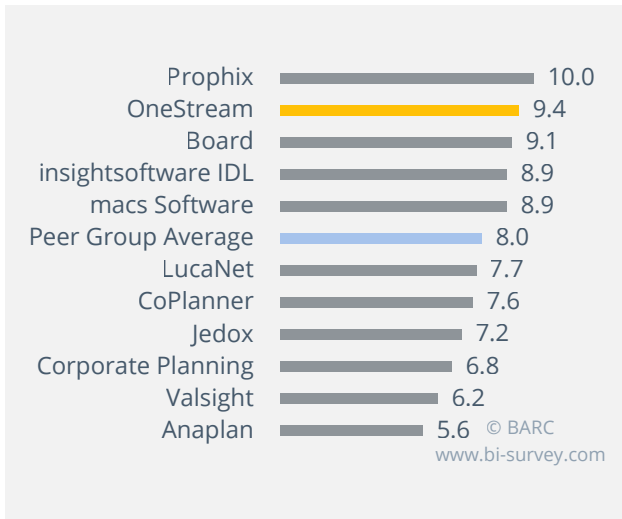www.bi-survey.com

BARC Viewpoint
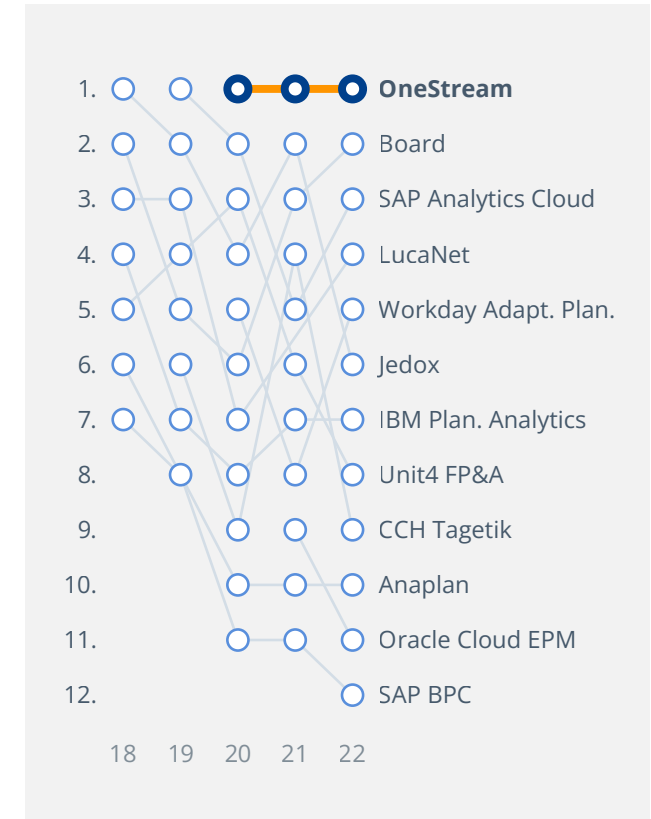
In addition to its financial consolidation and planning capabilities, OneStream also includes functionality for BI and analytics. Many customers use OneStream for ad hoc query (83 percent of respondents) and standard/enterprise reporting (67 percent). For individual, flexible (ad hoc) reporting and analysis, a reporting studio, spreadsheet interface and Excel add-in are available. Interactive dashboards can bring key financial and operational metrics together by combining tables, charts, graphs and other visualizations. The vendor's MarketPlace also provides specific solutions for external reporting and disclosure management. For example, to blend detailed operational data with financial data, OneStream leverages Analytic Blend, a relational column store engine. OneStream achieves high rankings in all its peer groups for the *Reporting/Analysis* KPI.

Reporting/Analysis

Consistently top-ranked in Reporting/Analysis

Peer group: Global Vendors

Rank	Vendor
1.	**OneStream**
2.	Board
3.	SAP Analytics Cloud
4.	LucaNet
5.	Workday Adapt. Plan.
6.	Jedox
7.	IBM Plan. Analytics
8.	Unit4 FP&A
9.	CCH Tagetik
10.	Anaplan
11.	Oracle Cloud EPM
12.	SAP BPC

18 19 20 21 22

Reporting/Analysis – Leader

Peer group: Performance Management Specialists

Prophix	10.0
OneStream	9.4
Board	9.1
insightsoftware IDL	8.9
macs Software	8.9
Peer Group Average	8.0
LucaNet	7.7
CoPlanner	7.6
Jedox	7.2
Corporate Planning	6.8
Valsight	6.2
Anaplan	5.6

© BARC
www.bi-survey.com

Reporting/Analysis – Top-ranked

Peer group: Large/Enterprise-Wide Implementations

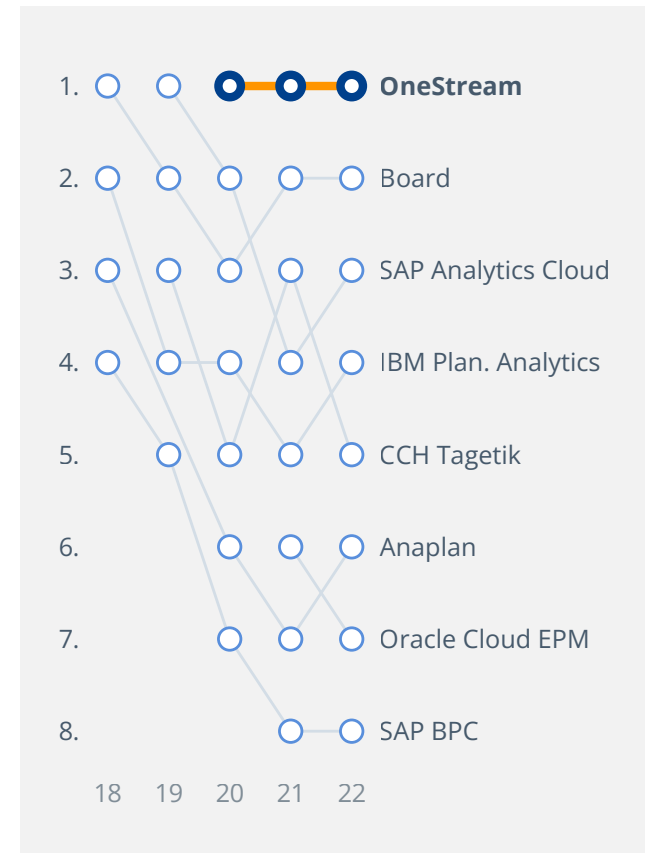|	
OneStream	9.4
Board	9.1
SAP Analytics Cloud	8.1
IBM Plan. Analytics	6.7
Peer Group Average	6.4
CCH Tagetik	6.2
Anaplan	5.6
Oracle Cloud EPM	4.8
SAP BPC	1.0

© BARC
www.bi-survey.com

Reporting/Analysis

Consistently top-ranked in Reporting/Analysis

Peer group: Large/Enterprise-Wide Implementations

1.			OneStream		**OneStream**
2.					Board
3.					SAP Analytics Cloud
4.					IBM Plan. Analytics
5.					CCH Tagetik
6.					Anaplan
7.					Oracle Cloud EPM
8.					SAP BPC

18   19   20   21   22
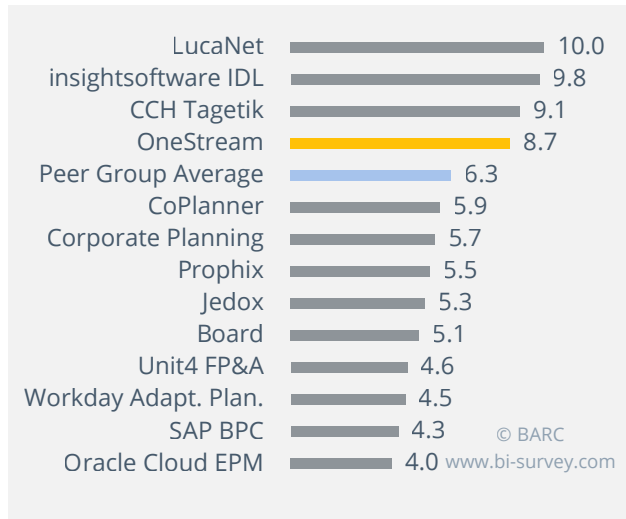
Financial Consolidation

This KPI is based on how respondents rate the product's functionality to support legal consolidation (e.g., according to IFRS).
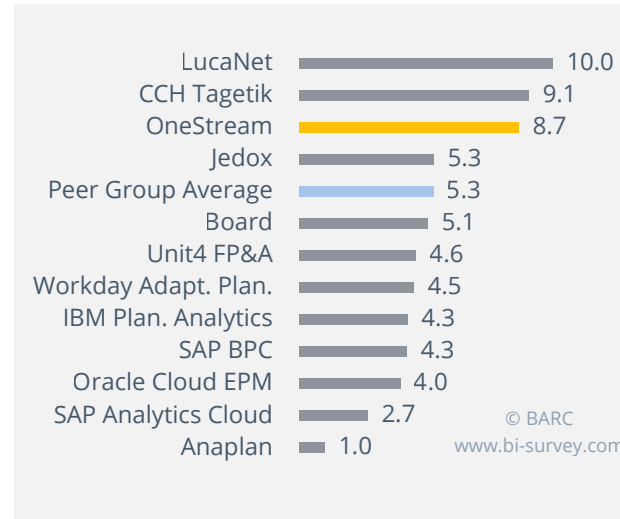
Financial Consolidation – Leader

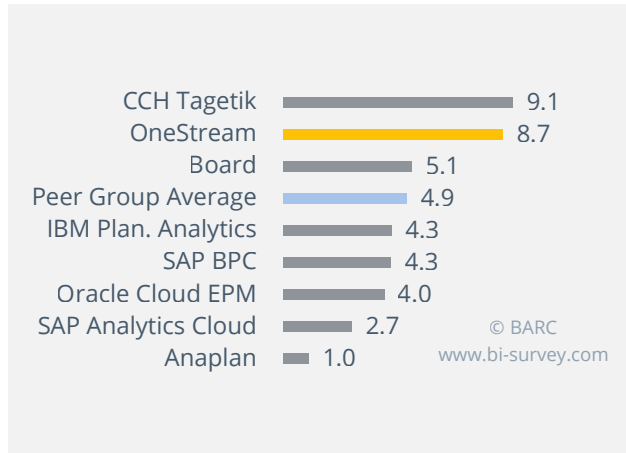*Peer group: Fin. Plan. & Consolidation-Focused Products*

LucaNet	10.0
insightsoftware IDL	9.8
CCH Tagetik	9.1
OneStream	8.7
Peer Group Average	6.3
CoPlanner	5.9
Corporate Planning	5.7
Prophix	5.5
Jedox	5.3
Board	5.1
Unit4 FP&A	4.6
Workday Adapt. Plan.	4.5
SAP BPC	4.3
Oracle Cloud EPM	4.0

© BARC
www.bi-survey.com

Financial Consolidation – Leader

Peer group: Global Vendors

LucaNet	10.0
CCH Tagetik	9.1
OneStream	8.7
Jedox	5.3
Peer Group Average	5.3
Board	5.1
Unit4 FP&A	4.6
Workday Adapt. Plan.	4.5
IBM Plan. Analytics	4.3
SAP BPC	4.3
Oracle Cloud EPM	4.0
SAP Analytics Cloud	2.7
Anaplan	1.0

© BARC
www.bi-survey.com

Financial Consolidation – Leader

Peer group: Large/Enterprise-Wide Implementations

CCH Tagetik	9.1
OneStream	8.7
Board	5.1
Peer Group Average	4.9
IBM Plan. Analytics	4.3
SAP BPC	4.3
Oracle Cloud EPM	4.0
SAP Analytics Cloud	2.7
Anaplan	1.0

© BARC
www.bi-survey.com

Financial Consolidation – Leader

Peer group: Performance Management Specialists

LucaNet	10.0
insightsoftware IDL	9.8
OneStream	8.7
macs Software	6.4
Peer Group Average	6.3
CoPlanner	5.9
Corporate Planning	5.7
Prophix	5.5
Jedox	5.3
Board	5.1
Anaplan	1.0

© BARC
www.bi-survey.com

Financial Consolidation

BARC Viewpoint

Functionality for legal as well as management consolidation is at the heart of OneStream. The product provides a proprietary in-memory financial analytic engine with built-in financial intelligence (e.g., supporting complex financial consolidations). Company-wide consolidated financial results statements and plans at subsidiary or group level can be created using OneStream. The platform supports financial consolidation and close processes with comprehensive features such as statutory consolidation logic, multi-currency conversions, fully auditable adjustments and data flows, and journals. Furthermore, the vendor's MarketPlace offers additional solutions (e.g., for account reconciliation, disclosure management and tax provisioning). High ratings for *Financial Consolidation* in all its peer groups show that customers are comfortable using OneStream for financial consolidation.
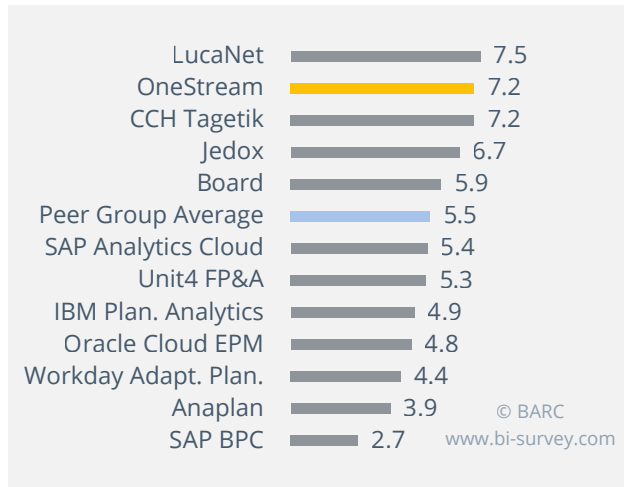
Functionality

This KPI combines the *Predefined Connectors, Data Integration, Planning Content, Planning Functionality, Workflow, Forecasting, Simulation, Reporting/Analysis and Financial Consolidation* KPIs.
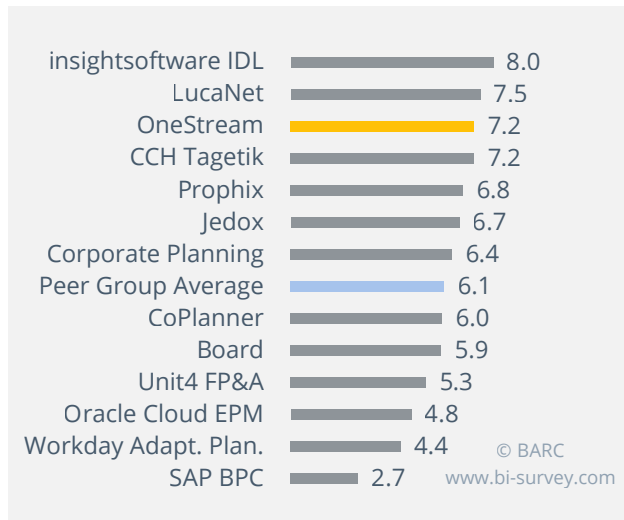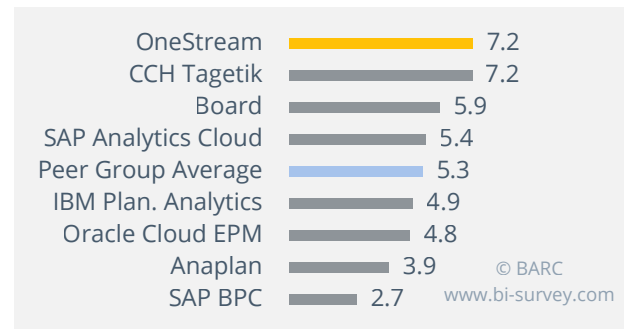
Functionality – Leader

Peer group: Global Vendors

LucaNet	7.5
OneStream	7.2
CCH Tagetik	7.2
Jedox	6.7
Board	5.9
Peer Group Average	5.5
SAP Analytics Cloud	5.4
Unit4 FP&A	5.3
IBM Plan. Analytics	4.9
Oracle Cloud EPM	4.8
Workday Adapt. Plan.	4.4
Anaplan	3.9
SAP BPC	2.7

© BARC
www.bi-survey.com

Functionality – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

insightsoftware IDL	8.0
LucaNet	7.5
OneStream	7.2
CCH Tagetik	7.2
Prophix	6.8
Jedox	6.7
Corporate Planning	6.4
Peer Group Average	6.1
CoPlanner	6.0
Board	5.9
Unit4 FP&A	5.3
Oracle Cloud EPM	4.8
Workday Adapt. Plan.	4.4
SAP BPC	2.7

© BARC
www.bi-survey.com

Functionality – Top-ranked

Peer group: Large/Enterprise-Wide Implementations

OneStream	7.2
CCH Tagetik	7.2
Board	5.9
SAP Analytics Cloud	5.4
Peer Group Average	5.3
IBM Plan. Analytics	4.9
Oracle Cloud EPM	4.8
Anaplan	3.9
SAP BPC	2.7

© BARC
www.bi-survey.com

Consistently top-ranked in Functionality

Peer group: Large/Enterprise-Wide Implementations

|	
1.	**OneStream**
2.	CCH Tagetik
3.	Board
4.	SAP Analytics Cloud
5.	IBM Plan. Analytics
6.	Oracle Cloud EPM
7.	Anaplan
8.	SAP BPC

19   20   21   22
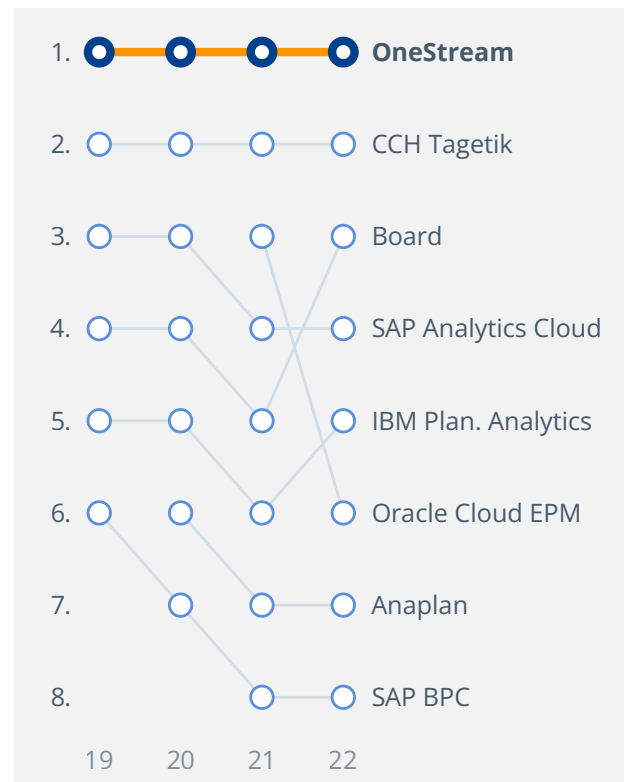
Functionality

BARC Viewpoint

OneStream's unified CPM platform integrates financial consolidation and close, planning, budgeting and forecasting, reporting, analysis and financial data quality management in one single application. Customers greatly appreciate the product's range of functions and are very satisfied. Consequently, OneStream tops the *Large/ Enterprise-Wide Implementations* peer group for *Functionality* for the fourth year in a row – a remarkable result. OneStream is focused on corporate and financial performance management and provides a proprietary in-memory financial analytic engine, offering built-in financial intelligence. In addition to the platform's standard functionality, OneStream's MarketPlace provides productivity and business solutions that allow customers to extend the platform with additional capabilities.
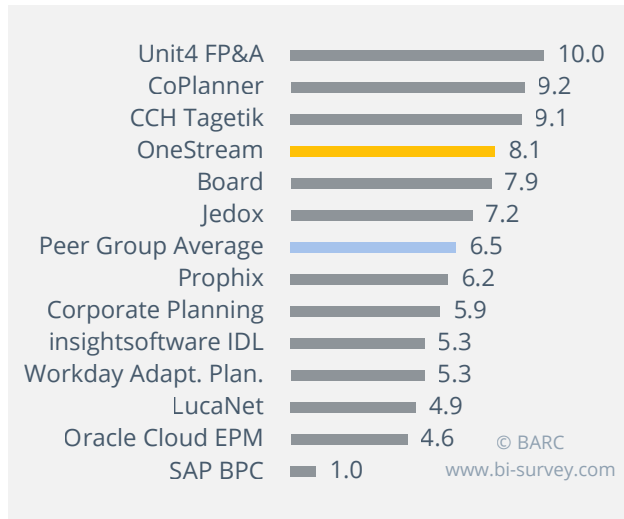
Flexibility
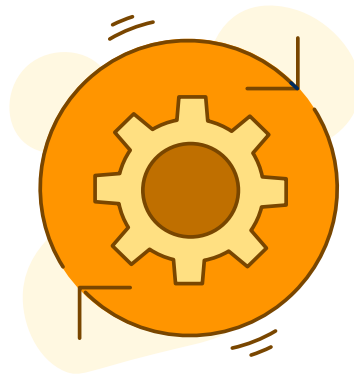
This KPI is based on how often the product was chosen for its flexibility, and on the frequency of complaints about user flexibility post-implementation.
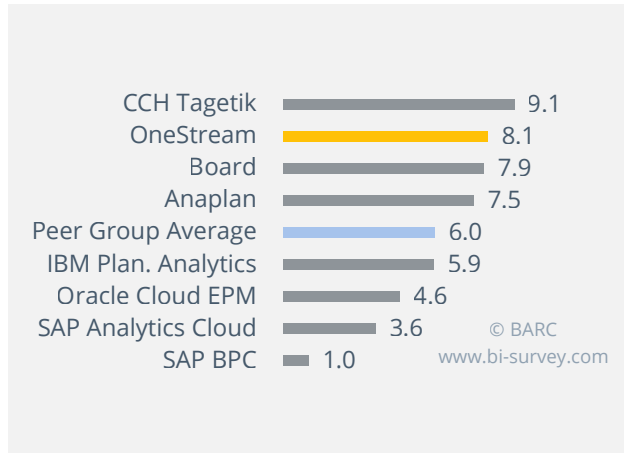
Flexibility – Leader
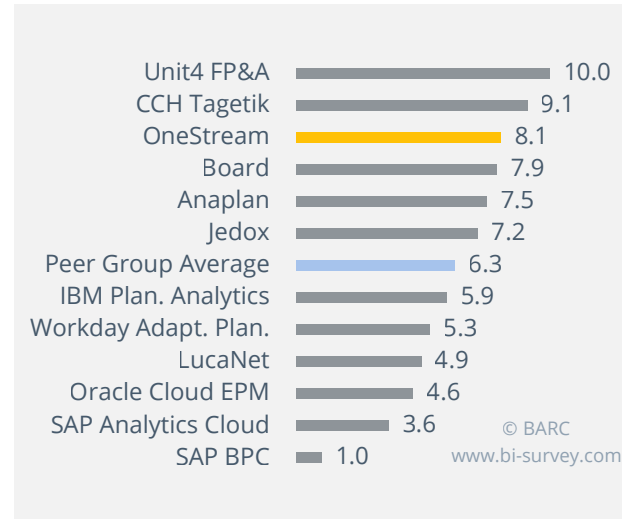*Peer group: Fin. Plan. & Consolidation-Focused Products*

Unit4 FP&A	10.0
CoPlanner	9.2
CCH Tagetik	9.1
OneStream	8.1
Board	7.9
Jedox	7.2
Peer Group Average	6.5
Prophix	6.2
Corporate Planning	5.9
insightsoftware IDL	5.3
Workday Adapt. Plan.	5.3
LucaNet	4.9
Oracle Cloud EPM	4.6
SAP BPC	1.0

© BARC
www.bi-survey.com

Flexibility – Leader
Peer group: Global Vendors

Unit4 FP&A	10.0
CCH Tagetik	9.1
OneStream	8.1
Board	7.9
Anaplan	7.5
Jedox	7.2
Peer Group Average	6.3
IBM Plan. Analytics	5.9
Workday Adapt. Plan.	5.3
LucaNet	4.9
Oracle Cloud EPM	4.6
SAP Analytics Cloud	3.6
SAP BPC	1.0

© BARC
www.bi-survey.com

Flexibility – Leader
Peer group: Large/Enterprise-Wide Implementations

CCH Tagetik	9.1
OneStream	8.1
Board	7.9
Anaplan	7.5
Peer Group Average	6.0
IBM Plan. Analytics	5.9
Oracle Cloud EPM	4.6
SAP Analytics Cloud	3.6
SAP BPC	1.0

© BARC
www.bi-survey.com

Flexibility – Leader
Peer group: Performance Management Specialists

|	
CoPlanner	9.2
macs Software	9.0
OneStream	8.1
Board	7.9
Anaplan	7.5
Jedox	7.2
Peer Group Average	7.1
Valsight	7.1
Prophix	6.2
Corporate Planning	5.9
insightsoftware IDL	5.3
LucaNet	4.9

© BARC
www.bi-survey.com

Flexibility

👁 BARC   Viewpoint

'Flexibility of the software' is by far the number one reason why companies choose to buy OneStream (57 percent). The platform focuses on supporting the full range of corporate and financial performance management requirements in companies of varying sizes and industries. At the heart of OneStream is its proprietary in-memory financial analytic engine with built-in financial intelligence. In addition to the product's standard financial model, OneStream has invented flexible concepts such as Extensible Dimensionality®, which enables customers to extend the account and other dimension structures to support both corporate and line-of-business financial and operational planning and reporting in one single solution. In its MarketPlace, OneStream also provides fully supported, predefined specialty solutions that feed into the financial model.
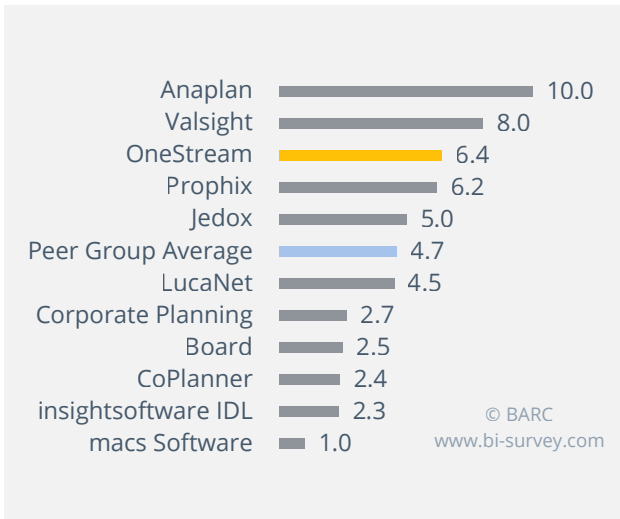
Cloud Planning
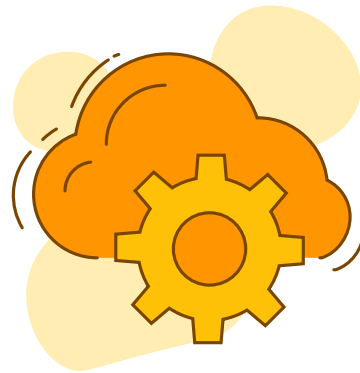
This KPI is based on the proportion of survey respondents that currently use planning products in the cloud.
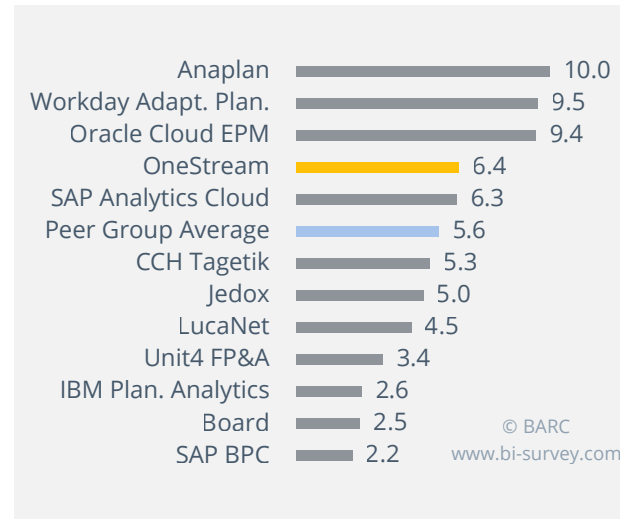
Cloud Planning – Leader 🏅

Peer group: Performance Management Specialists

Anaplan	10.0
Valsight	8.0
OneStream	6.4
Prophix	6.2
Jedox	5.0
Peer Group Average	4.7
LucaNet	4.5
Corporate Planning	2.7
Board	2.5
CoPlanner	2.4
insightsoftware IDL	2.3
macs Software	1.0

© BARC
www.bi-survey.com

Cloud Planning – Leader 🏅

Peer group: Global Vendors

Anaplan	10.0
Workday Adapt. Plan.	9.5
Oracle Cloud EPM	9.4
OneStream	6.4
SAP Analytics Cloud	6.3
Peer Group Average	5.6
CCH Tagetik	5.3
Jedox	5.0
LucaNet	4.5
Unit4 FP&A	3.4
IBM Plan. Analytics	2.6
Board	2.5
SAP BPC	2.2

© BARC
www.bi-survey.com

Cloud Planning – Leader 🏅

Peer group: Fin. Plan. & Consolidation-Focused Products

Workday Adapt. Plan.	9.5
Oracle Cloud EPM	9.4
OneStream	6.4
Prophix	6.2
CCH Tagetik	5.3
Jedox	5.0
Peer Group Average	4.8
LucaNet	4.5
Unit4 FP&A	3.4
Corporate Planning	2.7
Board	2.5
CoPlanner	2.4
insightsoftware IDL	2.3
SAP BPC	2.2

© BARC
www.bi-survey.com

👁 BARC Viewpoint

OneStream was built from the outset specifically for the cloud (SaaS). Cloud-based planning is clearly a frequent use case for the product and many customers use it in a cloud deployment scenario. OneStream leverages Microsoft Azure as its hosting provider. The product was designed as a single-tenant, multi-instance environment that ensures dedicated processing power and customer separated data storage for enterprise-class customers. The complete data center operation is carried out by OneStream, which guarantees business and technical scalability with predictability of costs. In this year's Planning Survey, OneStream is among the leaders in three of its peer groups for *Cloud Planning*.
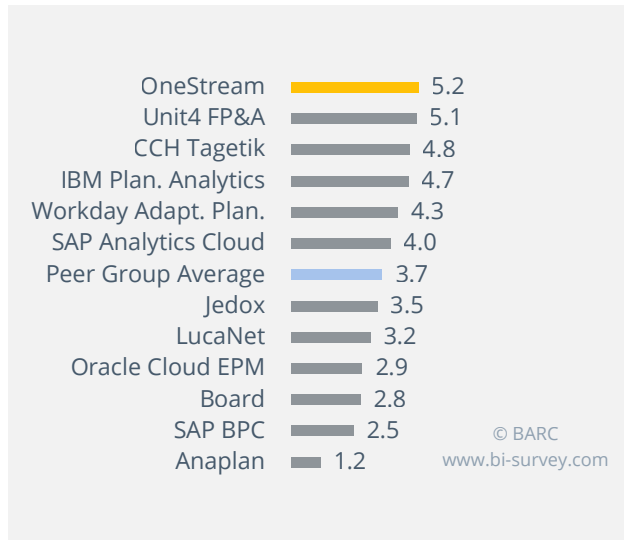
Competitive Win Rate

This KPI is based on the percentage of wins in competitive evaluations.

Competitive Win Rate – Top-ranked 🏅1.

Peer group: Global Vendors

Vendor	Score
OneStream	5.2
Unit4 FP&A	5.1
CCH Tagetik	4.8
IBM Plan. Analytics	4.7
Workday Adapt. Plan.	4.3
SAP Analytics Cloud	4.0
Peer Group Average	3.7
Jedox	3.5
LucaNet	3.2
Oracle Cloud EPM	2.9
Board	2.8
SAP BPC	2.5
Anaplan	1.2

© BARC
www.bi-survey.com

Consistently top-ranked in Competitive Win Rate

Peer group: Global Vendors

Rank	Vendor
1.	**OneStream**
2.	Unit4 FP&A
3.	CCH Tagetik
4.	IBM Plan. Analytics
5.	Workday Adapt. Plan.
6.	SAP Analytics Cloud
7.	Jedox
8.	LucaNet
9.	Oracle Cloud EPM
10.	Board
11.	SAP BPC
12.	Anaplan

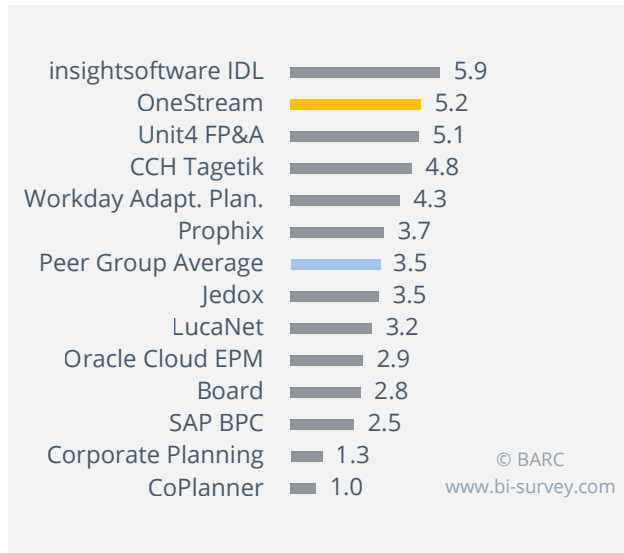18   19   20   21   22

Competitive Win Rate

BARC Viewpoint

When organizations decide to evaluate OneStream, its competitive win rate against other vendors in head-on competitions to win customers is very good. This is confirmed by high rankings for *Competitive Win Rate* in three of its peer groups. OneStream convinces companies with its unified functionality for various corporate and financial performance management use cases. The platform's comprehensive capabilities for financial consolidation and close, planning, budgeting and forecasting, reporting, analysis and financial data quality management in one single application wins over companies looking for a modern and future-proof solution. The vendor, its experienced consulting team and partners clearly perform very well in competitive evaluations.
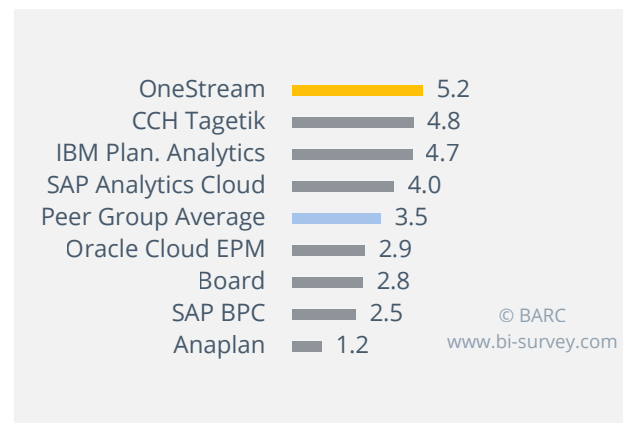
Competitive Win Rate – Leader

Peer group: Fin. Plan. & Consolidation-Focused Products

insightsoftware IDL	5.9
OneStream	5.2
Unit4 FP&A	5.1
CCH Tagetik	4.8
Workday Adapt. Plan.	4.3
Prophix	3.7
Peer Group Average	3.5
Jedox	3.5
LucaNet	3.2
Oracle Cloud EPM	2.9
Board	2.8
SAP BPC	2.5
Corporate Planning	1.3
CoPlanner	1.0

© BARC
www.bi-survey.com

Competitive Win Rate – Top-ranked

Peer group: Large/Enterprise-Wide Implementations

OneStream	5.2
CCH Tagetik	4.8
IBM Plan. Analytics	4.7
SAP Analytics Cloud	4.0
Peer Group Average	3.5
Oracle Cloud EPM	2.9
Board	2.8
SAP BPC	2.5
Anaplan	1.2

© BARC
www.bi-survey.com

Consistently top-ranked in Competitive Win Rate

Peer group: Large/Enterprise-Wide Implementations

Rank						
1.	●	●	●	●	●	**OneStream**
2.	○	○	○	○	○	CCH Tagetik
3.	○	○	○	○	○	IBM Plan. Analytics
4.	○	○	○	○	○	SAP Analytics Cloud
5.	○	○	○	○	○	Oracle Cloud EPM
6.			○	○	○	Board
7.			○	○	○	SAP BPC
8.					○	Anaplan
	18	19	20	21	22	
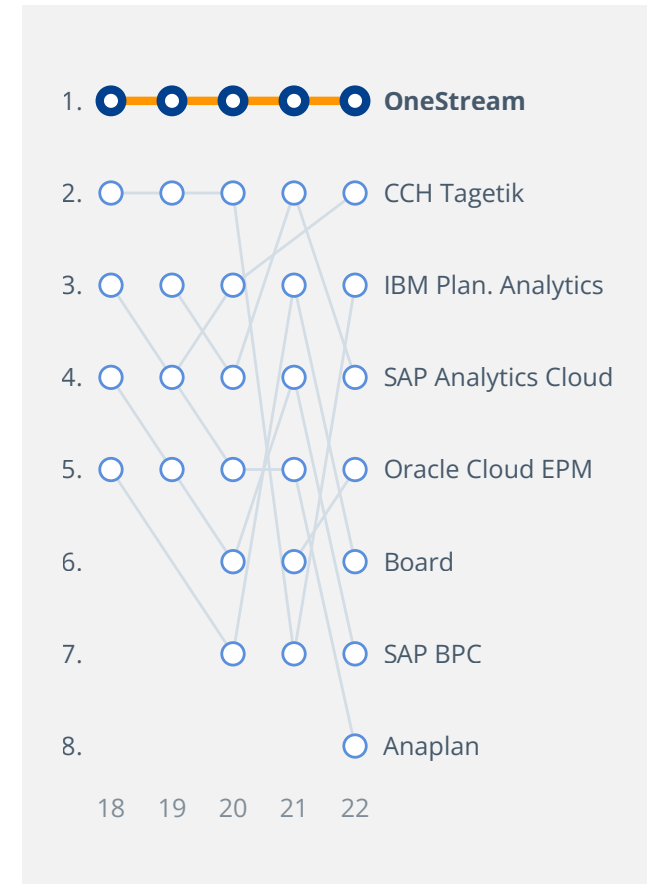
OneStream vs. Excel

Problems encountered by OneStream and Excel users
n=28/136

	Excel	OneStream
No significant problems	10%	61%
Cannot handle large data volumes	7%	42%
Performance too slow	7%	22%
Missing key product features	4%	10%
Software difficult to use	4%	7%
Cannot handle large numbers of users	0%	18%
Software is not flexible enough	0%	10%
Unable to get data from some source systems	0%	11%
Unreliable software	0%	4%
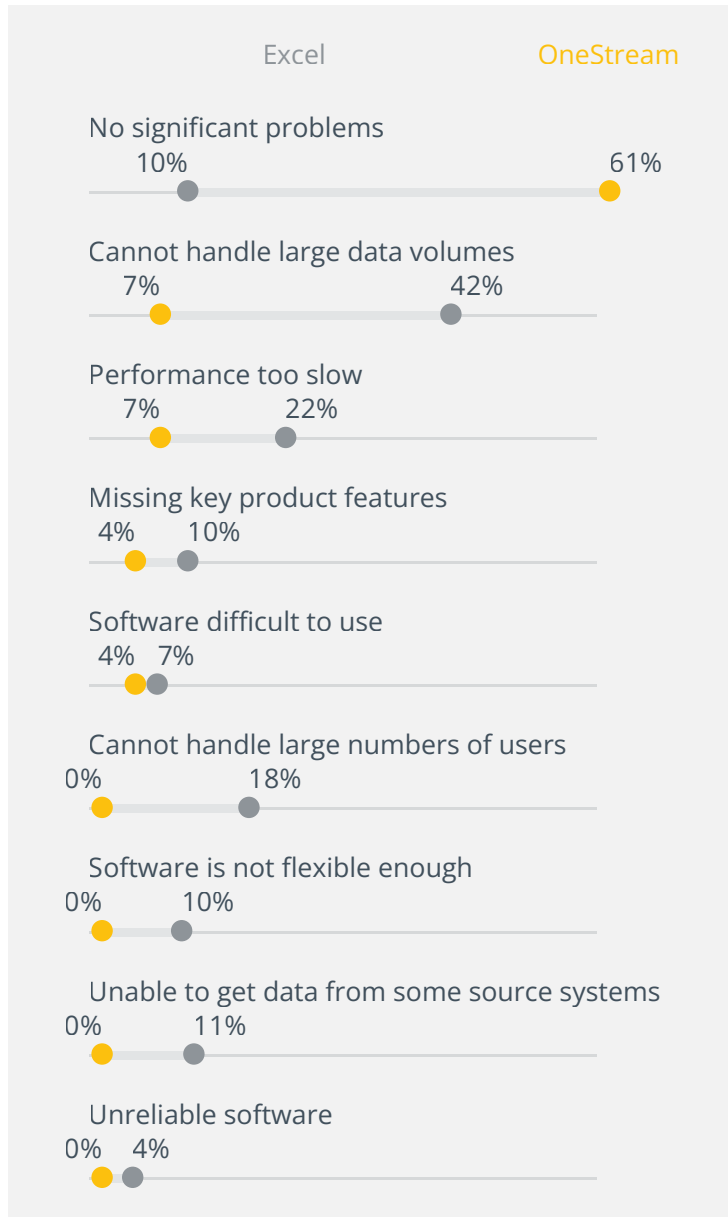
Business Benefits Index*
n=31/140

OneStream	5.2
Excel	3.7

-2 = Not achieved   High = 10

Recommendation**
n=30/140

	Definitely not	Probably not	Probably	Definitely
OneStream			37%	63%
Excel	6	18%	26%	21%

■ Definitely not   ■ Probably not   ■ Probably   ■ Definitely
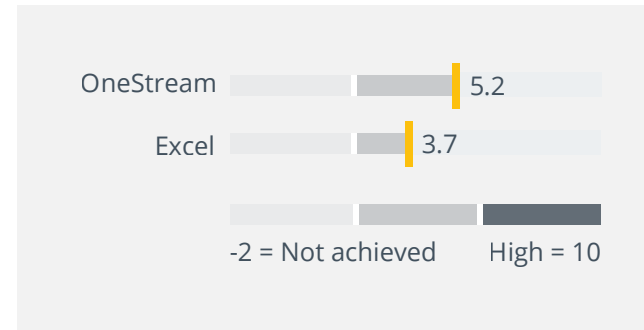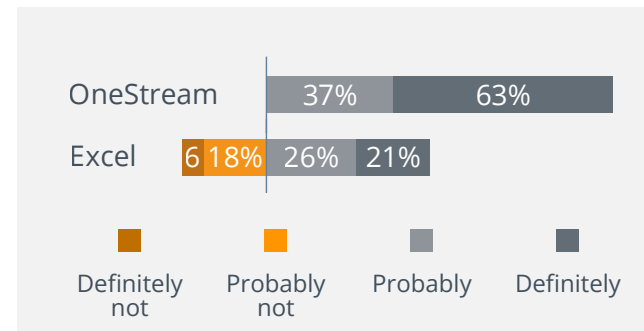
Satisfaction level**
n=29/141

	Very dissatisfied	Somewhat dissatisfied	Somewhat satisfied	Very satisfied
OneStream			45%	55%
Excel	4	16%	35%	23%

■ Very dissatisfied   ■ Somewhat dissatisfied   ■ Somewhat satisfied   ■ Very satisfied

---

OneStream vs. Excel

◉ BARC Viewpoint
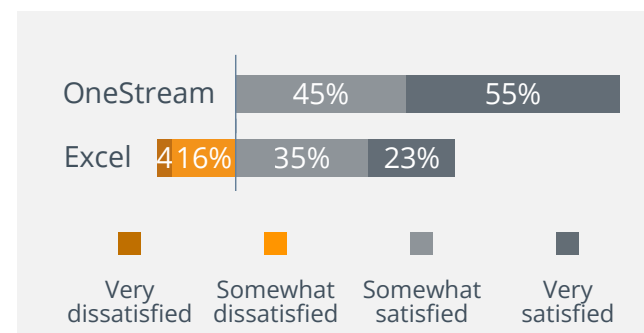
Year after year, BARC's Planning Survey reveals that Excel remains one of the world's most widely used products for planning and analytics. However, many users and companies are dissatisfied with it. OneStream users have far fewer complaints than Excel users. Common issues in planning projects such as performance, inflexibility and handling of large numbers of users or data volumes do not seem to be a major problem for OneStream customers. 61 percent even report having no significant problems at all with the product. Business benefits regularly achieved by OneStream users (and achieved more frequently than with Excel) include improved employee satisfaction, increased transparency of planning, improved integration of planning with reporting/analysis and better quality of planning results. Every single OneStream user surveyed said they would "definitely" or "probably" recommend their planning product to other organizations and they are "somewhat satisfied" or "very satisfied" with OneStream.

* For 12 potential benefits, respondents are asked to indicate the level of achievement, if any, with five levels. We use a weighted scoring system, from -2 to 10, to derive a composite score – the Business Benefits Index (BBI).

** Neutral category not shown

BARC (Business Application Research Center) is one of Europe's leading analyst firms for business software, focusing on the areas of data, business intelligence (BI) and analytics, enterprise content management (ECM), customer relationship management (CRM) and enterprise resource planning (ERP).

Our passion is to help organizations become digital companies of tomorrow. We do this by using technology to rethink the world, trusting data-based decisions and optimizing and digitalizing processes. It's about finding the right tools and using them in a way that gives your company the best possible advantage.

This unique blend of knowledge, exchange of information and independence distinguishes our services in the areas of research, events and consulting.

Research

BARC studies are based on internal market research, software tests and analyst comments, giving you the security to make the right decisions. Our independent research brings market developments into clear focus, puts software and vendors through their paces and gives users a place to express their opinions.

Events

Decision-makers and IT industry leaders come together at BARC events. BARC seminars in small groups, online webinars and conferences with more than 1,000 participants annually all offer inspiration and interactivity. Through exchange with peers and an overview of current trends and market developments, you will receive new impetus to drive your business forward.

Consulting

In confidential expert workshops, coaching and in-house consultations, we transform the needs of your company into future-proof decisions. We provide you with successful, holistic concepts that enable you to use the right information correctly. Our project support covers all stages of the successful use of software.

Other Surveys
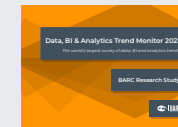
The BARC Data, BI and Analytics Trend Monitor 2022 reflects on the trends currently driving the BI and data management market from a user perspective. We asked close to 2,400 users, consultants and vendors for their views on the most important BI and analytics trends.

The Future of Planning is a BARC market research study that examines the contribution modern planning and forecasting can make to corporate management. Download here.
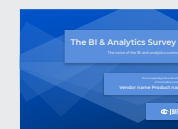
The BI & Analytics Survey 22 is the world's largest survey of business intelligence software users. Based on a sample of over 2,400 responses, it offers an unsurpassed level of user feedback on 30 leading products. Find out more at www.bi-survey.com

Business Application Research Center – BARC GmbH

Germany

BARC GmbH
Berliner Platz 7
D-97080 Würzburg
+49 931 880 6510
www.barc.de

Austria

BARC GmbH
Hirschstettner Straße 19 /
I / IS314
A-1200 Wien
+43 1890 1203 451
www.barc.at

Switzerland

BARC Schweiz GmbH
Täfernstraße 22a
CH-5405 Baden-Dättwil
+41 76 340 3516
www.barc.ch

Rest of the World

+44 1536 772 451
www.barc-research.com