

# BPM Goes Mainstream

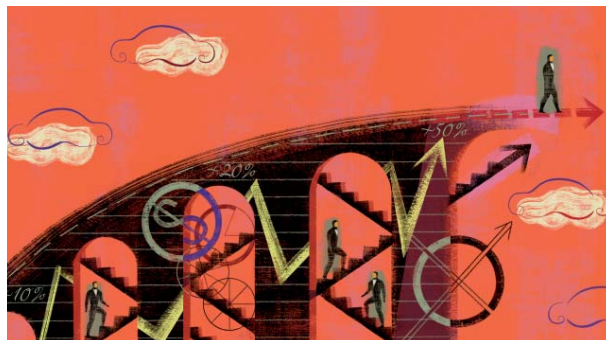
As organizations demand greater performance functionality, BPM software applications are increasingly part of a suite of offerings that continues to rapidly evolve to meet underserved areas of the enterprise.

BY CRAIG SCHIFF

CRAIG SCHIFF is CEO of BPM Partners. As a founding member of IMRS/Hyperion Software (now part of Oracle), he helped to create and define the BPM space.

**DURING THIS PAST YEAR**, business performance management (BPM) became a core offering of the world's largest software vendors. IBM, Oracle, and SAP all now have market-leading products in this area. These solutions are not primarily homegrown but instead are the result of prior acquisitions. This group of companies, along with Infor, SAS, and several others, essentially forms the top tier of BPM vendors. Their offerings tend to be comprehensive, combining BPM with business intelligence (BI) and in some cases ERP.

The next group of solution providers is focused on what we define as financial performance management suites. This consists of budgeting, planning, forecasting, consolidation, and reporting, as well as scorecards and dashboards. While this group has been shrinking over the years due to acquisitions by BI or ERP vendors, it is now rebounding and is more robust than ever. Some vendors that had been overshadowed in the past, such as Longview and Clarity, are now coming into their own. In addition, some products developed outside of the U.S.



have recently been added to the mix as companies such as Tagetik and Carpio have entered the U.S. market. This group is also the home of some of the most successful vendors targeting the midmarket. Adaptive Planning, with its SaaS offerings, and Prophix are two leading choices in this segment.

In spite of all the consolidation, the vendor landscape continues to expand. This year, as in the past, several vendors appear in this guide for the first time. Newer vendors tend to be relatively small and innovative. To enter this established market, they focus on areas that are new and evolving or simply underserved. This is why most of these vendors fall into our "Specialized" category. Two examples this year are Whitebirch Software, focused on BPM from a portfolio management perspective, and MyDials, which delivers preconfigured operational dashboards.

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What does all of this change and expansion mean to prospective purchasers? It means, "Proceed with caution."

The largest vendors have tremendous marketing budgets, but in spite of what they claim, they are not the best answer for every type of BPM adopter. Their robust, comprehensive, and proven solutions are also complex and costly. Watch out for solutions that are still not integrated. As vendors move forward with their product road maps, some older/redundant products are being discontinued. Make sure that you do not purchase one of these, and, if you already own one, minimize any further investment. Some of the newer vendors are hard to track down but worth the effort. They may be the best and most cost-effective fit for your requirements. The financial performance management suite vendors are a good place to look if you already have BI and ERP in place or are simply not interested in those areas right now. These solutions tend to work well with a wide variety of third-party systems.

As always, don't forget the fundamentals. Do your homework. Learn from those that have gone before and leverage their expertise. Put together a BPM road map. Develop detailed requirements. Use this guide to develop your short list of vendors that meet these requirements. Thoroughly evaluate these vendors to ultimately select the best solution for you.

This year, we have redesigned the guide to better help differentiate vendors. We have added columns to track the growing list of vendors offering SaaS solutions. Enhancing financial reporting has become an important starting point for many BPM projects (along with budgeting and dashboards), so we have added a column to track this capability. Strategic planning has been moving up the list of priorities for several years, so this year we have added a column for this as well. Our "Advanced" columns focus on profitability; governance, risk, and compliance; mobile delivery; XBRL; and hardware appliances.

A column that we have always offered takes on new importance this year. As companies in the U.S. and Canada start their transition to IFRS (International Financial Reporting Standards), a company-wide financial consolidation system becomes more critical. Our column in this area identifies vendors that truly deliver this functionality, as opposed to those that claim to but

## KEY TO BUYER'S GUIDE

### Categories

**Comprehensive:** Vendors in this category offer a complete BPM suite coupled with business intelligence offerings and in several instances transactional systems as well.

**Financial Performance Management:** This category contains the vendors that are applications-focused and offer a BPM suite including budgeting, planning, reporting, and some consolidation and scorecard capabilities.

**Specialized:** These vendors provide the building blocks of a full BPM suite. They can be tools or applications vendors that focus almost exclusively on some aspects of performance management.

### Financial Performance Management Capabilities

**Budgeting:** The product offers top-down and bottom-up budgeting, as well as planning and forecasting.

**Modeling/Strategic Planning:** The product has built-in functionality to develop and maintain models as well as create the strategic plan.

**Dashboards:** The vendor provides a graphical interface that can display a collection of key performance indicators (a scorecard) with gauges, stoplights, and charts. Dashboards may be graphical display tools or pre-built applications.

**Reporting & Analytics:** The product offers a robust report development tool for ad hoc queries as well as production reporting in addition to any prebuilt reports.

**Financial Consolidation:** The software sums data from multiple ledgers, incorporating currency conversion and intercompany eliminations as needed.

### Advanced Performance Management Functionality

**Operational Performance Management:** The vendor offers a platform for operational analytics and/or delivers packaged applications focused on selected operational areas.

**Advanced Financial Applications:** The vendor provides any of the following — profitability analysis; governance, risk, and compliance management; tax provisioning; sustainability solutions.

**Advanced Technology Adoption:** The product supports any of the following technologies: 64-bit, mobile access, hardware appliance, and XBRL.

### Market Profile

**Vertical Market Solutions:** The vendor offers industry-specific capabilities or content integrated in a software application. This functionality can be the vendor's sole focus, or it can be an addition to more generic offerings.

**On-Demand Offering:** The vendor offers a hosted/SaaS version of their product either as their primary solution or in addition to an on-premise version.

**Large Reference Base:** More than 100 clients are successfully using this vendor's BPM products.

only perform a simple add-up. We hope that you find this guide useful. If you have any comments or questions, please contact us at [services@bpmpartners.com](mailto:services@bpmpartners.com).

### VIDEO

Now watch Craig Schiff discuss BPM. [www.bfmag.com](http://www.bfmag.com)

### ABOUT THIS GUIDE

Inclusion in this buyer's guide is based solely on research conducted by BPM Partners, a vendor-neutral consulting firm. This research includes reviews of published information and in-depth interviews with management at the major vendors, client organizations, and consulting firms. Unlike most buyer's guides, this listing is not vendor-sponsored, nor is it compiled from surveys completed by vendors. An online, searchable database version of this guide is available at [www.bpmpartners.com/vendor\\_search.shtml](http://www.bpmpartners.com/vendor_search.shtml).

	Financial Performance Management Capabilities					Advanced Performance Management Functionality			Market Profile			SOURCE: BPM PARTNERS
	Budgeting	Modeling/ Strategic Planning	Dashboards	Reporting & Analytics	Financial Consolidation	Operational Performance Management	Advanced Financial Applications	Advanced Technology Adoption	Vertical Market Solutions	On-Demand Offering	Large Reference Base	
<b>COMPREHENSIVE VENDORS</b>												
<b>Bitam</b>	●	●	●	●	●	●		●			●	Bitam is a provider of performance management solutions that include business intelligence, financial planning, and strategic planning. Their solutions enable performance reporting, governance, and accountability to help businesses analyze, plan, and manage their business operations, as well as an alert and notification engine to support automated communication when a certain threshold is met on a specific key performance indicator. The Bitam suite of solutions is targeted at the midmarket and offers rapid deployment, and relatively low total cost of ownership. The solutions are database independent. <a href="http://www.bitam.com">www.bitam.com</a>
<b>Business Objects, an SAP company</b>	●	●	●	●	●	●	●	●	●	●	●	With the acquisition of Business Objects and OutlookSoft, SAP is positioning itself to offer comprehensive Performance Management, Business Intelligence, GRC, ERP, and data warehouse solutions. SAP has consolidated all of their performance management solutions within the Business Objects business unit, which will continue to operate as a separate SAP company. SAP delivered the first components of their product integration road map as planned with the release of the SAP Strategy Management and SAP Business Planning and Consolidations (BPC) version 7.0, which provides integration with the SAP NetWeaver application platform. SAP has also integrated its BPM applications with the BusinessObjects BI and Information Management applications. SAP offers extensive vertical market solutions and has continued their development of Governance, Risk, and Compliance capabilities to help organizations integrate risk assessment and management and corporate and regulatory compliance procedures with their BPM applications. SAP has also continued to expand their performance management and reporting solutions through expansion of profitability management and analysis, activity-based costing, and predictive analysis capabilities. Business Objects' complete suite of business intelligence capabilities is also available on demand through the Business Intelligence OnDemand service. <a href="http://www.sap.com">www.sap.com</a>
<b>CDC Software</b>	●		●	●	●	●	●		●		●	This multinational roll-up of numerous software firms offers a comprehensive suite of enterprise solutions with powerful modeling built atop Microsoft Analysis Services and the Microsoft .Net platform. The firm also offers ERP, SCM, and HRM capabilities in related applications. Recent announcements included the addition of Microsoft BI functionality in their CDC Respond application, to assist in measuring and managing customer satisfaction. They offer analytics solutions designed for specific departments, including Sales, Manufacturing, Supply Chain, and Finance. <a href="http://www.cdsoftware.com">www.cdsoftware.com</a>
<b>Cognos, an IBM company</b>	●	●	●	●	●	●	●	●	●	●	●	IBM offers comprehensive performance management and business intelligence solutions that include sophisticated planning, budgeting, and consolidation applications along with extensive reporting and analysis functions. Since acquiring Cognos, IBM has enhanced integration of the Cognos BI and PM platform and solutions with IBM's information infrastructure, released IBM Cognos 8 Business Viewpoint — a new dimension management application that allows business users to create, manage, and model dimensions across BI and PM applications — and enhanced dashboard reporting capabilities with extensive personalization and data visualization features. IBM continues to expand its portfolio of performance management and analytic application "blueprints," which allow companies to leverage prebuilt planning, reporting, and analysis models for specific business processes or industry applications for a variety of industries, including financial services, life sciences, manufacturing, public-sector, retail, and other industries. IBM currently leverages selected members of their strategic partner channel to provide on-demand performance management and BI solutions. <a href="http://www.cognos.com">www.cognos.com</a>
<b>Infor</b>	●	●	●	●	●	●	●	●	●		●	Infor is a leading provider of performance management, business intelligence, ERP, and accounting solutions, with versions designed to support both global enterprises and small to mid-sized businesses (SMBs). This solution includes comprehensive planning, financial consolidation, reporting, and analytics that make extensive use of the Microsoft Business Intelligence platform — specifically, Microsoft SQL Server, Analysis Services, and Excel. Expect Infor to expand its on-demand solution offerings beyond the current ERP, Asset Management, and Expense Management solutions to include its Performance Management Business Process Applications. <a href="http://www.infor.com">www.infor.com</a>
<b>Lawson Software</b>	●		●		●	●	●		●		●	Lawson offers business intelligence and performance management solutions to augment their transactional systems focused primarily within the services, healthcare, manufacturing, and distribution sectors. Their role-based dashboards and drill-around capabilities are two key elements of their solution. Opportunity Analyzer has been added to help senior managers to identify, in advance, quantified financial and nonfinancial gains before committing capital expenditures to new business process improvement projects. <a href="http://www.lawson.com">www.lawson.com</a>
<b>Microsoft</b>	●	●	●	●	●	●	●	●	●	●	●	Microsoft continues to position itself among the leaders in the performance management and business intelligence market, with their PerformancePoint Server, SQL Server (Integration Services, Analysis Services, and Reporting Services), and SharePoint Server products. PerformancePoint Server enables the development of comprehensive planning, budgeting, consolidation, analytic reporting, and scorecard/dashboard monitoring applications that leverage the Microsoft platform, including the SQL Server Business Intelligence platform for data integration and analytical query and reporting tools, an Excel user interface, and integration with the Microsoft SharePoint portal platform. Microsoft leverages their extensive network of value-added software resellers and implementation service providers to develop and deliver a variety of industry-specific performance management and business intelligence solutions. <a href="http://www.microsoft.com">www.microsoft.com</a>
<b>Oracle</b>	●	●	●	●	●	●	●	●	●	●	●	Oracle is one of the leading providers of comprehensive performance management and business intelligence solutions. The Oracle Enterprise Performance Management solution includes comprehensive performance management applications (e.g., strategy management and planning, budgeting/forecasting, financial consolidation, and profitability management) and prebuilt business intelligence applications (e.g., sales, marketing, HR, financial, supply chain, call center analytics), along with a comprehensive business intelligence foundation and reporting and analysis tools. Since the acquisition of Hyperion in 2007, Oracle has continued its integration of the Hyperion EPM and BI solutions with the Oracle E-Business Suite while continuing to offer solutions that can support and be integrated with a variety of other non-Oracle information sources and systems. Oracle also offers the Oracle on Demand service, which allows customers to use Oracle's EPM and BI solutions at Oracle's data center, 3rd-party application hosting services, and select system integration partners. <a href="http://www.oracle.com">www.oracle.com</a>

SOURCE: BPM PARTNERS

	Financial Performance Management Capabilities					Advanced Performance Management Functionality			Market Profile			Comments
	Budgeting	Modeling/Strategic Planning	Dashboards	Reporting & Analytics	Financial Consolidation	Operational Performance Management	Advanced Financial Applications	Advanced Technology Adoption	Vertical Market Solutions	On-Demand Offering	Large Reference Base	
<b>COMPREHENSIVE VENDORS</b>												
SAS Institute	●	●	●	●	●	●	●	●	●	●	●	SAS offers comprehensive BPM and BI solutions that allow companies to formulate, communicate, measure, and monitor strategies and plans with integrated planning, budgeting, financial consolidation, and reporting. The SAS for Performance Management solution includes robust scorecard and dashboard reporting solutions that leverage predictive modeling and analytic capabilities. SAS also offers profitability analysis and activity-based management solutions along with purpose-built vertical industry (e.g., including Financial Services, Retail, Communications, Government, Manufacturing, Life Sciences, Healthcare, Energy) and business function-specific solutions for performance and operational analytic applications in IT, Sales, Marketing, Human Resources, and other departments. SAS's performance management offerings are all built on the SAS Enterprise Intelligence Platform, which provides data integration, storage, and business intelligence reporting, analysis, and data visualization capabilities. SAS offers several of their BI solutions as a hosted service as part of their continually expanding "SAS Solutions OnDemand" portfolio. <a href="http://www.sas.com">www.sas.com</a>
Satori Group	●		●	●			●	●	●	●		Satori offers Performance Management and Business Intelligence solutions designed to allow midmarket companies and divisions of large enterprises to significantly streamline the budgeting, forecasting, and financial reporting processes to produce more accurate, timely information. proCube is an in-memory OLAP platform that extends native Excel to provide multiuser real-time access to enterprise multidimensional data stored in a centralized secure database. V-i-Performance Planning is a packaged budgeting, forecasting, and financial reporting application powered by the proCube business intelligence platform. V-i-Performance is deployed using an optimized virtual appliance model and can be hosted at Satori's data center via an on-demand model or deployed as an on-site enterprise application. <a href="http://www.satorigroupinc.com">www.satorigroupinc.com</a>
<b>FINANCIAL PM VENDORS</b>												
A3 Solutions	●		●		●			●				A3 Modeling automates budgeting, forecasting, reporting, and analysis. A3 uses its spreadsheet automation server technology and popular OLAP databases to develop budgeting, consolidation, reporting, and dashboard applications. This architecture allows companies to leverage existing spreadsheet models to exploit Excel expertise within the organization. <a href="http://www.a3si.com">www.a3si.com</a>
Adaptive Planning	●	●	●	●					●	●		Adaptive Planning offers both on-demand (hosted) and traditional on-site deployments using a multiuser annual subscription license fee. Their solutions are intended for companies of all sizes, including small businesses, midsized companies, and divisions of larger corporations, that are seeking an alternative to spreadsheet-based budgeting, forecasting, and reporting applications. Adaptive Planning recently announced version 5.5, which delivers new collaboration and analysis features, enhanced data integration capabilities, and full internationalization/localization, including multilanguage support. The company also makes available at no charge software trials, training, and support via its Web site and online community. <a href="http://www.adaptiveplanning.com">www.adaptiveplanning.com</a>
AFS Technologies	●		●	●		●	●		●	●		IRM Corporation, recently acquired by AFS Technologies, provides performance management solutions specifically for the food and beverage industry. Their suite of SaaS solutions includes profit optimization tools. In addition, they provide a network where food brokers and manufacturers can share information and collaborate. <a href="http://www.irmcorporation.com">www.irmcorporation.com</a>
Calumo	●	●	●	●	●	●	●		●	●		This Australian-based company, established in 1996, offers a unified BPM application built on a Microsoft SQL Server platform that leverages Excel and the Web. Due to local successes, Calumo has recently expanded to the U.S. (via resellers) and has opened an office in London. A unique standout feature is their "Excel in-cell charting capability," which provides superior Excel-based charting. <a href="http://www.calumo.com">www.calumo.com</a>
Carpio	●	●	●	●	●	●	●					New to the U.S. market, this vendor offers a comprehensive performance suite that includes budgeting, planning, modeling, and a robust consolidation capability, along with workflow and dashboards. They have a somewhat unique capability that helps companies solve for the ideal decision mix. Their solution utilizes graphical sliders that allow users to see the immediate impact that adjusting one parameter has on all the others. They also offer a version customized for and integrated with the MicroStrategy business intelligence (BI) platform. <a href="http://www.carpio.com">www.carpio.com</a>
Centage	●		●		●	●					●	Centage's Budget Maestro solution includes integrated budgeting, forecasting, financial consolidation, and performance reporting capabilities specifically designed to meet the needs of small to midsized businesses. Centage recently announced Budget Maestro® Version 5.9 and enhancements to the Budget Maestro Dashboard Kit 2.0. The new version, Budget Maestro 5.9, is updated to the latest Microsoft technology platforms. <a href="http://www.centage.com">www.centage.com</a>
Chameleon Technology	●	●	●	●					●	●		This Australian-based company, incorporated in 2001, develops and supports their own budget management, inquiry, business analysis, and reporting application software called "Powerbudget." The privately owned company supports over 150 sites across Australia in industry sectors such as Local Government, Health and Education, and Commercial. <a href="http://www.chamtech.com.au">www.chamtech.com.au</a>
Clarity Systems	●	●	●	●	●		●	●	●	●	●	Clarity Systems provides comprehensive Web-based planning, budgeting, consolidation, reporting, and scorecarding applications that can be deployed upon industry-leading multidimensional (Analysis Services/Essbase) and relational (Oracle/SQL/DB2) database platforms with a Microsoft Excel-like user interface. Clarity's Financial Statement Reporting capabilities support multiuser collaboration to improve operational efficiencies and automate creation of internal management and external statutory or regulatory financial reports, including advanced XBRL capabilities. Clarity has developed prebuilt data models and reports and provides implementation service specialists that can expedite application configuration and deployment for common applications within a range of industries including Banking, Insurance, Manufacturing, Retail, Airlines, and Professional Services (Legal and Accounting). Clarity offers a performance management "Software-as-a-Service" (SaaS) solution called Clarity OnDemand, which provides access to Clarity's performance management and Financial Statement Reporting products for financial budgeting, planning, reporting, consolidation, and analytics. <a href="http://www.claritysystems.com">www.claritysystems.com</a>

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	Budgeting	Modeling/Strategic Planning	Dashboards	Reporting & Analytics	Financial Consolidation	Operational Performance Management	Advanced Financial Applications	Advanced Technology Adoption	Vertical Market Solutions	On-Demand Offering	Large Reference Base		
<b>FINANCIAL PM VENDORS</b>													
<b>Corvu (Rocket Software)</b>	●	●	●	●			●				●	This Australian-based vendor, purchased by U.S.-based Rocket Software in 2007, offers one of the most comprehensive BPM solutions in the market, including components such as strategy execution, risk management, human resource planning, and project portfolio planning. The application is completely integrated, making it a complete "closed-loop" BPM solution delivered via the Web. <a href="http://www.corvu.com">www.corvu.com</a>	
<b>Diva</b>	●			●	●		●				●	Diva is a Japanese company that focuses more or less exclusively on the Japanese market. The core focus is financial consolidation. The DivaSystem provides comprehensive consolidation management features for statutory, quarterly, monthly, budgetary, and forecasting data. It provides flexible acquisition of accounting data from group companies and the sharing of consolidated data with other entities within a corporate group, providing company management with a powerful tool to manage group companies. <a href="http://www.diva.co.jp">www.diva.co.jp</a>	
<b>EcoSys Management</b>	●				●	●						EcoSys offers a unique solution that provides budgeting, forecasting, and consolidation within a project management framework designed to manage the entire financial cycle: long-range planning, fiscal period budgeting and forecasting, spending requests, allocations, project cost management, performance measurement, controls, closeouts, and adjustments. This is done by aligning spending with strategic priorities. Costs can be tracked and allocated by program, project, and phase. The product offers integration with Primavera's Portfolio Project Management solution. <a href="http://www.ecosysgmt.com">www.ecosysgmt.com</a>	
<b>Host Analytics</b>	●		●	●	●		●				●	●	Host Analytics' Corporate Performance Management Suite includes integrated budgeting, consolidation, and scorecard and dashboard reporting solutions built on the Microsoft platform — SQL Server relational database, Analysis Services OLAP database, Excel- and browser-based user interfaces, and application development tools. Host Forecaster supports collaborative sales forecasting and revenue planning that is integrated with the Host Budget solution to provide comprehensive performance budgeting and forecasting solutions. Performance management solutions from Host Analytics can be deployed either through their subscription-based on-demand solution or as a Web-based, on-site, enterprise software application. <a href="http://www.hostanalytics.com">www.hostanalytics.com</a>
<b>IPS-Sendero</b>	●		●				●				●	●	IPS-Sendero is focused exclusively on the performance needs of financial institutions. They provide, technology, education, and professional services for corporate performance management for financial institutions, and drive for industry thought leadership. IPS-Sendero solutions include risk management, budgeting and forecasting, ALM, FTP, and profitability analysis. These are delivered via an integrated suite of applications and reporting tools supported by the Microsoft .Net platform. <a href="http://www.ips-sendero.com">www.ips-sendero.com</a>
<b>KCI Computing</b>	●		●	●	●	●	●	●	●		●	●	KCI Computing provides CONTROL* — a single product with a single metadata and data repository for the BPM spectrum. This all-in-one solution includes end-user customizable capabilities for strategic planning, budgeting, modeling, forecasting, consolidations, analysis, reporting and dashboards, a range of time series predictive methods, and on-the-fly connectivity to disparate financial and nonfinancial data sources. The familiar Microsoft Excel interface, comprehensive array of functionality, dynamic computations and consolidations, single point administration, and scalable relational technology (Oracle/MS SQL Server/DB2) enable KCI to compete with the leaders in the BPM market. Recent improvements include dashboard monitoring and enhanced alerting functionality. <a href="http://www.kcicorp.com">www.kcicorp.com</a>
<b>Longview Solutions, an Exact Software company</b>	●	●	●	●	●		●	●			●	●	Longview offers a unified, "all-in-one" solution for strategic planning, budgeting/forecasting, performance management reporting and analysis, complex modeling, and IFRS-ready financial consolidation and reporting. Longview also offers a comprehensive tax provisioning, planning, and reporting application that is fully integrated with the BPM solution. Longview operates as a stand-alone division of Exact Software focused exclusively on BPM. Longview remains one of the few unified BPM solutions that effectively competes with the larger BPM vendors and consistently receives high ratings for customer service, largely due to the maturity of the platform and its involvement in customer implementations. In addition, Longview can integrate data from more than 300 source systems, including Oracle and SAP, with the Longview Integration Suite. Recent product enhancements include usability improvements for end users and added components of advanced BPM such as data visualization, strategy maps, and KPI libraries. Longview offers customers both on-premises and SaaS deployment options. <a href="http://www.longview.com">www.longview.com</a>
<b>Management &amp; Executive Software</b>	●		●	●								●	This Australian-based company has a suite of three products (Business Intelligence Solution, Business Planner, and Performance Manager) that provide budgeting, planning, and reporting capabilities in an integrated package. It is available as both a proprietary client server and a Web-based application. Vertical specialization includes Government, Health, and Education. <a href="http://www.mesware.com">www.mesware.com</a>
<b>Mondelio</b>	●	●	●	●	●	●	●				●		This Australian-based company, established in 1982, provides a full suite of BPM capabilities in the v6.0 version of its offering delivered on the Microsoft Platform. While the product suite can be delivered across a broad range of industries, Mondelio has had particular success in the health, utilities, and financial services industries. <a href="http://www.mondelio.com">www.mondelio.com</a>
<b>Prophix Software</b>	●	●	●	●	●	●						●	PROPHIX performance management solutions are targeted at companies seeking functionally rich performance management applications regardless of their size, type, or industry. The multiuser, integrated suite of applications includes budgeting, forecasting, financial consolidation, reporting, scorecards/dashboards, and personnel planning. The SQL Server edition leverages Microsoft's SQL Server and Analysis Services technical platform. PROPHIX can be implemented in weeks, driving a rapid return on investment and lower total cost of ownership. <a href="http://www.prophix.com">www.prophix.com</a>

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<b>FINANCIAL PM VENDORS</b>												
<b>Tagetik</b>	●	●	●	●	●	●	●	●				Tagetik CPM is a financial closed-loop, double-entry CPM solution that unifies in a single product all of the Corporate Performance Management and Financial Governance processes for data consistency and reliability. Tagetik CPM leverages cross-platform technology and delivers unified and faster process cycles, powerful scalability, short implementation time, and lower total cost of ownership (TCO) due to its built-in processes. The open architecture solution is database and application-server independent and is embedded with built-in functionality that unifies multiple BPM applications including planning, budgeting and forecasting, profitability modeling, financial consolidation, and statutory/management reporting, including dashboards and scorecards. The product also includes extended BPM process support for credit analysis, IT performance management, and governance, risk, and compliance. Tagetik recently began to offer the option to deploy their CPM solution either as a traditional enterprise license or hosted application. <a href="http://www.tagetik.com">www.tagetik.com</a>
<b>Zap Technology</b>	●	●	●	●	●	●						This Australian-based company is a Microsoft Gold Partner and has offices in Australia, Asia, the UK, and the U.S. Zap is a specialist Microsoft Dynamics Business Intelligence partner and has "out-of-the-box" applications prebuilt for Microsoft Dynamics Navision, CRM, and Great Plains Applications. Zap offers overall Performance Management capabilities that strongly leverage Microsoft's platform. <a href="http://www.zaptechnology.com">www.zaptechnology.com</a>
<b>SPECIALIZED VENDORS</b>												
<b>Abrige Corp.</b>			●			●						Abrige provides employee performance management tracking with a combination of advisory services and a scorecard technology platform. C-Secure is a subsidiary of Abrige that allows remote management and analysis of machines and mobile assets to optimize business performance. <a href="http://www.abrige.com">www.abrige.com</a>
<b>Acorn Systems</b>		●	●	●		●	●	●	●	●		Acorn is a leading provider of profit improvement and cost management solutions focused on product/customer profitability, cost-to-serve analysis, activity-based cost management, and corporate performance solutions. Acorn recently stepped up its industry-specific solutions with focus on financial services, retail, manufacturing, consumer products, distribution, and logistics. The company continues to partner with several leading BPM vendors — including SAP/Business Objects, IBM/Cognos, and Microsoft — to integrate Acorn's Enterprise Performance Suite and activity-based costing and profitability analysis capabilities with market-leading comprehensive BPM solutions. <a href="http://www.acornsys.com">www.acornsys.com</a>
<b>Acteon Technologies</b>	●		●						●	●		Acteon BudgetGuide is designed to streamline the budgeting and forecasting process while improving the accuracy and timeliness of critical financial information. The BudgetGuide family of products is designed as a simple, cost-effective solution to build, maintain, and analyze budgets and forecasts for small and midmarket companies. Deployments can be enterprise-wide, desktop, or SaaS. Vertical solutions are developed for contract furniture, food and beverage, and healthcare industries. <a href="http://www.acteontechnologies.com">www.acteontechnologies.com</a>
<b>Active-Strategy</b>			●				●		●	●		ActiveStrategy specializes in providing software solutions and management consulting services focused on strategy development, strategic goal and objective maps, and performance execution measurement reporting and analysis. Their solution includes prebuilt capabilities to support a variety of strategic management frameworks, including Balanced Scorecard, Six Sigma, the Malcolm Baldrige criteria, and customized strategic planning and quality management frameworks. Its strategic-execution dashboard and scorecard solutions can be deployed with a Web-based hosted model or with an enterprise license model. ActiveStrategy has established a Healthcare Practice Group that is focused on providing strategic performance reporting and management consulting services to hospitals and healthcare provider networks. <a href="http://www.activestrategy.com">www.activestrategy.com</a>
<b>Actuate</b>			●	●			●				●	Actuate Corporation focuses on increasing the richness, interactivity, and effectiveness of enterprise data for everyone. Actuate's Enterprise Reporting and Performance Management solutions facilitate the production, distribution, and management of executive scorecards and dashboards, standardized financial and operational reports, ad hoc reporting and analyses, metrics management, activity management, and on-demand performance management. A variety of intuitive, personalized, and easy-to-use formats present data integrated from all relevant sources. Their development platform is designed to support project needs from small to large companies. <a href="http://www.actuate.com">www.actuate.com</a>
<b>ADERANT</b>	●		●	●			●		●		●	ADERANT focuses on providing business and financial management solutions designed for law firms and other services organizations. ADERANT recently announced enhancements to its Expert Analytics Foundation, a business intelligence solution that includes a preconfigured data warehouse, OLAP cube, and data visualization capabilities delivered on Microsoft's Sharepoint platform. In addition, ADERANT's Expert latest release 7.5 includes new e-billing capabilities, a Microsoft Vista-inspired user interface, expanded global financial and statutory reporting, and credit notes functionality. <a href="http://www.aderant.com">www.aderant.com</a>
<b>Advanced Visual Systems</b>			●	●			●				●	Their OpenViz product provides powerful data visualization tools to executives and analysts. The highly interactive graphics allow users to leverage existing investments in analytic applications and portals. They also offer solutions that developers can embed in their own applications. <a href="http://www.avs.com">www.avs.com</a>
<b>Agresso</b>	●			●		●			●		●	This Netherlands-based global ERP vendor continues to report strong growth in the competitive mid-market. The company provides a fully integrated suite across many business processes, including financial management, human resources, procurement, process automation, and reporting. This integration allows for easy data transfer across business processes and promotes "post-implementation agility" as its primary benefit for organizations operating in a dynamic environment. <a href="http://www.agresso.com">www.agresso.com</a>

SOURCE: BPM PARTNERS

	Financial Performance Management Capabilities					Advanced Performance Management Functionality			Market Profile			Comments	
	Budgeting	Modeling/ Strategic Planning	Dashboards	Reporting & Analytics	Financial Consolidation	Operational Performance Management	Advanced Financial Applications	Advanced Technology Adoption	Vertical Market Solutions	On-Demand Offering	Large Reference Base		
													SOURCE: BPM PARTNERS
<b>SPECIALIZED VENDORS</b>													
<b>Alight</b>	●	●	●	●							●	Alight Planning offers a collaborative planning application for budgets, rolling forecasts, strategic plans, and financial reporting. Alight's driver-based planning software features a units/rates/amount architecture, automated sensitivity analysis, extensive what-if/scenario analysis, and intuitive modeling interfaces with object-based linking across dimensions. The company offers a single-user desktop version of Alight for midsized companies and consultants and an enterprise version with robust, role-based, user-security and a file server architecture for larger organizations. <a href="http://www.alightplanning.com">www.alightplanning.com</a>	
<b>arcplan</b>	●		●	●		●		●				●	arcplan, a BI vendor based in Germany, provides business intelligence products that allow companies to connect directly to and integrate data from numerous relational and multidimensional data sources, such as SAP BW, SAP R/3, Oracle, Oracle (Hyperion) Essbase, Oracle (Hyperion) Enterprise, IBM DB2, IBM Applix, Microsoft SQL Server, and other prominent databases. arcplan Enterprise is often used in executive information systems, management cockpits, sales information systems, and analytical applications used in creating operational performance management applications. The arcplan platform builds upon a service-oriented architecture (SOA) approach, and further supplements analysis capabilities with arcplan Analytic Services. arcplan has been particularly successful as an analytic supplement to Oracle, SAP, and Microsoft implementations. <a href="http://www.arcplan.com">www.arcplan.com</a>
<b>Avartis</b>	●	●		●	●		●					●	Avartis Planning provides affordable BPM solutions with a focus on budgeting, planning, consolidation and reporting processes, all within one centralized system, integrating either Microsoft SQL Server or Oracle 10/11g as the data repository. Available both as a Software-as-a-Service (SaaS) and on-premises software license application, Avartis Planning allows clients to choose the deployment method that best suits their timing, budget, and support requirements. Avartis is currently focusing on the Asian market, based out of Singapore. <a href="http://www.avartisplanning.com">www.avartisplanning.com</a>
<b>BizNet Software</b>			●										BizNet Software builds pre-integrated Excel-based financial reporting products for the midmarket. Its flagship product, BizExcelerator, creates a direct link from the General Ledger database to Excel, removing the need for a data warehouse and providing accountants with the assurance that data in Excel always ties to the G/L. Their value points include: leveraging existing technology investments, streamlining financial reporting, and eliminating having to export data from the G/L to Excel. <a href="http://www.biznetsoftware.com">www.biznetsoftware.com</a>
<b>BOARD International</b>			●	●							●	●	BOARD International recently announced release 6.1 of its Management Intelligence Toolkit (MIT), which now integrates with other vendors' multidimensional (OLAP) databases, including SAP BW, Microsoft AS, and Oracle Essbase. Additional improvements are found in the areas of security management, support for large deployments, and database administration. The company is well-positioned to provide cost-effective customized BPM solutions with less-demanding IT support. <a href="http://www.board.com">www.board.com</a>
<b>Business Matters</b>	●	●											Cashe is suitable for start-ups and small businesses as a modeling product to help business users understand and quickly analyze a wide range of common business issues, such as preparing a strategic business plan or evaluating a merger/acquisition. Cashe provides basic budgeting and forecasting functionality and requires minimal customization. <a href="http://www.bmmatters.com">www.bmmatters.com</a>
<b>Callidus</b>			●			●	●	●			●	●	Callidus provides enterprise sales performance management solutions delivered as either on-premises software or an on-demand application. The products allow organizations to develop and manage incentive compensation linked to the achievement of strategic business objectives. Callidus's enhanced analytics capability assists users with dashboard development, visualization capabilities, statistical analysis, and self-service management reporting. The Callidus Plan Communicator enhances the process of developing and modifying sales plans by storing multiple sales plans and monitoring plan changes through structured approval processes. Strategic software and system integration partnerships promote integration of the Callidus SPM solution with SAP, Oracle, and Salesforce.com applications. <a href="http://www.callidussoftware.com">www.callidussoftware.com</a>
<b>Clear-Momentum</b>	●	●		●			●				●	●	This vendor offers a SaaS solution for budgeting, forecasting, modeling, and reporting. They also have a Capital Management Edition designed for private equity, venture capital, and hedge fund managers for analysis of their portfolio companies. <a href="http://www.clearmomentum.com">www.clearmomentum.com</a>
<b>Coda</b>	●		●		●	●	●					●	Coda, a UK company, offers transaction accounting linked to a suite of applications for regulatory compliance, period-end financial closing, and corporate governance. The Coda Analysis Tools Suite includes enterprise planning, BI, and scorecarding. The specialist partner-developed applications are optimized by CODA's finance expertise. <a href="http://www.coda.com">www.coda.com</a>
<b>Conquest Systems</b>			●								●		Their WebCEO solution offers intuitive, interactive dashboards with metrics management and scorecarding capabilities, including geographic mapping and trend analysis. The company is Washington, D.C.-based and has some specialized offerings for government. Conquest Systems supports Data-Planet, a subscription service that allows exploration of government statistics and provides access to data from federal organizations. They also work with LexisNexis's Statistical DataSets. <a href="http://www.conquestsystems.com">www.conquestsystems.com</a>
<b>Concord Technologies</b>			●			●					●	●	Concord provides interactive, real-time data visualization and performance management dashboard solutions. Their solutions are available direct from Concord or through a network of OEM distributors. The recently released CenterView 3.1 helps to enhance their solution's ease of use and performance and also updated their technology platform with additional international deployment capabilities. <a href="http://www.concord.com">www.concord.com</a>

SOURCE: BPM PARTNERS

	Financial Performance Management Capabilities					Advanced Performance Management Functionality			Market Profile			Comments	
	Budgeting	Modeling/Strategic Planning	Dashboards	Reporting & Analytics	Financial Consolidation	Operational Performance Management	Advanced Financial Applications	Advanced Technology Adoption	Vertical Market Solutions	On-Demand Offering	Large Reference Base		
<b>SPECIALIZED VENDORS</b>													
<b>Cornus</b>	●		●								●	The Guide+ product is really a portal development tool with a range of data visualization capabilities that pulls together data from multiple sources, including the Internet. It is designed for end users and does not require programming skills. Guide+ InSight adds a basic budgeting capability to the mix. <a href="http://www.cornus.com">www.cornus.com</a>	
<b>Corporate Renaissance Group</b>	●		●	●	●	●	●				●	This Microsoft Partner provides a wide range of add-on applications, primarily focused at Microsoft Dynamics implementations. Recent developments include release of Cost Allocator 4.0, with enhancements in ease of use and flexibility to help financial controllers understand full costs across accounts, departments, or an entire organization. The products are built to work with or enhance Microsoft Dynamics, SAP Business One, and QuickBooks. CRG offers a suite of solutions to help companies leverage their ERP investment, business data, and resources using a collection of Data Automation, Financial Planning and Analysis, and Employee Performance Management tools. <a href="http://www.crgroup.com">www.crgroup.com</a>	
<b>Corporater</b>			●	●		●					●	●	This Norway-based certified Balanced Scorecard solution provider recently announced an on-demand version of its Express offering, to assist organizations looking for an information platform to host important scorecard/operational data. This new offering provides an end-user-oriented, low-cost entry point for companies looking for a full range of management initiative tracking and reporting capabilities. <a href="http://www.corporater.com">www.corporater.com</a>
<b>Emagia</b>			●			●	●						This vendor's product set focuses on cash flow management, with process automation for credit risk, receivables, and payables. Cash forecasting utilizes the simulation and analytics capabilities of the product. Information is presented on a cash flow performance dashboard. <a href="http://www.emagia.com">www.emagia.com</a>
<b>Exie</b>	●		●	●		●		●					This Norwegian company promotes people-driven performance management to support existing business intelligence and financial performance activities. An end-user-focused interface sits on top of other transactional and BI systems to help unify a company's focus on strategic objectives. A recently announced relationship with mobile technology provider mBricks allows users to take their Exie experience with them on their mobile devices. <a href="http://www.exie.com">www.exie.com</a>
<b>Fractal Edge</b>			●										This patented data-visualization tool based on fractals makes it easier to spot key trends, patterns, and anomalies in large volumes of data. The product has been part of solutions for capital markets; governance, risk, and compliance; and general performance analysis. It is packaged as an Excel add-in, a stand-alone desktop or Web solution, or a developer's kit to embed in other applications. <a href="http://www.fractaledge.com">www.fractaledge.com</a>
<b>Global Software</b>	●		●									●	This vendor's performance management focus is on spreadsheet automation for Microsoft Excel. Working in a familiar spreadsheet environment, users can create budgets and dashboards that can easily access ERP data from multiple platforms. <a href="http://www.glbssoft.com">www.glbssoft.com</a>
<b>i-flex Solutions</b>			●	●		●	●				●	●	Part of Oracle Global Ltd., Reveleus is an offering of i-flex solutions and specifically targets the financial services industry with sophisticated data management, reporting, and analysis solutions that meet U.S. Patriot Act, RegNMS, and Basel II requirements. It offers risk management, customer profitability, and enterprise financial performance solutions. <a href="http://www.reveleus.com">www.reveleus.com</a>
<b>iDashboards</b>			●										This patented Flash-based dashboard is platform-independent (runs on Windows, Unix, Linux). Data can be retrieved directly from relational databases or spreadsheets, as well as legacy systems. The real-time alerts feature will send an e-mail when a KPI falls out of its target range. <a href="http://www.idashboards.com">www.idashboards.com</a>
<b>iDashes</b>			●								●		The ExecDash dashboard tool is available as an on-premises implementation or hosted. The new edash capability allows you to trial an online version of the dashboard. The ProjectDash project management dashboard is also available; subscription-based pricing is geared to small to midsize businesses. <a href="http://www.idashes.net">www.idashes.net</a>
<b>idu Software</b>	●		●	●		●							This Microsoft Certified Gold Partner based in South Africa has released idu-Concept 4.0, a Web-based offering for financial and sales budgeting and planning. With tools addressing asset and expense planning, this vendor offers a range of planning features based on Microsoft technologies. idu has expanded its presence internationally to the United States, the United Kingdom, Australia, and New Zealand. <a href="http://www.idu.co.za">www.idu.co.za</a>
<b>InfoManager</b>			●	●		●					●		This vendor provides analysis and reporting through their own OLAP server designed for nontechnical end users. Their Adviser offering assists in end-user analysis, Messenger helps with reporting, and Echo assists in the budget process. Their product also offers threshold-based alerts. <a href="http://www.infomanagerinc.com">www.infomanagerinc.com</a>
<b>Informatica</b>											●	●	This leader in data integration provides a platform that has become the industry standard. While they don't provide any specific performance management solutions themselves, their capabilities are critical to in-house developers or software vendors building their own. The recent addition of a SaaS offering should make their platform more readily available to a wider range of companies. <a href="http://www.informatica.com">www.informatica.com</a>
<b>Information Builders</b>			●	●		●		●			●	●	This vendor offers WebFOCUS Performance Metrics Manager and Performance Management Framework, designed for end users, with minimal IT involvement. These solutions enable the creation of personalized end-user dashboards with significant out-of-the-box functionality. Their dashboard solutions are Balanced Scorecard-certified. They also offer mobile reporting solutions. <a href="http://www.informationbuilders.com">www.informationbuilders.com</a>

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	Budgeting	Modeling/Strategic Planning	Dashboards	Reporting & Analytics	Financial Consolidation	Operational Performance Management	Advanced Financial Applications	Advanced Technology Adoption	Vertical Market Solutions	On-Demand Offering	Large Reference Base	
<b>SPECIALIZED VENDORS</b>												
<b>InforSense</b>			●	●		●	●		●		●	The InforSense 5.0 platform is designed to provide embedded intelligence, data mining analysis, and predictive capabilities throughout the enterprise utilizing their unique SOA. Part of the InforSense platform, VisualSense 5.0 enables the creation of analytic data mash-ups combining predictive, statistical, and clinical data sources. Their solution is utilized primarily by pharmaceutical, biotech, research institutes, financial services, and consumer goods firms. Vertical solutions are available for life sciences. <a href="http://www.inforsense.com">www.inforsense.com</a>
<b>Inphase Software</b>			●						●		●	Inphase is based in the UK and offers performance management functionality utilizing Microsoft technology Web-based applications for all elements of business performance management. Its software contains best practices methodologies, including Balanced Scorecard and EVA analyses. The company specializes in vertical market template solutions for public-sector entities such as local authorities, healthcare, police, and education. <a href="http://www.inphase.com">www.inphase.com</a>
<b>Insightformation</b>			●									InsightVision Balanced Scorecard application enables companies to articulate, communicate, and drive business performance by translating strategy into specific and measurable prioritized objectives and initiatives. InsightVision is a Web-based, easy-to-use-and-implement, Balanced Scorecard automation platform. <a href="http://www.insightformation.com">www.insightformation.com</a>
<b>ISIS Solutions</b>	●		●	●			●					ISIS stands out as a pure-play predictive analytics vendor adding powerful, user-friendly, analytics capabilities to traditional reporting. Common language queries can be configured within the application to empower users to leverage the "12 essential analytics" for improving performance. The application can be used to support the budget development process with an accelerated deployment framework. <a href="http://www.isis-solution.com">www.isis-solution.com</a>
<b>Knowledge Relay</b>			●			●						This vendor's Information Visualizer allows business users to analyze data using standard pie charts, bar and line graphs, etc., as well as Gantt and PERT charts. The performance focus is on operational analysis and efficiency. They offer out-of-the-box connectivity, with more than 250 enterprise applications. They are a subsidiary of Cheyenne Mountain Software. <a href="http://www.knowledgerelay.com">www.knowledgerelay.com</a>
<b>MicroStrategy</b>			●	●			●				●	With technology to deliver to mobile devices, MicroStrategy, a leading independent BI vendor, focuses on analytical performance management and reporting, with dashboards supporting numerous methodologies including Balanced Scorecard, Six Sigma, and Activity-based Costing. For other PM capabilities such as budgeting and consolidation, they partner with firms such as Carpio, Tagetik, and Longview. <a href="http://www.microstrategy.com">www.microstrategy.com</a>
<b>MyDials</b>			●			●			●	●		Broadly addressing operational analysis, this vendor provides prebuilt dashboards for all major areas of the business, leveraging existing systems and data. They also offer standard industry modules for a number of process- or supply-chain-driven industries. <a href="http://www.mydials.com">www.mydials.com</a>
<b>NetSuite</b>	●		●		●				●	●	●	This hosted-solution provider aims at small to midsize businesses with ERP, CRM, and eCommerce. SuiteAnalytics is a BI package that integrates prebuilt dashboards and preconfigured key performance indicators. Key functionality includes the ability to embed Excel-like formulas in any NetSuite Performance Scorecard or saved-search report. SuiteAnalytics integrates with business intelligence solution tools, including Business Objects, Cognos, Crystal, FRx, or any software that supports ODBC. <a href="http://www.netsuite.com">www.netsuite.com</a>
<b>Oco</b>			●	●		●	●		●	●		Oco provides on-demand business intelligence solutions for advanced performance dashboard and analytic reporting. Oco is focused primarily on small to medium-sized businesses within the Retail, CPG, and Manufacturing industries. Oco promotes their fixed-cost, fixed-time, rapid application development and implementation capabilities, which often produce BI reporting applications in just weeks, to reduce the costs and risks inherent in traditional business intelligence implementations. <a href="http://www.oco-inc.com">www.oco-inc.com</a>
<b>Panorama Software</b>			●	●			●		●		●	NovaView Version 5.5 offers enterprises a complete suite of analytics, reporting, dashboarding, scorecarding, advanced visualization, and modeling capabilities and is available as both an on-premises and SaaS implementation. Panorama recently announced NovaView SharedViews, which enables users to collaborate with data located both inside and outside of the company firewall via Google Apps. NovaView Spotlight embeds key metrics and key performance indicators (KPIs) into Microsoft Outlook or Office task panes that act as a smart personal dashboard for end users. NovaView's Virtual Appliance is a preconfigured, software-based appliance with an operating system and a preconfigured suite of BI applications inside a virtual machine that clients can download and start to use in less than 1 hour. <a href="http://www.panoramasoftware.com">www.panoramasoftware.com</a>
<b>Paris Technologies</b>	●		●	●							●	The PowerAnalytics performance management application is built upon its own PowerOLAP engine. The engine is also private-labeled by some application vendors in the Asia-Pacific region. Recent developments include a focused effort to provide improved integration with SAP for penetration into larger enterprise accounts. They recently announced BIXL, which delivers Microsoft Analysis Services data directly and dynamically into Excel. With BIXL, the Excel spreadsheet can read, write, chart, and slice data kept in MS Analysis Services and other industry-standard OLAP cubes while retaining Excel functionality. <a href="http://www.olap.com">www.olap.com</a>
<b>PivotLink</b>			●	●		●				●	●	Formerly SeaTab Software, this vendor offers a SaaS solution that provides Web-based analytics, drillable reports, and dashboards targeted at business users. The solution is focused on specific departments within the enterprise as well as the retail, healthcare, and consumer goods industries. PivotLink BI has recently been certified for use in conjunction with Salesforce.com deployments. <a href="http://www.pivotlink.com">www.pivotlink.com</a>
<b>PowerPlan</b>	●											PowerPlan is a fully integrated business performance management solution and reporting solution designed to meet the planning needs of smaller companies. PowerPlan has also developed modules for payroll, CIP, and Capital Expenditure budgeting. PowerPlan is designed for simplicity of system configuration, maintenance, and usage that enhance the ability to be deployed within a short implementation timeframe. <a href="http://www.powerplancorp.com">www.powerplancorp.com</a>

SOURCE: BPM PARTNERS

	Financial Performance Management Capabilities					Advanced Performance Management Functionality			Market Profile			SOURCE: BPM PARTNERS
	Budgeting	Modeling/ Strategic Planning	Dashboards	Reporting & Analytics	Financial Consolidation	Operational Performance Management	Advanced Financial Applications	Advanced Technology Adoption	Vertical Market Solutions	On-Demand Offering	Large Reference Base	
												<b>Comments</b>
<b>SPECIALIZED VENDORS</b>												
<b>ProfitBase</b>	●	●	●	●					●			Profitbase 2009 is a rapidly configured data warehouse and OLAP cube deployment accelerator for Microsoft SQL Server. Another part of their offering, SIM, is a financial simulation engine for advanced financial planning and forecasting. This Norwegian BPM provider with a U.S. presence provides data warehouse technology that includes ready-to-use OLAP cubes for Finance and Sales. They have connectors for MS Great Plains, Oracle Financials, and others. They offer a special version for Retail. <a href="http://www.profitbase.net">www.profitbase.net</a>
<b>Protia</b>			●			●						This solution takes performance management down to the employee level so that everyone is aligned with corporate goals and objectives. Essentially a corporate-wide set of personalized dashboards, this product enables communication and collaboration around strategic goals and plans. <a href="http://www.protia-inc.com">www.protia-inc.com</a>
<b>PureShare</b>			●			●			●			Their Web-based ActiveMetrics solution provides dashboards and alerts focused on operational metrics. The interface also allows for data entry and annotation. They offer specific solutions for IT service management and insurance claims management. <a href="http://www.pureshare.com">www.pureshare.com</a>
<b>pVelocity</b>	●		●	●			●		●			pVelocity's Manufacturing Profit Intelligence software drives to provide manufacturers with the necessary intelligence about their products, customers, and processes to enable better business decisions that improve profit. It gathers information from production and financial systems to provide profit visibility across the enterprise, including sales and marketing, customers, products, and manufacturing. pVelocity's multiple modules provide analysis via dashboards, what-if scenarios, and quote profitability, as well as other reporting and analysis tools. <a href="http://www.pvelocity.com">www.pvelocity.com</a>
<b>QlikTech</b>			●			●	●				●	QlikView is a Business Intelligence offering with sophisticated in-memory analysis and reporting solutions for enterprise and individual customers. QlikTech supports an open information architecture, where business information is broadly and quickly made available to business users who need it. QlikView was recently released; major features include "Set Analysis" to compare associated data sets with any other data set, in the same view and on-the-fly; enhancements for enterprise integration such as open APIs for resource utilization and mass client deployment using AJAX and Java; user enhancements such as embedding QlikView directly in everyday business; and simplified licensing to eliminate product distinction between 32- and 64-bit versions. QlikTech's service-oriented architecture (SOA) can be a powerful data visualization platform to develop BPM 2.0 applications. <a href="http://www.qliktech.com">www.qliktech.com</a>
<b>QPR Software</b>			●				●		●		●	QPR provides solutions for Risk Management and Compliance, Business Process Management, and Corporate Performance Management that help organizations manage transition caused by strategic or regulatory demands. QPR Software is a Finnish company that leverages the Balanced Scorecard methodology with a specialized emphasis on government. QPR offers an end-to-end performance management solution that spans planning, communication, measuring and consolidation, operational analytics, business intelligence, reporting, alerting, initiatives management, and data integration. <a href="http://www.qpr.com">www.qpr.com</a>
<b>River Logic</b>			●				●					Enterprise Optimizer (EO) allows a client to quickly view the company-wide financial impact (profit, cash flow, NPV, EVA) of related business decisions. Three new key features in EO include detailed unit cost capability; sequencing; and pooling. EO furthers this integration by allowing end users to exchange data and interoperate between EO and MS Office applications. <a href="http://www.riverlogic.com">www.riverlogic.com</a>
<b>Salient Corporation</b>			●	●		●	●		●	●	●	Offers a suite of performance modules for retail, CPG, public sector, education, and healthcare organizations. Salient's current release, UXT 4.0, provides visualization, root cause analysis, continuous auditing, performance monitoring, and forensic applications. Salient incorporates situational intelligence and addresses areas such as sales performance and capital performance. <a href="http://www.salient.com">www.salient.com</a>
<b>BI Plus (See More-Data)</b>			●	●						●		This Australian-based company is a Business Intelligence-focused vendor. The application offers advanced data mining capabilities, trending, charting, etc., and draws data from any number of data sources. The application is offered as a rental option and is currently in the process of being rebranded as "BIPlus." <a href="http://www.seemoredata.com">www.seemoredata.com</a>
<b>Solver Brazil</b>			●	●								This Brazil-based company produces a process management-oriented scorecard tool that can be configured to support Balanced Scorecard, Six Sigma, or EVA projects and others focused on tying top-level objectives to underlying business initiatives. The software possesses a good range of functionality, including alerts, workflow, and progress reporting to support initiatives under way in alignment with company strategies. Although used by companies large and small, the focus for Solver seems to be in the SME market. <a href="http://www.solver.com.br">www.solver.com.br</a>
<b>Strand Associates</b>				●	●							This Belgian vendor's Pharos consolidation product is targeted at small to midsize businesses. It addresses legal statutory reporting requirements as well as management reporting and is integrated with Excel for data entry and reporting. The solution is available in light, standard, and enterprise editions. <a href="http://www.strandassociates.com">www.strandassociates.com</a>
<b>Strategix Performance</b>			●	●		●				●	●	This vendor provides sales performance management capabilities tied to incentive/compensation management. StrategixEPM Performance Manager 9.6 has improvements in functionality, speed of deployment, and ease of use. The product provides analysis of metrics, objectives, goals, and quotas from the enterprise level down to the individual employee. The solution can be deployed either on-premises, as SaaS, or as a full-service outsource. <a href="http://www.strategixperformance.com">www.strategixperformance.com</a>
<b>Strategy Engine</b>	●					●						This product provides a collaborative environment that ties together knowledge and plans related to strategic marketing and product planning. It allows for scenario modeling and provides built-in expertise and guidance via eGuides. <a href="http://www.strategyengine.com">www.strategyengine.com</a>

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<b>SPECIALIZED VENDORS</b>														
Sungard AvantGard		●	●	●		●	●				●	●	SunGard AvantGard provides a liquidity management solution with real-time visibility into cash flow and increased operational controls in treasury, receivables, and payment management. The receivables solution provides credit and collections software that drives automation, workflow, and collaboration across the Order-to-Cash cycle, helping organizations to improve liquidity management. Solutions include managing strategic and major accounts as well as order life cycle, credit risk, collections, dispute resolution, cash application, dashboards, and reporting for all accounts. <a href="http://www.sungard.com/avantgard">www.sungard.com/avantgard</a>	
Symphony Metro			●	●		●	●					●	Symphony's enterprise Pricing, Operations Management, and Performance Management solutions are sold both directly and through OEM agreements with software companies and system integrators developing performance management and business analytic applications. Their latest Price Manager software helps product managers integrate pricing strategies with overall financial objectives. Functionality includes advanced reporting, dashboards, and the ability to manage business rules in complex pricing models. Symphony Metro is a wholly owned subsidiary of the Symphony Technology Group. <a href="http://www.symphony-metro.com">www.symphony-metro.com</a>	
Tableau Software			●					●				●	The recently released Tableau Version 4.0 continues to demonstrate expertise in exceptional data visualization capabilities that integrate with a variety of data sources. The current release focuses on better mapping, improved usability, and enhanced ability to embed/share data visualization capabilities with other Web applications. This solution is targeted at the operational analytics area of BPM, with access to both multidimensional and relational data sources, including Microsoft SQL Analysis Services, Oracle Essbase, MySQL, DB2, Netezza, and Firebird, as well as Excel- and Access-based data sources. <a href="http://www.tableausoftware.com">www.tableausoftware.com</a>	
Teradata	●		●		●	●	●	●	●			●	This global data warehousing leader offers the Teradata Finance and Performance management solutions portfolio with reporting and analytic flexibility that complements ERP systems and speeds financial reporting and analytics. Teradata offers strong ETL capabilities, with a large variety of source systems and specialized tools for detailed analytics and highlighted benefits for enhanced BPM 2.0 analytics. <a href="http://www.teradata.com">www.teradata.com</a>	
Thinking Networks	●											●	Thinking Networks is a Germany-based company providing full-function planning, reporting, and workflow control. Their core product is TN Planning, which is designed as a multidimensional Business Information Suite and based upon their proprietary OLAP engine. The suite is designed for optimizing corporate planning and controlling that will process large quantities of data in the terabyte range. TN Planning can also extract data for the entire planning process directly from Business Objects reports. This makes it possible to immediately integrate TN Planning into existing IT architectures. <a href="http://www.thinking-networks.com">www.thinking-networks.com</a>	
Varicent		●	●	●		●		●				●	●	Varicent specializes in providing Sales Performance Management solutions that support enterprise-wide incentive compensation modeling and management, sales territory and quota management, and compensation plan and sales performance reporting and analytics. Unlike most operational analytic solutions that rely heavily on IT to build a solution using ERPs, business intelligence tools, and/or in-house-developed systems, Varicent SPM provides functionality for sales planning and modeling, quota and territory management, sales incentive program calculations, and analytic sales reporting and dashboards specifically built for business owners in sales, finance, HR (compensation), and other operational areas of the business. Varicent has continued to develop vertical market-specific applications targeting the financial services, high tech, and services industries (among others) and leverages an open application architecture that can be deployed with a variety of ERP, CRM, payroll, and order entry systems. The Varicent SPM solution is available either as an on-demand hosted version or on a traditional on-site enterprise license basis. <a href="http://www.varicent.com">www.varicent.com</a>
Ventyx	●	●	●	●	●	●					●		●	Formerly marketed by NewEnergy Associates, IMPACT is a budgeting, planning, forecasting and consolidation system developed and implemented by energy-industry specialists. It integrates directly with operational planning systems and has functionality that supports strategic planning, capital project planning, and rate case design and analysis. Ventyx provides a diverse portfolio of integrated planning, forecasting, operations, and trading software, as well as a broad range of consulting services. <a href="http://www.ventyx.com">www.ventyx.com</a>
Visual Mining			●	●								●	Visual Mining provides data visualization solutions to both end users and OEMs interested in embedding attractive charts in their application or Web portal. Recently announced version 6.0 of NetCharts Pro and NetCharts Applets includes new sample templates and improved navigation and keyword search. NetCharts also integrates with Salesforce.com implementations. <a href="http://www.visualmining.com">www.visualmining.com</a>	
Whitebirch Software	●	●		●				●				●	●	Whitebirch focuses on forecasting and modeling using an advanced modeling approach. The goal is to help companies to create a working financial model of the business for use in scenario analysis, profitability planning, contingency planning, business valuations, mergers and acquisitions, and corporate development analysis. This multidimensional analytic solution can be delivered as a service over the Internet or on the premises. <a href="http://www.whitebirchsoftware.com">www.whitebirchsoftware.com</a>
Xactly		●	●	●		●						●	Xactly offers a full suite of on-demand sales compensation solutions designed to improve a company's performance by allowing for greater visibility and the ability to rapidly model and modify sales plans. Compensation plans and payments are fully auditable to meet Sarbox requirements. Data connectors with Oracle CRM On Demand, Salesforce.com, SAP, Microsoft Dynamics, and others are available. <a href="http://www.xactlycorp.com">www.xactlycorp.com</a>	
Xlerant	●						●						Xlerant uses a plain-English, wizardlike front end to assist line managers in creating their revenue and expense budgets. Their product, called BudgetPak, replaces formulas and commands with user-friendly prompts and selections. The tool works with most major enterprise performance management software, including Microsoft Excel. <a href="http://www.xlerant.com">www.xlerant.com</a>	

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