

Buyers Guide 2006: Focus on Differentiation

This year's buyers guide reflects the continuation of trends in the business performance management (BPM) software market that we identified in previous years' guides. Key among these trends is vendor consolidation. The most notable new development in the market is a shift in the ways vendors are differentiating themselves. Many vendors offer similar BPM solutions, and they use the same language to promote their products' core features (e.g., "one version of the truth," "unified," "Web-based"). That's why they are turning to new types of functionality to stand out from the pack. This year's guide takes into account the change of focus by including columns for up-and-coming features that users are demanding most.

Planning is one of the more frequently purchased BPM components, so vendors have focused here first in their efforts to expand functionality. Driver-based planning and workforce planning are two of the newer areas in which vendors are offering embedded, out-of-the-box functionality. Predictive analytics – championed by vendors such as OutlookSoft, Business Objects and Computer Associates – is an emerging area that is not yet fully understood or appreciated by end users, so we've noted which vendors offer it only in this guide's comments section.

Hosted solutions (as opposed to software implemented in-house) are viable options for small to midsize companies, but the choices are still fairly limited, so we've noted this characteristic in the comments section as well. ActiveStrategy,

Adaptive Planning and Host Analytics are leading the way in this area.

From an IT perspective, metadata management – that is, the synchronization of charts of accounts, hierarchy information, etc. across multiple products – is becoming an issue. Several vendors now offer solutions that enhance metadata management. Stratature is a differentiated leader here; it provides a stand-alone solution that works with multiple third-party products.

Although buyers are demanding BPM software with an industry focus, vendors have been slow to provide truly vertical solutions. The reasons range from lack of domain expertise to fears of becoming too narrowly focused. Several vendors that offer vertical products provide them in addition to a standard, cross-industry solution set. A few vendors have focused their entire business around a particular vertical: IPS-Sendero, for example, a new addition to the guide this year, focuses on financial services.

New Vendors in the Market

As it does every year, the 2006 buyers guide includes several new additions. Some are new vendors; others are established companies that now offer BPM products for the first time. Dashboards remain a common entry point into the market. For example, Bowstreet, a successful vendor in the portal space, introduced a portal-based performance dashboard product in 2005. Another entrant, Corporate Radar, provides personalized dashboards, while Tableau Software focuses on data visualization.

Quite a few acquisitions took place in 2005 among vendors that have been in the market for some time; all acquired entities show up in the guide as part of the listing for the acquiring company. The most significant consolidation in the BPM world last year was the acquisition of SRC Software by Business Objects. This combination adds BPM-specific applications to the Business Objects business intelligence product set. The acquisition creates a new tools-and-applications powerhouse that joins the

KEY TO BUYERS GUIDE TABLE

Dashboard: The vendor provides a graphical interface that can display a collection of key performance indicators (a scorecard) with gauges, stoplights and charts.

Metadata Management: With this functionality, companies can synchronize metadata (e.g., charts of accounts, organizational hierarchies) across the vendor's products and third-party products.

Additional BI Tools: These vendors develop and sell tools that aid in the development of BPM applications. The tools may include extract, transform and load (ETL); online analytical processing (OLAP); reporting; and other business intelligence.

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

Driver-Based Planning: The vendor provides prebuilt functionality and structure to facilitate modeling based on specific drivers.

Workforce Planning: The vendor provides prebuilt functionality and structure to facilitate development of a detailed salary plan that includes all elements of compensation and benefits.

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

Vertical Solutions: Software capabilities and content are industry-specific. This offering can be the company's sole focus or an addition to more generic offerings.

Global Support: The vendor has a presence (direct or indirect) in most major business centers around the world.

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

ranks of Cognos, Hyperion and SAS Institute. Many organizations are looking to buy from a BPM vendor that can provide both applications and BPM-development tools. To meet their needs, we have added an "application and tools vendors" group to our usual categories – application vendors, tools vendors and ERP vendors.

– **Craig Schiff**

About This Guide

Inclusion in this buyers guide is based solely on independent research conducted by BPM Partners, a vendor-neutral consulting firm. That research includes reviews of published information and in-depth interviews with management at the major vendors, client organizations and consulting firms. Unlike most buyers 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.bmpartners.com/vendor_search.shtml.

SOURCE: BPM PARTNERS (SEE "ABOUT THIS GUIDE" ON PAGE 1.)

TOOLS VENDORS

	Components			Capabilities				Profile			Comments
	Dashboard	Metadata Mgmt	Additional BI Tools	Core Budgeting	Driver-Based Planning	Workforce Planning	Consolidation	Vertical Solutions	Global Support	Large Reference Base	
Actuate	●		●						●	●	Actuate provides enterprise reporting solutions focused on global companies with revenue greater than \$1 billion. Actuate's Enterprise Reporting Application Platform produces electronic and printed content for executive dashboards, standardized production reports, Web pages, Web-based spreadsheets and portals. Actuate also offers a financial performance management reporting solution with built-in collaboration and process management. www.actuate.com
arcplan	●		●						●	●	This historically strong BI player recently launched dynaSight 4.1 with significant performance and integration improvements. Combined with dynaViewer, a flexible tool for ad-hoc analysis and reporting, dynaSight gives users a unified front-end suite that enables them to perform interactive analysis and reporting tasks across a wide range of data sources. www.arcplan.com
Cetheus	●	●	●								This Malaysia-based company provides a set of BI tools that can form the foundation for a BPM initiative. www.cetheus.com
Computer Associates International	●	●	●						●	●	Through its CleverPath line of products, CA provides sophisticated dashboard, information portal, predictive analytics and other data visualization capabilities. CA remains less focused on traditional performance management than other tools providers, but the CA platform can be attractive for developers already leveraging other CA technology. www.ca.com
DB2 Alphablox	●		●						●	●	DB2 Alphablox, formerly Alphablox, provides Web-based analytics and reporting capabilities for developers to build custom analytic applications that leverage IBM's DB2 Data Warehouse architecture. www.ibm.com/software/db2/alphablox
Informatica Corp.		●	●						●	●	With its recent announcement of PowerCenter8, Informatica provides a strong platform for cross-enterprise data access, scalable application structure and robust tools for developers. The company's handling of volumes of unstructured, semi-structured and structured data is important for large, information-intensive companies. Recent announcements of extended relationships with SAP on a worldwide basis bode well for SAP clients looking for advanced data management capabilities. www.informatica.com
Information Builders	●		●						●	●	This vendor, which has a strong BI history, offers a deep library of data connectors through its iWay offering as well as its Performance Management Framework. This product includes templates and tools that enable businesses to monitor, analyze and manage performance through dashboards, performance metrics and financial reporting. www.informationbuilders.com
ISIS Solutions	●		●		●						ISIS adds powerful analytics to traditional OLAP report and query functionality with user-friendly predictive analytics capabilities. Geared towards the business end user, ISIS provides sophisticated analytics with simple text-based commands. www.isis-solution.com
iViz Group	●		●								iViz Group provides stand-alone dashboards as well as visual intelligence for Business Objects, Crystal Enterprise and Caché. www.ivizgroup.com
Microsoft	●		●						●	●	Microsoft offers a strong set of tools for developing BPM solutions, and several vendors incorporate this toolset into their own offerings. Most of its BPM capabilities are part of SQL Server: Analysis Services, Data Transformation Services (DTS) or SQL Server Integration Services (SSIS), and Reporting Services. www.microsoft.com
Micro-Strategy	●		●						●	●	MicroStrategy 8 offers a range of improvements over the company's technically strong BI tools, including user-interface updates, more powerful reporting capabilities, direct access to ERP systems (with a special SAP module) and integration with proven data-mining models. The product's feature-rich approach complements other BPM processes that could take place in back-office systems with dashboards, reporting, OLAP and predictive analytic capabilities. www.microstrategy.com
Panorama Software	●		●						●	●	A longtime player in the BI market, Panorama recently bundled a corporate performance management offering (Panorama CPM) that allows organizations to link dashboards with a full range of BI tools for in-depth analytics. This software integrates well with the Microsoft family of products. www.panoramasoftware.com
Paris Technologies			●	●					●		Paris Technologies provides an OLAP engine that is private-labeled by some application vendors and also sold directly as PowerOLAP. This U.S.-based vendor is established in the Asia Pacific region with a strong network of implementation partners that represent 80 percent of its revenue. The company offers aggressive pricing to make this customizable tool a commercially attractive choice for small businesses. www.paristech.com
ProClarity	●		●						●	●	This global Microsoft Gold independent software vendor recently announced ProClarity Analytics 6.1, which leverages enhanced capabilities of Microsoft SQL Server 2005 Analysis Services. This enhancement enables end users to build solutions that provide decision support, data mining, balanced scorecards and reporting from multiple data sources. Specific products include real-time analytics via Analytics Family and a middle-tier server providing persistent connections to multiple data sources via Live Family. www.proclarity.com

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QlikTech	●		●						●	●	This Sweden-based company recently released QlikView 7.2, which enhances the way midsize organizations can access large volumes of data with a zero-footprint Ajax client compatible with more than the standard Microsoft-based Web platforms (including Mozilla, Firefox, Netscape 8, Linux and Mac OS X). Some prebuilt analytics include sales and supply chain analysis. Interfaces exist for SAP, PeopleSoft and several other transactional systems. www.qliktech.com
Symphony-RPM	●		●						●	●	This Palo Alto, Calif.-based company offers an enterprise application development platform sold primarily through OEM agreements with software companies and system integrators that develop performance management and business analytic applications. The recently announced version 4.5 of the company's platform includes enhancements in business user application development, simplified administration and a design wizard for facilitating reporting. www.symphonyrpm.com
Tableau Software	●		●								Tableau provides a live, interactive window into databases for visual analysis. This solution is targeted at the operational analytics area of BPM. The company recently announced version 1.5, which offers an improved user interface and easier access to Microsoft SQL Server 2005 Analysis Services and Oracle data sources. www.tableausoftware.com
Teradata	●		●						●	●	With the recent announcement of Teradata Warehouse 8.1, this division of NCR continues to extend its range of enterprise data warehousing products, analytic applications and data warehousing services. Teradata offers strong ETL capabilities with a large variety of source systems and specialized tools for detailed financial management, profitability analytics and supply/demand chain intelligence. www.teradata.com
UpStream Software			●							●	For the business user, this vendor provides turnkey data integration modules for use with Hyperion products. These modules are delivered through Hyperion's partner network. www.upstreamsoftware.com


APPLICATION AND TOOLS VENDORS

Applix		●		●	●		●		●	●	Building on its strong TMI OLAP engine, this vendor intends to provide a complete BPM platform. In the past year, Applix introduced a fairly robust consolidation framework and a financial reporting solution to go with their previously released planning manager. Metadata management and vertical solutions are available through partners. www.applix.com
BizNet Software		●		●			●				Targeting midmarket companies that rely heavily upon Excel, this vendor offers a reasonably priced Microsoft-based BPM solution that includes budgeting, consolidation, reporting and analysis, as well as portal and scorecard capabilities. This solution provides robust data integration, file management and tight integration with Excel that allows companies to improve controls over Excel files and improve collaboration and workflow. www.biznetsoftware.com
Business Objects		●	●	●	●	●	●	●	●	●	The acquisition of SRC Software in 2005 has enabled this vendor to expand its offering from a traditional BI solution to a full-suite BPM system that includes planning, budgeting and consolidation solutions with BI, reporting, and analytical platforms. The company's capabilities are fairly robust and deep in almost all areas. Also, Business Objects is one of the few vendors that provide true vertical solutions, including the recently announced Business Objects Planning for Retail. www.businessobjects.com
Cognos		●	●	●	●	●	●	●	●	●	Cognos enhanced its performance management and BI solutions in 2005 with the addition of its Initiative Planning and Strategic Long Range Planning "Blueprint" models and the release of Cognos 8 Business Intelligence. Cognos 8 provides a single BI solution with robust reporting and analysis functions and integration with Cognos' sophisticated planning, budgeting and consolidation solutions. www.cognos.com
Cornus		●		●						●	This company's Microsoft .Net-based Guide+ data visualization product is designed to provide near-real-time access to multiple corporate data sources without requiring complex programming. www.cornus.com
Fiscal Lingo Computer Design		●		●							Fiscal Lingo, a small, Toronto-based vendor, offers basic functionality across several BPM components, as well as Excel integration. The product supports multiple back-end databases, including Sybase, Informix, Essbase, Oracle and Microsoft SQL Server, and it integrates with major ERP players. www.lingocd.com
Hyperion		●	●	●	●	●	●	●	●	●	Hyperion has made major advances in the past year. With the release of System 9, the company now provides a unified front end to its deep portfolio of BPM tools and applications. In addition, the purchase of Razza Solutions has enhanced Hyperion's ability to synchronize metadata across multiple products. The introduction of its Workforce Planning module has streamlined the headcount and salary planning process. The organization's current vertical offering is Strategic Finance, targeted at corporate banking. www.hyperion.com

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InfoManager	•		•	•				•			This Finland-based company offers robust analysis and reporting as well as basic planning functionality for companies running IBM eServer iSeries on AS 400. They also offer a management dashboard and industry-specific solutions. www.infomanagerinc.com
ProfitBase			•	•			•				ProfitBase's planning and analysis tool, built on Microsoft technologies, also includes a simulation module to aid in the development of forecasts. In the past year, this Norway-based company has expanded its presence in North America. www.profitbase.net
Reveus	•		•					•	•		Owned by i-flex solutions, this vendor specifically targets the financial services industry with sophisticated data management, reporting and analysis solutions. www.reveus.com
SAS		•	•	•	•		•	•	•	•	SAS remains one of the few BPM vendors offering almost every component, including activity-based costing. The company has begun to promote its Financial Management solution, which includes planning, budgeting, consolidation and reporting functions. This solution will be most attractive to companies looking to develop planning and consolidation solutions on the SAS BI platform. www.sas.com
Satori Group	•		•	•	•	•	•	•			With a focus on the midmarket, this growing company produces its own OLAP engine as well as BPM applications built on its engine. Satori Group approaches the market from a vertical perspective with strength in legal, professional services, consumer goods and retail, discrete manufacturing, and construction industries. In the past year, the organization introduced proCube OneGlance, a dashboard module. www.satorigroupinc.com
SPF Plus	•		•	•			•		•	•	SPF Plus applications, powered by the Applix TM1 OLAP engine, offer integrated Web or Excel-based budgeting, forecasting, reporting, analysis, scorecards and dashboards – including allocations, workflow and alerting capabilities. www.spfplus.com
Systems Union	•	•	•	•			•	•	•	•	Systems Union covers the full range of BPM capabilities (and even extends into transactions) with its Sun-Systems, MIS, Vision and F9 product lines. The company continues to refine its wide range of performance management and reporting capabilities, delivering its solutions through a strong global distribution network. www.systemsunion.com
Timeline			•	•			•				Timeline provides Excel-based financial reporting, budgeting and consolidation software, as well as event-based notification, application integration and process automation software via its Workwise division. The Washington state-based firm markets to Europe through a subsidiary in the United Kingdom. www.timeline.com

APPLICATION VENDORS

A3 Solutions	•			•		•	•				A3 Modeling automates budgeting, forecasting, reporting and analysis with a familiar Excel-based environment. Template sets are provided for revenues, expenses and capital expenditures, as well as compensation and benefits planning. The product set also includes core consolidation capabilities. www.a3si.com
Acorn Systems			•	•				•	•	•	Dedicated to cost and profitability analytics, Acorn recently announced Enterprise Performance Suite 3.0, which enhances already powerful activity-based costing, customer profitability, IT chargeback/cost allocations and product profitability applications. This vendor partners with heavy-hitters such as IBM, Microsoft and Cognos to deliver solutions for finance as well as operations. Recent partnership announcements include specific solutions for retail and consumer packaged-goods clients. www.acornsys.com
Acteon Technologies	•			•							Founded in 2000, this Boston-based company targets emerging and midmarket companies with strong budgeting functionality at an affordable price. It has recently introduced an executive dashboard product as well. www.acteontechologies.com
Active-Strategy	•										Offering enterprise-installed as well as hosted editions (activestrategyonline.com), ActiveStrategy provides intuitive, Web-based scorecarding that can adapt to any scorecard framework. Recent announcements include scorecarding models that follow the Balanced Scorecard framework. Their services organization has deep expertise in scorecard design and strategy management. www.activestrategy.com
Adaptive Planning				•							Adaptive Planning's budgeting and forecasting solution, targeted at the midmarket, is available as a hosted solution. This company has plans to add more out-of-the-box capabilities to facilitate driver-based planning, workforce planning, etc. www.adaptiveplanning.com
Aderant	•		•	•	•			•	•	•	With the recent release of Aderant Expert Executive Office release 7.0, this company continues its sharp focus on analytics and planning solutions for the professional services vertical market, particularly legal firms. Taking advantage of recent enhancements in Microsoft SQL Server 2005 Analysis Services and Reporting Services, Aderant enables professional service firms to enhance budgeting, deliver performance dashboards and deploy advanced analytics to more closely monitor business profitability. www.aderant.com




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ALG Software				•	•				•	•	This vendor offers a modular solution with its Enterprise Performance Optimization suite. This product includes the Metify activity-based costing solution along with planning and budgeting solutions that promote predictive driver-based planning. www.algsoftware.com
Bowstreet		•	•								This established vendor has recently entered the BPM space with a fairly comprehensive dashboard solution. With built-in process workflow, service-oriented architecture and an industry-standard portal framework, it addresses both IT and business dashboard requirements. www.bowstreet.com
Business Engine				•					•	•	Business Engine focuses on IT portfolio management and investment optimization. Its product enables alignment of IT projects with corporate objectives. The company's new BEN Business Intelligence offering integrates Cognos reporting and complements Microsoft Project integration. www.businessengine.com
Business Matters				•							This vendor's Cashé product provides basic budgeting and forecasting functionality with minimal customization. It is designed for startups and small businesses. www.bmmatters.com
Cartesis		•		•	•		•	•	•	•	A new management team has been put in place in North America with a focus on growth. Cartesis acquired Inea to strengthen its budgeting capabilities, and it purchased a consulting company to enhance information delivery. Recent product announcements in both information delivery and integrated enterprise planning show rapid progress towards integration of these new capabilities. Cartesis is a strong fit for multinational organizations seeking integrated planning, consolidation and reporting with a familiar Microsoft interface. www.cartesis.com
Centage				•		•	•				Centage's Budget Maestro solution offers planning, budgeting and reporting designed for small to mid-size firms. Budget Maestro is scalable from a single-user version to small workgroups or enterprise-wide deployment. www.centage.com
CDC Software		•		•			•		•		Formerly marketed as the CIP company headquartered in Denmark, this business is now wholly owned by China-based CDC. The company offers a fairly comprehensive BPM suite with powerful modeling built on top of Microsoft SQL Server Analysis Services and .Net. www.cip-software.com
Clarity Systems		•		•	•	•	•			•	Using an open architecture now supporting multiple relational and multidimensional back-end databases, Clarity Systems provides Web-enabled planning solutions that make extensive use of the Excel user interface. This allows companies to leverage existing Excel models, which may reduce application development requirements and user training requirements. www.claritysystems.com
Conquest Systems		•	•								This Washington, D.C.-based vendor's powerful data visualization tool, WebCEO, offers intuitive, interactive dashboards with sophisticated metrics management and scorecarding capabilities. The provider recently introduced Data-Planet, a subscription service that allows exploration of government statistics. www.conquestsystems.com
Corporate Radar		•						•			This vendor offers users customized personal views of relevant corporate data through its Microsoft .Net-based dashboard solution. It also provides a prebuilt solution for financial services firms. www.corporateradar.com
Corporate Renaissance Group		•		•			•		•	•	With solutions for financial planning and analysis, integration, data automation, and HR management, this vendor's offerings are built to work with or enhance Microsoft Business Solutions products such as Great Plains and Navision as well as other products, including Budget Maestro. www.crgroup.com
CorVu		•		•				•	•	•	CorVu bundles CorStrategy, CorPlanning, CorRisk and CorIncentive. When added to CorBusiness, the product suite provides performance management solutions fed by a strong BI platform. The company has recently introduced CorManufacturing, a purpose-built solution for that industry. www.corvu.com
C-Secure Systems		•	•	•					•		This vendor offers a suite of reporting and analysis products as well as basic planning – all designed for the Balanced Scorecard framework. The company also offers its products as a hosted solution through a partner. www.csecure.com
CXO Systems		•									Focused on real-time visibility, this dashboard vendor allows for performance measures as well as enterprise and IT risk indicators. www.cxosystems.com
Decision-Point Applications		•	•				•		•		DecisionPoint, recently acquired by Teradata, uses Oracle, PeopleSoft, SAP or legacy ERPs to provide financial reporting, analytics and financial data warehouse solutions for large enterprises. The vendor announced release 11.1, which assists in compliance auditability efforts and applies the same ERP security definitions within a company's financial data warehouse. This release also has adapters that provide prebuilt metadata integration between DecisionPoint's solution and Hyperion Essbase (via Essbase Integration Services) and Hyperion Performance Suite. www.decisionpointsw.com

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Ergometrics	•								•		This New Zealand-based company has been around since 1995 and sells a straightforward balanced scorecard dashboard solution. www.ergometrics.com	
iDashes	•								•		iDashes offers its feature-rich ExecDash dashboard tool and ProjectDash project management dashboard at very affordable prices. Subscription-based pricing is an attractive option for small businesses. www.idashes.net	
idu Software	•			•	•						This small South Africa-based company has developed an attractive Web-based offering in idu-Concept 4.0 for both financial and sales budgeting and planning. With tools addressing asset and expense planning, this international vendor offers an intriguing range of planning features based on Microsoft technologies. idu has recently expanded its presence internationally to the United Kingdom and Australia. www.idusoft.com	
FRx Software		•		•			•		•	•	A part of Microsoft Business Solutions, FRx Software focuses on providing planning, budgeting, financial consolidation and reporting solutions tightly integrated with the Microsoft Great Plains family of accounting products. It is targeted to small- to medium-sized companies. www.frxsoftware.com	
Geac		•		•	•		•		•	•	The enhanced strategic planning and modeling capabilities in Geac's MPC 7.0 release complement one of the leading planning, budgeting and consolidation solutions. The introduction of smart consolidation capabilities allows for impacted consolidation of data changes to improve application performance response and analysis times. The recent acquisition by Golden Gate Ventures should sharpen the focus of this longtime BPM player. www.geac.com	
Gers	•			•	•				•	•	This retail-specific vendor offers advanced analytics and modeling capabilities that integrate with inventory and supply chain modules. Gers launched enhanced BPM capabilities in 2005. www.gers.com	
Host Analytics	•			•			•				Host Analytics' Web-based solution provides robust functionality for budgeting, consolidation and reporting, including scorecards and dashboards built on the Microsoft platform. As the name indicates, the company offers a monthly hosted/subscription-based solution and a Web-based enterprise software application alternative. www.hostanalytics.com	
Inphase Performance-Plus	•		•						•	•	•	This U.K.-based vendor offers performance management functionality leveraging the Microsoft SQL Server Analysis Services and Reporting Services platform. Its product provides best-practice methodologies, including Balanced Scorecard and EVA analyses. The company specializes in vertical market template solutions for public-sector concerns, such as local authorities, health, police and education. www.inphase.com
Insight-formation	•								•		The company markets an affordable, Web-based enterprisewide balanced scorecard application based on Microsoft technologies, including the .Net Framework, SQL Server Analysis Services and Reporting Services, and Windows SharePoint Services. www.insightformation.com	
IPS-Sendero	•			•	•		•		•	•	•	This business unit of Fiserv Inc. provides technology solutions for financial services clients, including asset liability management, profitability measurement, mortgage analytics, and financial management and planning. It also offers traditional performance management applications (budgeting and consolidation) on the Geac MPC 7.0 platform. www.ips-sendero.com
KCI Computing				•		•	•				Version 8.7 of KCI's Control solution provides integrated budgeting, forecasting, financial consolidation, reporting and analysis through an Excel front end. Solutions can access data across a variety of relational databases using built-in mapping capabilities. www.kcicorp.com	
Longview		•		•	•		•		•	•	Longview offers a fully integrated BPM solution that includes comprehensive planning, budgeting, consolidation and reporting capabilities. This vendor expanded its software with the release of its Strategic Tax tool, which facilitates tax data collection, planning, and compliance reporting. As one of the few truly unified solutions, Longview's robust product competes effectively with the leaders in the BPM market. www.longview.com	
NetSuite	•			•			•		•	•	This hosted solution provider aims at small to midsize businesses with ERP, CRM, eCommerce and BI functionality at a reasonable price point. Specific dashboard functionality enables users to tie information into a single view across multiple modules. With ties to Oracle, this system is sold as modules or as an integrated suite. www.netsuite.com	
NewEnergy Associates				•			•		•	•	The Impact Budgeting system was developed for the energy vertical market and integrates with other NewEnergy planning systems. This unified system, built on the Oracle database platform, has budgeting, planning and modeling capabilities, among others. www.newenergyassoc.com/products/impact	

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OutlookSoft		•		•	•	•	•	•	•	OutlookSoft offers a unified BPM solution, including consolidation, planning, budgeting, forecasting, reporting and analysis, and scorecarding through a consistent interface. The solution is built entirely on the Microsoft platform, and it takes full advantage of Excel and SQL Server Analysis Services for a hybrid OLAP approach. This vendor licenses its full solution – as opposed to individual modules – which makes this an attractive system for companies seeking full BPM functionality. OutlookSoft has been a leader in promoting predictive analytics capabilities, which allows companies to develop models and provide event-based alerts based on trends. www.outlooksoft.com
performance-soft		•						•	•	This company, formerly known as pbviews, offers a highly scalable Web-based enterprise performance scorecard/dashboard reporting solution that stores and manages data from various source systems. The software provides graphical performance management visualization reports in a variety of formats, including Web pages, PDF files and Excel. This vendor is popular due to its focus on providing end user-driven performance reporting and dashboard solutions. www.performancesoft.com
Pilot Software		•	•					•	•	Pilot's operational performance management solutions include strategy plans, initiative management, scorecard, dashboard, reporting and ad-hoc capabilities as well as modeling and integration functionality. Pilot BusinessAnalyzer has traditional BI capabilities, and Pilotworks for GovMax integrates with a reputable planning application for government operations. The products are sold bundled or by individual module. www.pilotsoftware.com
PowerPlan				•		•				This is an affordable, basic budgeting and reporting solution for smaller companies, and it has a very quick implementation time. The Payroll Budgeting module is designed to assist in the resource planning elements of the budget process. www.powerplancorp.com
Prophix Software		•		•		•	•	•	•	Prophix specializes in robust budgeting and forecasting applications at an attractive total cost of ownership for small to midsize companies. The release of Prophix Enterprise Version 6 in 2005 expanded the offering to include financial consolidation and reporting and scorecard-dashboard solutions. Comprehensive client-site training and implementation services specializing in rapid application development and implementations make this an attractive solution. www.prophix.com
Protia		•								This vendor provides an end user-oriented dashboard platform for tracking KPIs and core initiatives according to the Balanced Scorecard methodology. The product takes advantage of Microsoft BI capabilities. www.protia-inc.com
pVelocity		•		•				•	•	pVelocity is a niche player targeting the manufacturing industry with multiple modules that provides profit velocity analysis through dashboards, what-if scenarios, quote profitability, and reporting and analysis tools. Founded in 2002, this company is based in Toronto, Canada. www.pvelocity.com
QPR Software		•						•	•	QPR 7.4 is an interactive management software solution that combines strategic performance management (QPR ScoreCard) and business process management (QPR ProcessGuide) into one complete collaborative management solution (QPR Collaborative Management). This Finland-based company leverages the Balanced Scorecard methodology with a particular focus on government. www.qpr.com
River Logic		•			•					Enterprise Optimizer allows a client to quickly view the enterprisewide financial impact (e.g., profit, cash flow, NPV, EVA) of related business decisions. A variety of built-in modeling capabilities enable end users to see the impact of a range of scenarios on their business. This product integrates with Microsoft Office applications. www.riverlogic.com
Rosetta Stone		•	•					•		Rosetta Stone's Visual Performance Manager (VPM) has strong modeling functionality and can therefore support most traditional management frameworks or a custom hybrid. It includes alerts, commentary and range checking on manual data entry, and it has a zero footprint. The executive dashboards are well-designed and intuitive. The Documentor product integrates reporting from multiple systems into a single interface. In addition, the company provides add-on modules for easier administration of Hyperion applications. www.rosetta-stone.co.uk
Solver Brazil		•								This Brazil-based company has produced one of the stronger balanced scorecard solutions on the market. It provides a particularly attractive linkage between alerts and initiatives under way to support company strategies. With intuitive graphics, built-in analytics and good ease of use, this product is a great enterprise solution with a competitive entry price point. www.solver.com.br/en

SOURCE: BPM PARTNERS (SEE "ABOUT THIS GUIDE" ON PAGE 1.)

	Components			Capabilities				Profile			Comments
	Dashboard	Metadata Mgmt	Additional BI Tools	Core Budgeting	Driver-Based Planning	Workforce Planning	Consolidation	Vertical Solutions	Global Support	Large Reference Base	
APPLICATION VENDORS											
Stratature		●							●		Stratature is a global provider of master data management software that helps companies address corporate governance issues and improve enterprise reporting. The firm provides a comprehensive dimension, hierarchy and master data management solution that operates across multiple systems in a single, fast-to-implement, and easy-to-maintain product. In addition to other relationships, its recently announced partnership with Cognos will facilitate metadata management challenges between Cognos and other external applications. www.stratature.com
Thinking Networks				●						●	Founded in 1999, this Germany-based company provides full-function planning and reporting modules on a proprietary OLAP engine. Extensive planning capabilities include breakback functionality to work back to a particular target. www.thinking-networks.com
XLerant						●					This new vendor provides a wizard-driven front end to the budgeting process to simplify the process while improving timeliness and accuracy. The product works with most major enterprise budgeting software as well as Excel. www.xlerant.com
ERP VENDORS											
Coda		●		●			●		●	●	U.K.-based Coda offers accounting and procurement systems linked to a suite of applications for regulatory compliance, period-end financial closing and corporate governance. Coda-Control is the primary solution for automating financial procedures, integrating with your ERP system and providing strong reporting. Analytics are tightly tied to the underlying Coda transactional systems, which may limit the interest of companies that don't use these systems. www.coda.com
Exact Software		●					●		●	●	Exact Software, a Netherlands-based company, provides basic consolidation and reporting software for global clients along with its ERP product. The vendor offers both traditional software and hosted solutions, targeting smaller subsidiaries of large international parent companies. www.exactsoftware.com
Lawson Software		●	●	●			●	●	●	●	Lawson has turned the corner and returned to profitability with strong client acquisition activity. The integrated combination of core business software with performance management applications and development tools is attractive to large and midsize companies. Lawson continues to enhance several offerings targeted at the retail, health-care, government and financial services industries. www.lawson.com
MS Business Solutions - Great Plains		●	●	●			●	●	●	●	The current version 8.0 offers a more Microsoft Outlook-like end-user experience as well as enhanced integration with Microsoft Office and Business Portal for increased productivity gains. Integration with Reporting Services and Analysis Services in SQL Server 2005 provides a powerful platform for enterprises to build a customized solution or leverage Microsoft's strong partner channel for a packaged application. The product is attractively priced for midmarket companies. www.greatplains.com
Oracle		●	●	●		●	●	●	●	●	Oracle (now including PeopleSoft) offers modular planning, budgeting, consolidation and reporting solutions through its E-Business Suite Corporate Performance Management applications. Oracle's Enterprise Planning and Budgeting solution offers planning, budgeting and reporting capabilities, coupled with extensive process mapping and workflow automation. The company recently enhanced its Excel integration to allow bi-directional data exchange. It also offers specialized applications for financial services firms. www.oracle.com
SAP		●	●	●	●		●	●	●	●	SAP has enhanced its performance management solutions for planning, consolidation, reporting and analytics, including the addition of several role-based performance analysis packages. These applications leverage the SAP NetWeaver application platform and provide an integrated performance management solution with comprehensive BI and data visualization tools. This remains one of the more IT-intensive solutions available that often makes the most sense for companies that already have SAP ERP in place. www.sap.com
SSA Global		●	●	●			●		●	●	SSA Global has a customer base of over 13,000 and more than 20,000 total installations of its various product offerings, including budgeting and planning, reporting, analytics, and scorecarding. Its business has been built largely through acquisition. The vendor has promised to support any product it sells as long as a customer is still using it. SSA's acquisitions include Epiphany, Infinium, Baan, Elevon, ExE Technologies, Marcam and Ironside Technologies. www.ssaglobal.com