Vendor Landscape Matrix (abridged)

Financial, Operational, and Strategic Business Performance Management

June 2022

bpm PARTNERS

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Table of Contents

Executive Summary

Business performance management (BPM), sometimes called Corporate Performance Management (CPM), Enterprise Performance Management (EPM), or simply an FP&A system, enables an organization to plan, monitor, and execute on its strategy. Key components include budgeting, forecasting, modeling, financial and operational planning, strategic planning, financial consolidation and close, financial reporting, regulatory compliance, profitability optimization, performance dashboards (dashboards populated with scorecards), and analytics. In recent years these solutions have been augmented by the addition of AI capabilities: machine learning for more accurate predictive forecasting, robotic process automation to streamline multi-step processes, anomaly detection for data quality and more accurate forecasts, and natural language processing to simplify the surfacing of key insights. Today, most vendors deliver cloud-based performance management solutions, while a handful still offer an on premise option.

During the past 12 months the demand for performance management systems has continued to grow. The driving force was companies looking to transform, extend, or evolve their systems and processes in this area. Those focused on finance transformation needed to first streamline, optimize, and automate processes and structures so they could transition from static Finance-focused planning and reporting to dynamic and comprehensive planning, consolidation, reporting and analysis. Companies extending their capabilities had previously implemented solutions to address their financial planning and analysis needs and were now looking to do the same for operational areas of the business, ultimately delivering a holistic view of the entire company. Focus areas for them included Sales Performance Management, Revenue Performance Management, Workforce Planning, Demand Planning, Supply Chain Planning and Analysis, and similar solutions. Organizations looking to evolve were ready to take the next steps on their FP&A roadmap journey. This could include transitioning from remainder of year forecasts to rolling forecasts, or embracing driver-based or scenario modeling and perhaps predictive capabilities to create these forecasts, or adding financial consolidation to their FP&A systems to enhance management reporting.

As in prior years, the performance management vendors were once again up to the task. With most vendors already strong on the financial planning and analysis side their focus was on adding support for operational planning capabilities. This included upgrading their processing engines to accommodate the higher data volumes required to support granular operational data while still delivering acceptable performance. In addition, product capabilities and pre-packaged solutions were added to support this extended set of use cases. Newer vendors entered the market to address the growing need for financial consolidation alongside planning and analysis, while existing vendors either added or enhanced their own consolidation capabilities through in-house development and acquisitions. All of these developments and vendors are highlighted in this year's report.

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 analyst commentary, attribute checkmarks, and customer satisfaction ratings collected as part of the annual BPM Pulse Research Study. This document is updated annually, usually in June, to reflect the most current information available. We believe that this information should enable organizations to focus their vendor selection activities on 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 2022 BPM Pulse Research Study which was conducted during April and May of 2022.
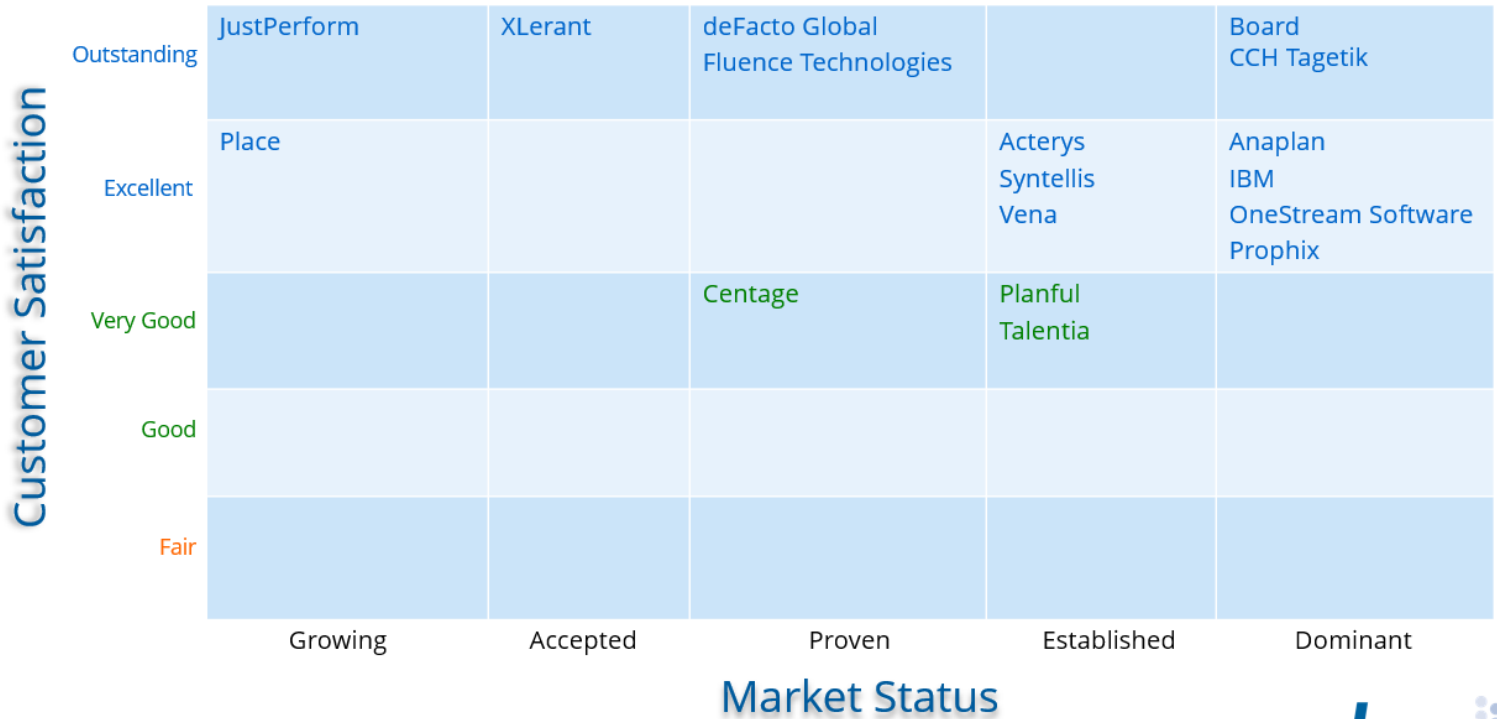
NOTE: This is an abridged edition of BPM Partners' Vendor Landscape Matrix report.

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, financial consolidation and reporting, modeling, analysis, and monitoring of key performance indicators (KPIs) linked to organizational strategy.

- ❖ 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, performance and scalability, pre-packaged solutions to accelerate time to value, streamlining the integration of source systems, providing live access to BPM data from Microsoft Office components and Power BI, as well as leveraging AI where it provides business value.

- ❖ 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. *Vendors that are unable or unwilling to share information necessary for the preparation of this report, or that do not have adequate BPM Pulse customer satisfaction ratings, cannot be included.*

BPM Partners North American Vendor Landscape Matrix
for Performance Management - June 2022

Customer Satisfaction	Growing	Accepted	Proven	Established	Dominant
Outstanding	JustPerform	XLerant	deFacto Global Fluence Technologies		Board CCH Tagetik
Excellent	Place			Acterys Syntellis Vena	Anaplan IBM OneStream Software Prophix
Very Good			Centage	Planful Talentia	
Good					
Fair					

Market Status

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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 Research Study. 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

▶ *Excellent*: 4.5 - 4.74 average rating from all vendor customers that participated in the most recent BPM Pulse

▶ *Very Good:* 4.25 - 4.49 average rating from all vendor customers that participated in the most recent BPM Pulse

▶ *Good*: 4.00 - 4.24 average rating from all vendor customers that participated in the most recent BPM Pulse

▶ *Fair:* Less than 4.0 average rating from all vendor customers that participated in the most recent BPM Pulse

▶ *Insufficient Data*: Not enough vendor customers participated in the most recent survey to yield a valid result. These vendors are not included in the Vendor Landscape Matrix report.

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

This report contains two pages of information for each vendor included in the matrix, as well as comparative charts. The following explains the details provided for each vendor.

Analyst Overview

Based on information gathered during recent meetings with senior vendor personnel our analysts provide a description of each vendor's offerings, market positioning and messaging, specific details and unique elements, and highlight any major company or product developments that occurred during the past year.

BPM Pulse Ratings

We provide 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 2022 BPM Pulse Research Study which had responses from 318 companies. Respondents who rated vendors/products self-identified themselves as users of the vendors/products being rated. BPM Partners then validated their customer status with the specified vendor. Respondents were asked to rate their vendor and product satisfaction on a 5 point scale with 1 being the lowest and 5 being the highest. In 2022 the attributes being rated were:

- Overall Satisfaction
- Price/value (value for the price)
- Budgeting/Financial Planning Functionality
- Operational Planning Functionality
- Financial Consolidation Functionality
- Reporting Functionality
- Dashboard Functionality
- Analytics Functionality
- Ease of use
- Ease of implementation
- Ease of administration
- Ease of integration
- Finance self-sufficiency
- Performance/Scalability
- Customer Support
- Vendor/partner implementation consulting

Our interpretation of these ratings is represented as follows:

Fair	Good	Very Good	Excellent	Outstanding
<4.00	4.00-4.24	4.25-4.49	4.50-4.74	4.75-5.00
BPM Pulse Rating	BPM Pulse Rating	BPM Pulse Rating	BPM Pulse Rating	BPM Pulse Rating

The detailed vendor ratings appear on the Additional Details page for each vendor as a radar chart to quickly highlight how their ratings compare to the industry average (consolidated BPM Pulse data for all vendors) across the various attributes, and in comparative multi-vendor charts. The Overall Satisfaction BPM Pulse Rating is also included in the Quick Facts box on each vendor's main page, along with a Recommendation Rate which is explained further in the Key to Quick Facts box section of this report.

Key to Vendor Checkboxes

General Capabilities

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, financial and operational planning, reporting/analytics, consolidation, and dashboards:

'Unified Product' – single product delivering all core functionality (unless exceptions are noted)

'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: Purpose-built functionality the vendor offers to provide out of the box support for common requirements within the core areas of performance management:

'Salary' Planning – Ability to enter, calculate, and report on detailed headcount planning information focused on compensation and benefits-related expenses, even down to the individual employee level

'Capital' Planning – Solution to facilitate management of capital investments and determine the impact on the P&L, balance sheet, and cash flow

'Scenario' Modeling – The ability to develop, compare, and switch between multiple forecast scenarios, usually taking the form of best case//worst case/base case

'Rolling' Forecast – System facilitates the creation of forecasts that utilize actuals through the current period and modeled or input forecast data for the next set number of periods, crossing year boundaries as required

'Narrative' Reporting – Reports that combine extensive text commentary with numbers pulled directly from the system database, a component of collaborative disclosure management that is also used for management reporting

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

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

'Funds Transfer Pricing' – A key component of profitability analysis in banks

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

'ESG' Planning and Reporting – The collection and reporting of key metrics related to a corporation's Environmental, Social and Governance performance, solutions usually provide support for one or more ESG reporting frameworks

Advanced: Capabilities the vendor adds that enhance multiple aspects of the solution, often powered by artificial intelligence/machine learning (AI/ML). **Bolding** is used in the checkbox to indicate if the vendor does in fact leverage AI/ML for the capability:

Task '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), may be powered by RPA (robotic process automation)

Data 'Quality' - The ability to minimize data errors, for example by flagging data that is outside the expected norm, such as out of range data when loading actuals, may by powered by Anomaly Detection

Intelligent 'Insights'/Virtual Assistant - System generated insights based on the analysis of a dataset and highlighting trends or variances, often through conversational interactions, may be powered by NLP (natural language processing)

'Predictive' Analytics - Determining the probability of a future outcome based on analyzing a high volume of historical data, external factors, and applying statistical analysis, while also being able to generate the forecast itself and identify the optimal drivers, may be powered by ML (machine learning)

'Prescriptive' Capabilities - The product offers guidance and suggestions on action to take based on analysis of the data, may be powered by ML (machine learning)

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 is designed for particular target market segments (and priced accordingly). The target market by revenue is expressed in $US ranges. **Note: Vendors are grouped together in this report based on the markets they target.**

Deploy: Deployment options:

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

'OnPrem' – On premise version, '(Same)' indicates that cloud and on prem version are the same product

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.

Operational Capabilities

Operational Planning & Analysis Functionality							
Revenue	Sales	Workforce	S&OP	Demand	Supply Chain	Other P&A	Specialized
●	●	●	●	●	●	*See below*	*See below*

These checkboxes identify the operational planning and analysis capabilities that each vendor supports either through pre-built solutions and apps, or specific product functionality that enables the product to be used for this purpose (and proven by customer use cases).

'Revenue' – Revenue Performance Management

'Sales' – Sales Performance Management

'Workforce' – Workforce Planning (HR oriented resource/talent management, not to be confused with salary planning)

'S&OP' – Sales and Operations Planning

'Demand' – Demand Planning

'Supply Chain' – Supply Chain Planning and Analysis

'Other P&A' – Other planning and analysis includes:

- 'IT' Planning (project and portfolio planning)
- 'Services' Planning
- 'Marketing' Planning

'Specialized' – Additional operational capabilities:

- Financial and operational 'Signaling' (leading indicators)
- 'Profitability' analysis and optimization
- 'Benchmarking' (provision of peer company data, streamlined integration)

Advanced Consolidation Capabilities

Advanced Consolidation Functionality (● vendor, ○ partner)						
Legal/ Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.
●	●	●	●	●	●	●

These checkboxes identify specific advanced consolidation capabilities provided by the vendor that go beyond intercompany, currency conversion, journal entry, alternate roll-ups, joint ownership, etc. The focus is on 'first mile/last mile of Finance' as well as support for statutory and regulatory reporting. The checkmark indicates whether the capability is delivered by the vendor or through a partner.

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 uniquely representative of that vendor. For 2022 the available Core Strengths are:

Ease

- ✓ Ease of Use
- ✓ Product Flexibility
- ✓ No Coding
- ✓ Excel UI

Cost/Time to Value

- ✓ Low Total Cost of Ownership
- ✓ Quick Implementation
- ✓ Out of the Box Functionality
- ✓ Pre-configured Solutions/Starter Kits

Power

- ✓ Performance/Scalability
- ✓ Complexity Simplification
- ✓ Future Ready
- ✓ AI Powered

Reach

- ✓ Easy Expandability
- ✓ Integrated Planning
- ✓ Collaboration
- ✓ Streamlined Integration

Added Value

- ✓ Vertical Content
- ✓ Complementary Use Cases
- ✓ Customer Success Program
- ✓ Partner Ecosystem

Key to Quick Facts box

The Quick Facts box is designed to highlight additional useful information about each vendor to aid in decision-making. It is intended to supplement the vendor matrix, commentary, checkboxes, and detailed customer satisfaction ratings.

Overall BPM Pulse Rating: This data comes from the latest BPM Pulse customer satisfaction ratings. It is an overall score which is entered directly by each vendor's customers, it is not mathematically derived from their detailed ratings.

Recommendation Rate: Also from the latest BPM Pulse customer satisfaction ratings, this is the percentage of survey respondents who answered with a 7 or more when asked the likelihood of recommending their vendor to a friend or colleague, on a 1-10 scale. A '+' after a rating of 100% indicates a high-degree of enthusiasm with more than 75% providing a rating of 9 or 10.

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.

Pricing: Pricing varies widely and is impacted by many factors including volume, number of years commitment, existing relationships, sales promotions, company size, 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 (unless otherwise noted). 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

Anaplan

Overview: Anaplan delivers a unified and extensible platform for connected and collaborative planning across finance, sales, HR, marketing, IT, and the supply chain. Its core solutions are Anaplan for Finance: corporate FP&A and business unit FP&A, Anaplan for Sales & Marketing: commercial revenue planning, sales forecasting, sales planning, incentive compensation management and marketing performance management, Anaplan for Supply Chain: S&OP, demand and supply management, Anaplan for HR & Workforce: workforce planning, talent strategy and compensation modeling, Anaplan for IT Financial Management, and Anaplan for Procurement. Anaplan facilitates ownership and collaboration across the enterprise and is designed to provide strategic forward-looking cross-functional insights, dynamic and accurate forecasting, and optimized financial outcomes.

Details: The solution is expandable with models from Anaplan's App Hub which has over 250 application models available. Seamless integration is available for numerous CRM, ERP and operational source systems. Anaplan CloudWorks, a native integration framework, enables connection to a variety of internal and external third-party data sources, including external cloud-based data, service providers, and Anaplan data. PlanIQ with Amazon Forecast is an intelligence framework designed to make advanced analytics more accessible leveraging AI/ML capabilities for predictive forecasting and continuous scenario modeling. Anaplan's Hyperblock technology enhances scalability and performance to allow for extremely large datasets, and HyperModel expands in-memory capabilities to accommodate models with more dimensions, more time periods, and larger data volumes. Collaboration features including sharing, commenting, notify action, notifications, and Slack integration allow users to bring one another directly into the planning process in context to accelerate plan execution.

Quick Facts	
Overall BPM Pulse Rating	4.54
Recommendation Rate	100%
Years in BPM Business	16
North American Business %	50%
Number of Partners	180+
Pricing	$$$$$$

Recent Developments: Polaris, a natively sparse calculation engine joins Anaplan's Classic calculation engine, which is optimized for dense data sets, new no code modeling experience uses plain English syntax for enhanced ease of use, Board-ready management reporting enables users to quickly create highly formatted pixel-perfect reports, additional public cloud options with AWS and Google Cloud.

Vertical Success: Banking & Capital Markets, Consumer Products, Insurance, Life Sciences & Healthcare, Retail, Technology, Telecom, SLED (State, Local, Education)

Core Strengths: Quick Implementation, No Coding, Integrated Planning, Complementary Use Cases, AI Powered

Capabilities:

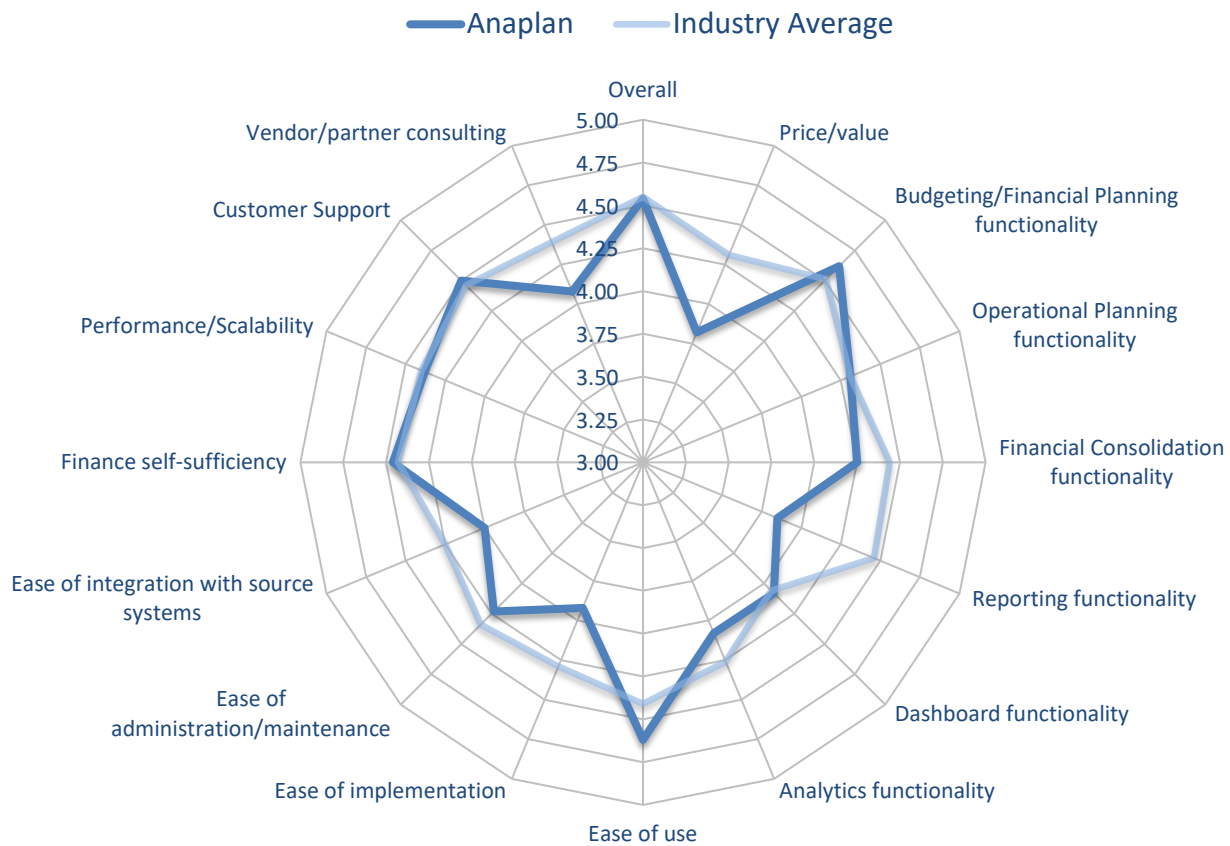| General Functionality				Profile			
Core	Specialized	Complementary	Advanced	UI	Market	Deploy	Apps
Unified Platform	Salary, Capital, Scenario, Rolling, Narrative	Transfer Pricing, Funds Transfer Pricing, ESG	Automation, Predictive	Own	$500M+	Cloud	Yes

Latest Information: PERFORMANCEPLACE

Anaplan

Additional Details

Operational Planning & Analysis Functionality							
Revenue	Sales	Workforce	S&OP	Demand	Supply Chain	Other P&A	Specialized
●	●	●	●	●	●	*Services, Marketing*	*Signaling, Profitability, Benchmarking*

Advanced Consolidation Functionality (● vendor, ○ partner)						
Legal/ Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.
			○	●	○	○

Customer Satisfaction

Legend: —— Anaplan   —— Industry Average

Axes (clockwise from top): Overall, Price/value, Budgeting/Financial Planning functionality, Operational Planning functionality, Financial Consolidation functionality, Reporting functionality, Dashboard functionality, Analytics functionality, Ease of use, Ease of implementation, Ease of administration/maintenance, Ease of integration with source systems, Finance self-sufficiency, Performance/Scalability, Customer Support, Vendor/partner consulting

Scale: 3.00, 3.25, 3.50, 3.75, 4.00, 4.25, 4.50, 4.75, 5.00

Board International

Overview: Board is an Intelligent Planning platform designed to simplify complex, enterprise-class business challenges through a unique combination of budgeting, planning, predictive forecasting, simulation, reporting, analysis, and consolidation and close capabilities. Board's FP&A, Financial Consolidation and Lease Accounting solutions integrate with Workforce Planning, Sales Performance Management, and Supply Chain in a seamless integrated business planning process. Board's unified platform approach leads to faster 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.

Details: Board has an Office of Finance focus, with added value capabilities in the areas of supply chain and retail. The solution is adept at addressing multiple business challenges simultaneously across Finance, Sales, and Operations by simplifying complexity. Board's HBMP (Hybrid Bitwise Memory Pattern) engine supports large data volumes with high-performance, which enables SKU-level planning and analysis across the enterprise. Native data connectors are available for SAP S/4HANA Cloud, MS Dynamics 365, and AWS Redshift. 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. Results can be graphically displayed in the Board Digital Boardroom for performance reporting.

Quick Facts	
Overall BPM Pulse Rating	4.82
Recommendation Rate	100%+
Years in BPM Business	28
North American Business %	27%
Number of Partners	300+
Pricing	$$

Recent Developments: R and Python integration for advanced predictive analytics, a Next Generation Waterfall Object with support for progressive variances and IBCS compliance, and Empowered Collaboration for Feeds, News, and Alerts.

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

Core Strengths: Product Flexibility, No Coding, Complexity Simplification, Performance/Scalability, Integrated Planning

Capabilities:

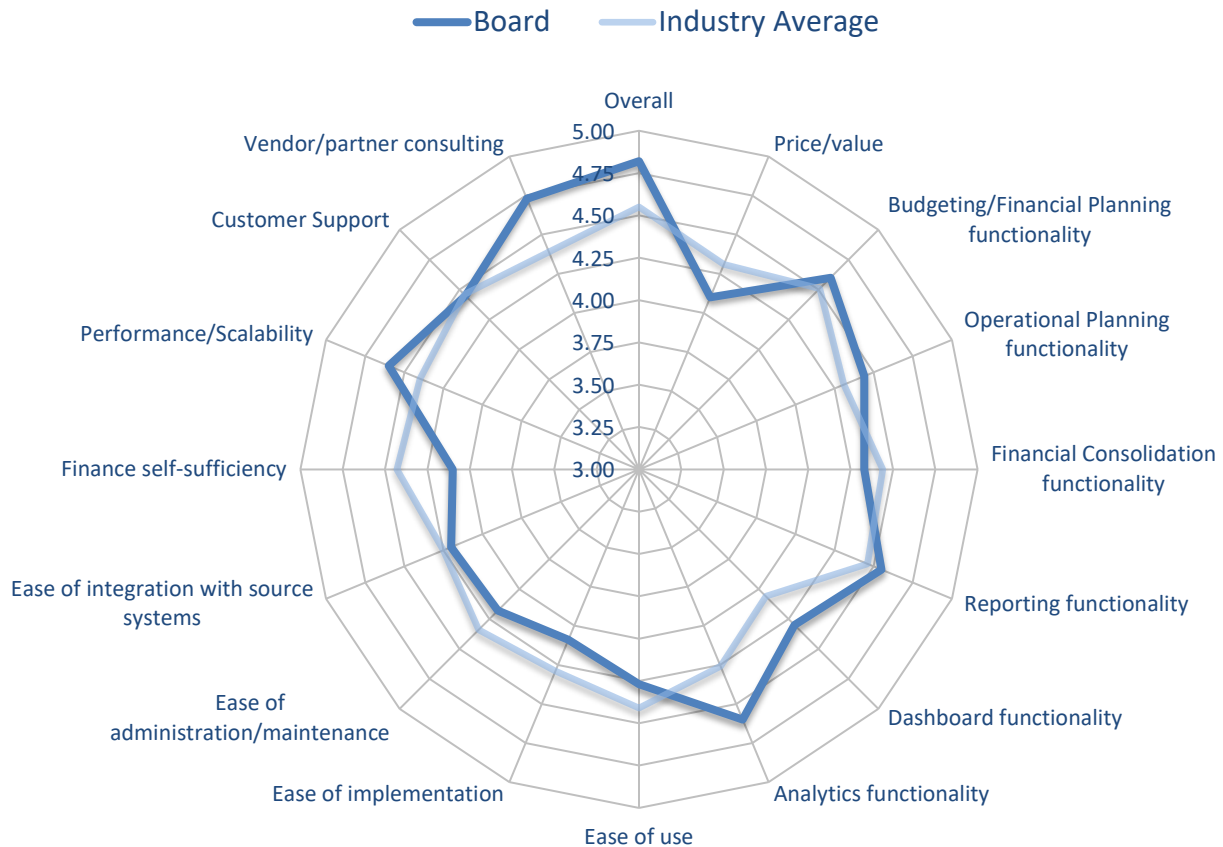| General Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	Salary, Capital, Scenario, Rolling, Narrative	Tax, Transfer Pricing, Funds Transfer Pricing	Automation, Insights, Quality, Predictive	Excel Option	$1B+	Cloud, OnPrem (Same)	Yes

Latest Information: PERFORMANCE*PLACE*

Board International

Additional Details

Operational Planning & Analysis Functionality

Revenue	Sales	Workforce	S&OP	Demand	Supply Chain	Other P&A	Specialized
●	●	●	●	●	●	*IT, Services, Marketing*	*Profitability*

Advanced Consolidation Functionality (● vendor, ○ partner)

Legal/ Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.
●	●	●	●	●	●	●

Customer Satisfaction

— Board — Industry Average

IBM

Overview: IBM Planning Analytics with Watson is designed for continuous integrated planning and offers a unified set of capabilities for budgeting, planning, forecasting, analysis and reporting. Additional solutions include IBM Cognos Controller for consolidation, IBM Decision Optimization for prescriptive and constraint-based optimization, and a catalog of accelerators from IBM and partners to extend planning and analysis. IBM Planning Analytics with Watson delivers AI-infused integrated business planning across the organization, putting the power of algorithmic forecasting in the hands of LOB users: Finance, IT, HR, Sales, Marketing, and Operations. It is available on-premises, as a SaaS offering on IBM Cloud, and with IBM Cloud Pak for Data for hybrid deployments. It can also be combined with IBM Cognos Analytics for enterprise reporting on Planning Analytics data.

Details: IBM Planning Analytics with Watson 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 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.

IBM Cognos Controller is a focused 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. It is a standalone offering that can be integrated.

Recent Developments: Enhanced predictive forecasting with outlier detection and auto-correct, new web-based model development workbench, connectivity to IBM Watson Studio for advanced decision optimization.

Quick Facts	
Overall BPM Pulse Rating	4.55
Recommendation Rate	96%
Years in BPM Business	20+
North American Business %	40%
Number of Partners	400+
Pricing	$$$

Vertical Success: n/a

Core Strengths: Product Flexibility, Excel UI, Performance/Scalability, Easy Expandability, Integrated Planning

Capabilities:

General Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform except: Consol	*Salary, Capital, Scenario, Rolling*	*Tax, Transfer Pricing, ESG*	*Automation, Quality, **Predictive, Insights, Prescriptive***	*Excel Option*	*$250M+*	*Cloud, OnPrem (Same)*	*Yes*

Latest Information: PERFORMANCE*PLACE*

IBM

Additional Details

Operational Planning & Analysis Functionality							
Revenue	**Sales**	**Workforce**	**S&OP**	**Demand**	**Supply Chain**	**Other P&A**	**Specialized**
●	●	●	●	●	●	*IT, Services, Marketing*	*Signaling, Profitability*

Advanced Consolidation Functionality (● vendor, ○ partner)						
Legal/ Statutory	**Regulatory Compliance**	**Trial Balance**	**Account Reconciliation**	**Cash Flow**	**Close Management**	**Collaborative Disclosure Mgmt.**
●	●	●		●		○

Customer Satisfaction

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OneStream Software

Overview: The unified OneStream Intelligent Finance Platform with built-in financial intelligence is designed to meet the needs of medium to large, sophisticated organizations while simplifying complexity with robust and modern capabilities for planning, budgeting, and forecasting, financial close and consolidation, reporting, financial data quality, financial signaling, and analytics accessed through reports, Excel, and built-in dashboards. An Analytic Blend Engine combines governed financial data with detailed operational data for reporting and analysis of large volumes of transactional data to identify operational trends and financial signals to proactively drive performance. A transaction matching solution automates the loading, matching, and reporting of data related to bank clearing, AR, AP, T&E, and more. Guided workflows simplify the process for the end user and point them to the right tasks and related information.

Details: 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 via the MS Azure cloud, with smart load-balancing and the ability to add additional cloud resources to optimize performance and scalability. AI/ML capabilities are available for predictive analytics, demand planning, and revenue forecasting.

Quick Facts	
Overall BPM Pulse Rating	4.70
Recommendation Rate	100%+
Years in BPM Business	12
North American Business %	65%
Number of Partners	220+
Pricing	$$$$$$

The OneStream MarketPlace offers downloadable, configurable and deployable solutions including sales planning, capital planning, people planning, tax provisioning, account reconciliations, and lease accounting. An Application Control Manager provides control and governance of end user system change requests as well as metadata synching with GL/ERP, and data warehouses, and third-party MDM solutions. A Task Scheduler sets data management tasks to run automatically.

Recent Developments: Sensible ML solution – AI for business users, addition of AI services layer to the platform which is used by Sensible ML for intelligent demand planning, Hybrid Scenarios that enable faster reporting and analysis on data subsets, Drill to Dashboards manages the user analysis experience through multiple linked dashboards

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

Core Strengths: Complexity Simplification, Performance/Scalability, Easy Expandability, Integrated Planning, AI Powered

Capabilities:

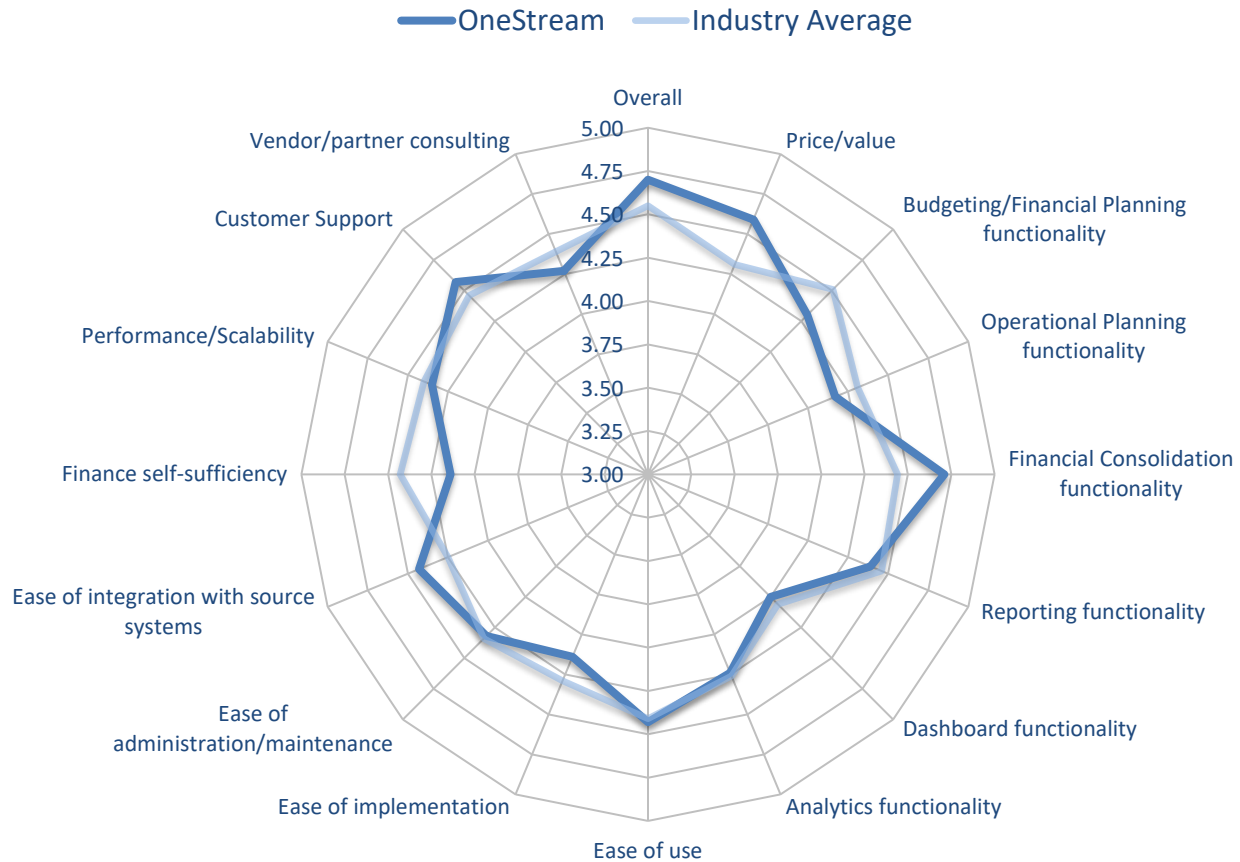| General Functionality				Profile			
Core	**Specialized**	**Complementary**	**Advanced**	**UI**	**Market**	**Deploy**	**Apps**
Unified Platform	*Salary, Capital, Scenario, Rolling, Narrative*	*Tax, Transfer Pricing, ESG*	***Automation, Quality, Predictive***	*Excel Option*	*$200M+*	*Cloud*	*Yes*

Latest Information:

OneStream Software

Additional Details

Operational Planning & Analysis Functionality

Revenue	Sales	Workforce	S&OP	Demand	Supply Chain	Other P&A	Specialized
●	●	●	●	●	●	*IT, Services, Marketing*	*Signaling, Profitability*

Advanced Consolidation Functionality (● vendor, ○ partner)

Legal/ Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.
●	●	●	●	●	●	●

Customer Satisfaction

── OneStream   ── Industry Average

Syntellis Performance Solutions

Overview: Syntellis delivers intelligent planning and performance solutions that help society's foundational institutions guide decisions and identify new opportunities for financial and organizational success. Syntellis' suite of products integrates operational and strategic data across industry-specific performance management solutions and uses data science to deliver real-time, actionable insights. Syntellis IQ is a data science engine that utilizes AI/ML to synthesize billions of data points to surface key insights in market and customer data so organizations can improve their financial position, operations, and strategic outcomes. Syntellis Performance Solutions' Axiom Software delivers a unified platform that leverages these data-driven insights combined with industry expertise, designed to help organizations accelerate confident decision-making. This comprehensive enterprise performance management solution includes budgeting, forecasting, reporting, analytics, strategy management, consolidations, capital planning, profitability, and cost management. The platform is available in a secure and highly scalable cloud environment powered by Microsoft Azure.

Details: Industry-focused solutions include the Axiom Healthcare Suite with Axiom Cost Accounting, Decision Support, Axiom Budgeting and Axiom Contract Management to improve efficiency and reduce cost of care, while growing revenue; the Axiom Financial Institutions Suite to improve profitability and drive efficiency; and the Axiom Higher Education Suite to improve efficiency and reduce operating expenses. Additional solutions include Strategy Management, Comparative Analytics and Axiom Treasury Cash Management for healthcare, Grants Planning and Tuition Planning for higher education, and Relationship Profitability & Pricing for financial institutions. API-based connectors have been developed for Fiserv (Financial Institutions), Epic (Healthcare), and Ellucian (Higher Education). The company has strategic alliances with Kaufman Hall, Huron, Ellucian, and Fiserv.

Recent Developments: AI-based demand forecasting, visual modeling tools for service line planning, standard data models and visualizations for customer and product profitability.

Quick Facts	
Overall BPM Pulse Rating	4.67
Recommendation Rate	100%
Years in BPM Business	20+
North American Business %	99%
Number of Partners	13
Pricing	Varies by use case

Vertical Focus: Healthcare, Financial Institutions, Higher Education

Core Strengths: Product Flexibility, Vertical Content, AI Powered, Performance/Scalability, Complementary Use Cases

Capabilities:

General Functionality				Profile			
Core	Specialized	Complementary	Advanced	UI	Market	Deploy	Apps
Unified Platform	*Salary, Capital, Scenario, Rolling, Narrative*	*Funds Transfer Pricing*	*Automation, Quality, **Insights, Predictive***	*Excel Option*	*$250M+*	*Cloud*	*Yes*

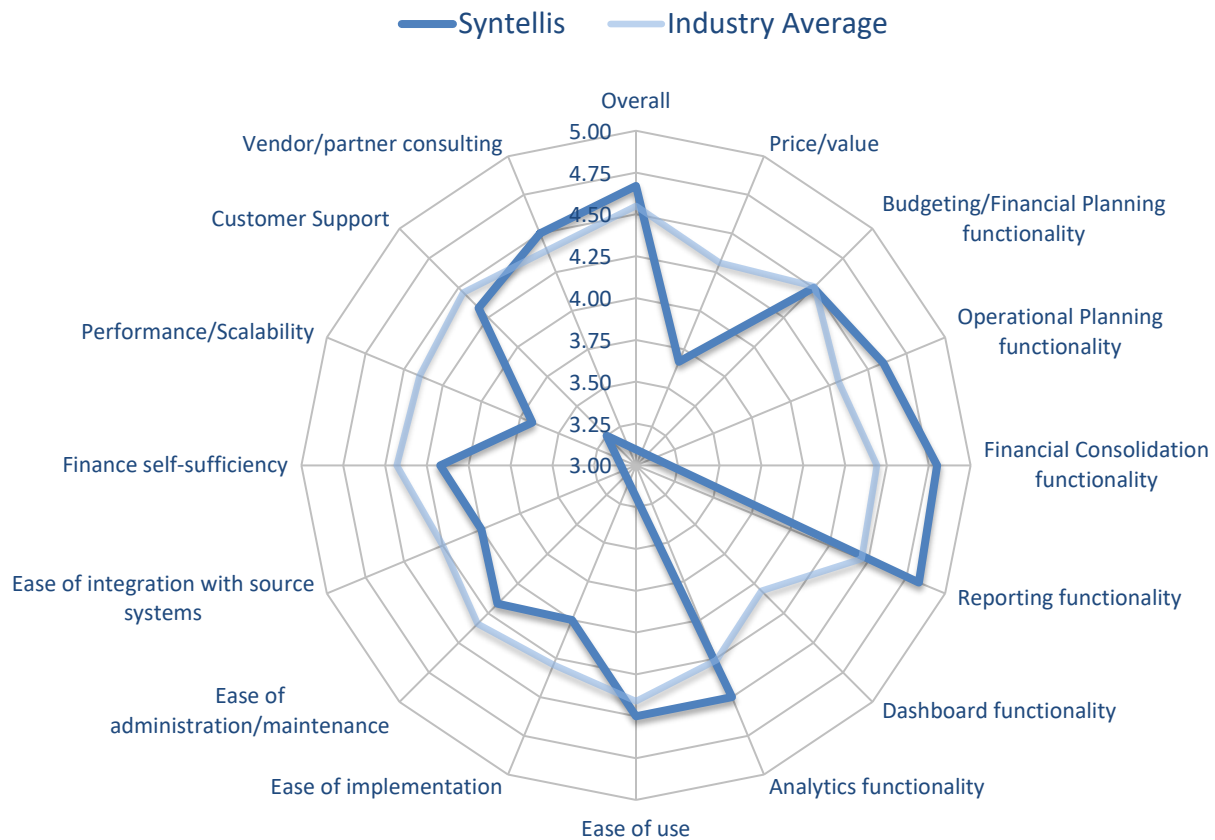**Latest Information:**   PERFORMANCEPLACE

Syntellis Performance Solutions

Additional Details

Operational Planning & Analysis Functionality

Revenue	Sales	Workforce	S&OP	Demand	Supply Chain	Other P&A	Specialized
		●	●	●		*IT, Services, Marketing*	*Signaling, Profitability, Benchmarking*

Advanced Consolidation Functionality (● vendor, ○ partner)

Legal/ Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.
●	●	●	●	●		

Customer Satisfaction

— Syntellis   — Industry Average
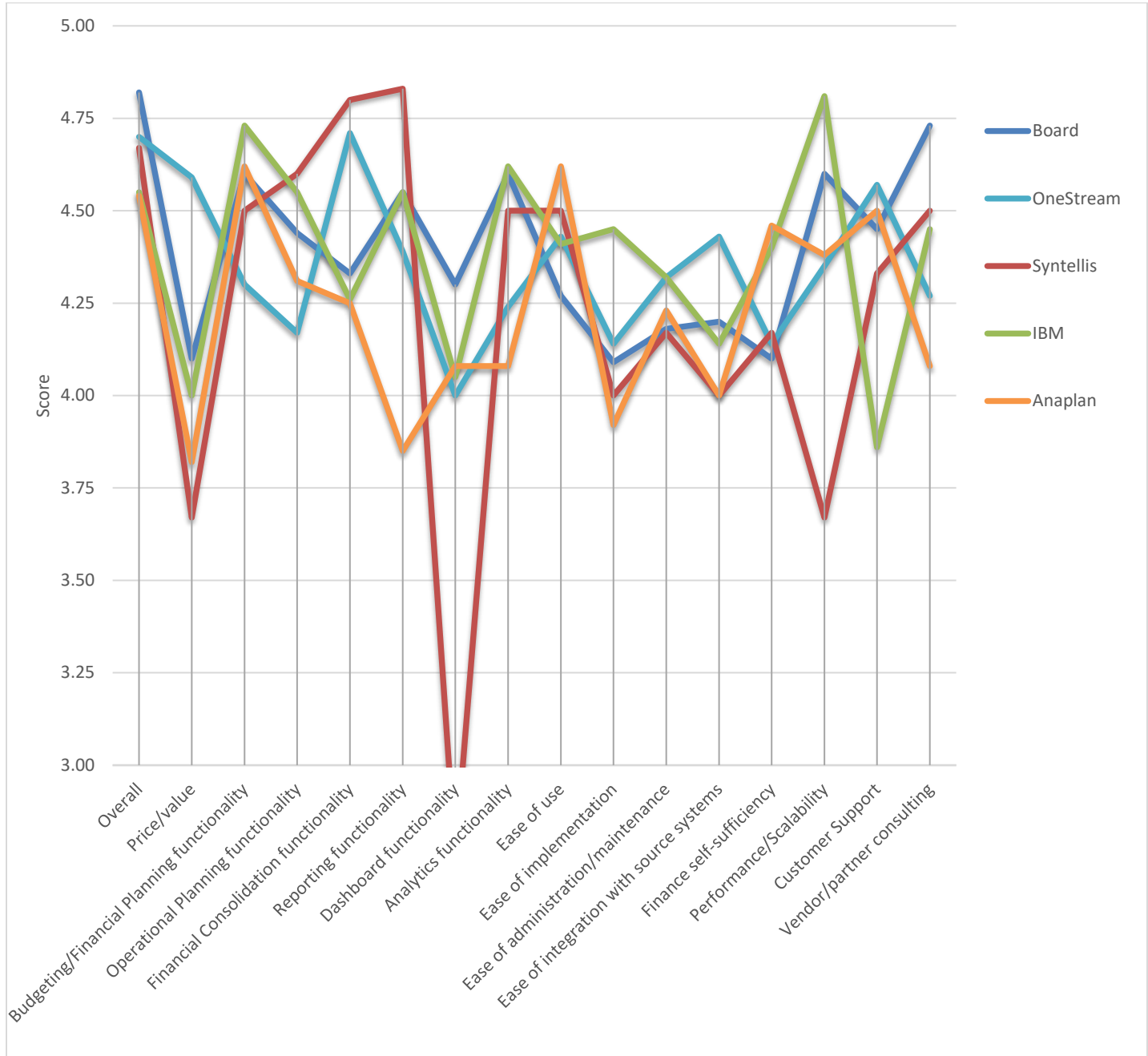
Customer Satisfaction Comparison

The chart below compares the vendors with sufficient data for each of the fifteen customer satisfaction attributes and overall rating as measured by BPM Partners. Within each chart the vendors are listed in order of highest to lowest overall score.

Detailed Customer Satisfaction Scores

About BPM Partners

BPM Partners is the leading independent authority on business performance management (BPM) and related business intelligence solutions. The company helps organizations of all sizes 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, finance transformation, requirements definition, vendor selection and deployment of departmental or enterprise-wide BPM and 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 those vendors that are a match.

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

Want to ensure project success? Add BPM Partners to your team to get the right product, at the best price, while minimizing risk and maximizing buy-in and adoption. Learn more …