

|                            | Capabilities |            |               |                                |                     |                       | Profile  |                |                      | Comments               |   |
|----------------------------|--------------|------------|---------------|--------------------------------|---------------------|-----------------------|----------|----------------|----------------------|------------------------|---|
|                            | Core         |            |               | BPM 2.0 Ready                  |                     |                       | Vertical | Global Support | Large Reference Base |                        |   |
|                            | Budgeting    | Dashboards | Consolidation | Business Intelligence for BPM* | BPM 2.0 Technology* | BPM 2.0 Applications* |          |                |                      | Operational Analytics* |   |
| <b>A3 Solutions</b>        | ●            | ●          | ●             |                                | ●                   |                       |          |                |                      |                        | The company's A3 Modeling Web platform automates budgeting, forecasting, reporting and analysis with a familiar Microsoft Excel-based environment. A3 uses its spreadsheet automation server technology and popular OLAP databases to develop budgeting, consolidation, reporting and dashboard applications that leverage an organization's existing spreadsheet models. <a href="http://www.a3si.com">www.a3si.com</a>  |
| <b>Aceva</b>               |              | ●          |               |                                | ●                   | ●                     | ●        |                | ●                    | ●                      | Aceva provides solutions for what it calls the quote-to-cash cycle. Its revenue and receivables management suite includes cash forecasting, credit management and collections management. The solutions are delivered through a real-time business analytics dashboard tied to other Aceva applications and data sources. The most recent Aceva version, 6.0, applies advanced forecasting and search capabilities to optimize working capital. <a href="http://www.aceva.com">www.aceva.com</a>  |
| <b>Acorn Systems</b>       | ●            | ●          |               |                                |                     | ●                     |          | ●              | ●                    | ●                      | Acorn remains a leading provider of activity-based cost management, product and customer profitability analysis, and performance dashboard reporting and analysis solutions with its Enterprise Performance Suite. The business continues to develop industry-specific solutions and partner with several leading BPM vendors – including Cartesis, Cognos, Microsoft and OutlookSoft – to integrate its extensive activity-based costing and profitability analysis solutions with market-leading BPM solutions. <a href="http://www.acornsys.com">www.acornsys.com</a>  |
| <b>Acteon Technologies</b> | ●            | ●          |               |                                |                     |                       |          |                |                      |                        | BudgetGuide, Acteon Technologies' flagship product, provides budgeting functionality targeted at emerging and midmarket companies. The BudgetGuide GPS version of this software includes dashboard and OLAP reporting and analysis capabilities. <a href="http://www.acteontechnologies.com">www.acteontechnologies.com</a>   |
| <b>Active Strategy</b>     |              | ●          |               |                                | ●                   |                       |          |                |                      |                        | ActiveStrategy focuses on providing strategy-execution solutions based on a variety of strategic management frameworks, including Balanced Scorecard, Six Sigma, the Malcolm Baldrige criteria, and other 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's professional services organization has deep expertise in strategic planning, management and scorecard design. <a href="http://www.activestrategy.com">www.activestrategy.com</a>   |
| <b>Adaptive Planning</b>   | ●            | ●          | ●             |                                | ●                   |                       |          |                |                      | ●                      | Building on the theme of making BPM easily available to more users (a key goal of next-generation BPM), this vendor offers a budgeting, forecasting and reporting solution intended for small and midmarket companies as well as divisions of larger corporations. The application supports both on-demand (hosted) and on-premise deployments and leverages open-source techniques. A free version of the product is available. Enhanced functional capabilities include driver-based and workforce planning; project-based capital expenditure planning; and enhanced annotation. Adaptive Planning partners with Pentaho to deliver an integrated open-source BPM and BI solution that combines Adaptive Planning's applications with Pentaho's open-source BI technologies, including reporting, dashboards, data mining and data integration. <a href="http://www.adaptiveplanning.com">www.adaptiveplanning.com</a> |
| <b>Aderant</b>             | ●            | ●          |               |                                |                     |                       |          | ●              | ●                    | ●                      | Aderant focuses on providing performance planning and analytic solutions designed for the professional services vertical market (particularly legal firms). Aderant Expert enables professional-service firms to enhance budgeting, deliver performance dashboards and deploy advanced analytics to more closely monitor business profitability. Built on the Microsoft technology platform to utilize SQL Server Analysis and Reporting Services and the Office suite, Aderant's recently released Expert Portal enables real-time data integration with Microsoft SharePoint Portal applications. <a href="http://www.aderant.com">www.aderant.com</a>  |
| <b>Alight</b>              | ●            |            |               |                                |                     |                       |          |                |                      |                        | This relative newcomer to the planning category aims to displace spreadsheet planning with its Alight-Planning product, which offers improved functionality and speed over spreadsheet models. By starting on a new platform, Alight has positioned itself to compete favorably against incumbent planning approaches and will review companies' existing spreadsheet model to identify opportunities for improvement on the Alight platform. <a href="http://www.alightplanning.com">www.alightplanning.com</a>  |
| <b>Business Engine</b>     | ●            |            |               |                                |                     | ●                     |          |                | ●                    | ●                      | Business Engine provides portfolio and process management and investment optimization software solutions for IT and R&D organizations. These solutions are designed to add portfolio visibility, control and financial transparency to project expenditures and plan performance. <a href="http://www.businessengine.com">www.businessengine.com</a>  |
| <b>Business Matters</b>    | ●            |            |               |                                |                     |                       |          |                |                      |                        | The company's Cashé product, which provides basic budgeting and forecasting functionality, requires minimal customization. It is designed for start-ups and small businesses. <a href="http://www.bmmatters.com">www.bmmatters.com</a>  |
| <b>Callidus</b>            |              | ●          |               |                                | ●                   | ●                     | ●        |                | ●                    | ●                      | Callidus provides enterprise incentive management systems delivered as either traditional software or an on-demand application. The products allow organizations to develop and manage incentive compensation linked to the achievement of strategic business objectives. The enterprise platform is designed to scale for the largest enterprises while maintaining end-user flexibility through its rules-based interface. Key partnerships include Deloitte Consulting, Accenture and IBM. <a href="http://www.callidussoftware.com">www.callidussoftware.com</a>  |
| <b>Cartesis</b>            | ●            | ●          | ●             |                                |                     | ●                     | ●        | ●              | ●                    | ●                      | This vendor offers a truly unified BPM solution with a single user interface for planning, consolidation, reporting, benchmarking and analysis tools that leverage the Cartesis Integrated Data Model. Cartesis has integrated the planning and interactive reporting and analysis solutions acquired from Inea and Advance Info Systems. It offers robust dashboard performance reporting and analysis capabilities through its partnership with Panorama Software to complement its comprehensive planning, financial consolidation and reporting solution. The company continues to expand its North American team to focus on growth within targeted mid- and large-market organizations. It remains a strong fit for multinational organizations seeking integrated planning, consolidation and reporting with a familiar Microsoft interface. <a href="http://www.cartesis.com">www.cartesis.com</a>                |

APPLICATION VENDORS

|                                    | Capabilities |            |               |                                |                     |                       | Profile  |                |                      | Comments               |  |
|------------------------------------|--------------|------------|---------------|--------------------------------|---------------------|-----------------------|----------|----------------|----------------------|------------------------|--|
|                                    | Core         |            |               | BPM 2.0 Ready                  |                     |                       | Vertical | Global Support | Large Reference Base |                        |  |
|                                    | Budgeting    | Dashboards | Consolidation | Business Intelligence for BPM* | BPM 2.0 Technology* | BPM 2.0 Applications* |          |                |                      | Operational Analytics* |  |
| <b>APPLICATION VENDORS</b>         |              |            |               |                                |                     |                       |          |                |                      |                        |  |
| <b>Centage</b>                     | ●            |            | ●             |                                |                     | ●                     | ●        |                |                      | ●                      | Centage's Budget Maestro software offers integrated budgeting, forecasting and reporting for small to midsize firms. The application is a budgeting solution that scales from a single-user version to small workgroups or enterprise-wide deployment. <a href="http://www.centage.com">www.centage.com</a>  |
| <b>CDC Software</b>                | ●            | ●          | ●             |                                |                     | ●                     |          |                |                      | ●                      | This Denmark- and Shanghai-based Microsoft Gold Partner offers a comprehensive BPM suite with powerful modeling built atop Microsoft Analysis Services and the Microsoft .Net platform. Recent updates in the Executive Suite 2005 version include support of SQL Server 2005. <a href="http://www.cdcsoftware.com">www.cdcsoftware.com</a>  |
| <b>Clarity Systems</b>             | ●            | ●          | ●             | ●                              | ●                   | ●                     | ●        | ●              |                      | ●                      | Clarity Systems uses an open architecture that supports multiple relational and multi-dimensional back-end databases to provide Web-based budgeting, consolidation and reporting applications with a Microsoft Excel-like user interface. The business's starter kits provide prebuilt data models and reports that can expedite application configuration and deployment for common applications within the banking and financial services, retail, and manufacturing sectors. Clarity Systems established a resale partnership with Thomson Elite to sell and support BPM applications designed for the legal professional services market and is developing additional domain-specific vertical solutions. <a href="http://www.claritysystems.com">www.claritysystems.com</a> |
| <b>Conquest Systems</b>            |              | ●          |               |                                | ●                   | ●                     | ●        | ●              |                      |                        | This Washington D.C.-based vendor's powerful data visualization tool, WebCEO, offers intuitive, interactive dashboards with metrics management and scorecarding capabilities, including geographic mapping and trend analysis. Conquest Systems supports Data-Planet, a subscription service that allows exploration of government statistics. The firm also offers implementation and consulting services for government-related projects. <a href="http://www.conquestsystems.com">www.conquestsystems.com</a>   |
| <b>Corporate Renaissance Group</b> | ●            | ●          | ●             | ●                              |                     | ●                     | ●        |                | ●                    | ●                      | This Microsoft Gold Partner provides a wide range of solutions for financial planning and analysis, integration, data automation, and HR Management. The products are built to work with or enhance Microsoft Dynamics and Navision. Stand-alone products include CRG Scorecard, Cost Allocator and mynSight. The company has also built data connectors for SAP and QuickBooks. <a href="http://www.crgroup.com">www.crgroup.com</a>  |
| <b>C-Secure Systems</b>            | ●            | ●          |               |                                | ●                   |                       | ●        |                |                      | ●                      | C-Secure Systems is a relatively new vendor offering a suite of reporting and analysis products as well as basic planning – all designed for the Balanced Scorecard framework. There is a hosted version as well as a basic HR/employee performance management component. <a href="http://www.csecure.com">www.csecure.com</a>   |
| <b>CXO Systems</b>                 |              | ●          |               |                                | ●                   |                       | ●        |                |                      |                        | CXO System 3.5, a dashboard platform that delivers real-time visibility into network and relevant databases without complex middleware, allows for performance measures as well as enterprise and IT risk indicators. The product also contains a drag-and-drop interface for dashboard creation and analysis. The company recently partnered with Cisco to support its AON platform with a compelling service-oriented architecture. <a href="http://www.cxosystems.com">www.cxosystems.com</a>   |
| <b>Emagia</b>                      |              | ●          |               |                                |                     | ●                     | ●        |                |                      |                        | Emagia's cash-flow performance management dashboard and forecaster enable optimization of working capital, which is a key element of next-generation BPM. <a href="http://www.emagia.com">www.emagia.com</a>   |
| <b>Ergometrics</b>                 |              | ●          |               |                                |                     |                       |          |                |                      | ●                      | This New Zealand-based company has been around since 1995 and sells a basic dashboard solution. The company offers 48-hour dashboard configuration using the customer's metrics and has Balanced Scorecard support capabilities. <a href="http://www.ergometrics.com">www.ergometrics.com</a>  |
| <b>Escalate Retail</b>             | ●            | ●          |               |                                |                     | ●                     | ●        | ●              | ●                    | ●                      | The company resulting from the recent combination of GERS Retail Systems and Ecometry Corp., funded by Golden Gate Capital, will target retailer profitability solutions. It will provide inventory management; marketing analytics; and supply-chain, financial and e-commerce solutions for the retail industry. <a href="http://www.escalateretail.com">www.escalateretail.com</a>  |
| <b>Fast Radar</b>                  |              | ●          |               | ●                              |                     |                       | ●        | ●              | ●                    | ●                      | This vendor offers a wide range of high-performance, search-oriented tools for a variety of industries. Users can create customized personal views of relevant corporate data through their Microsoft .Net-based dashboard. Fast Radar also provides prebuilt applications for a variety of vertical markets, including financial services, government and retail. <a href="http://www.fastsearch.com">www.fastsearch.com</a>  |
| <b>FRx Software</b>                | ●            | ●          | ●             |                                |                     |                       |          |                |                      | ●                      | A subsidiary of Microsoft, FRx Software focuses on planning, budgeting, financial consolidation and reporting solutions. The software is tightly integrated with the Microsoft Dynamics family of accounting products, along with other popular ERP solutions. Its target is small to midsize companies. <a href="http://www.frxsoftware.com">www.frxsoftware.com</a>  |
| <b>Host Analytics</b>              | ●            | ●          | ●             |                                | ●                   |                       |          |                |                      |                        | Host Analytics' Web-based system provides robust functionality for budgeting, consolidation and reporting, including scorecards and dashboards built on the Microsoft platform. The company has expanded its BPM solution by enhancing driver-based and top-down/bottom-up planning capabilities, enhancing data-integration utilities with its new Meta Data Manager tool and expanding standardized financial report-production and dashboard reporting capabilities. Host Analytics offers a monthly subscription-based software-as-a-service (SaaS) hosted solution along with a Web-based enterprise software application alternative. <a href="http://www.hostanalytics.com">www.hostanalytics.com</a>   |
| <b>iDashes</b>                     |              | ●          |               |                                |                     |                       |          |                |                      |                        | The feature-rich ExecDash dashboard tool and the ProjectDash project management dashboard are this provider's contributions to the BPM market. Subscription-based pricing is geared to small to midsize businesses. <a href="http://www.idashes.net">www.idashes.net</a>   |

|  | Capabilities |            |               |                                |                     |                       | Profile  |                |                      | Comments               |   |
|--|--------------|------------|---------------|--------------------------------|---------------------|-----------------------|----------|----------------|----------------------|------------------------|---|
|  | Core         |            |               | BPM 2.0 Ready                  |                     |                       | Vertical | Global Support | Large Reference Base |                        |   |
|  | Budgeting    | Dashboards | Consolidation | Business Intelligence for BPM* | BPM 2.0 Technology* | BPM 2.0 Applications* |          |                |                      | Operational Analytics* |   |
| <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 and Australia. <a href="http://www.idusoft.com">www.idusoft.com</a>  |
| <b>Inphase Software</b>                    |              | ●          |               |                                |                     |                       |          |                | ●                    | ●                      | This U.K.-based vendor offers performance management functionality leveraging Microsoft OLAP Services. Its software contains best-practice methodologies, including Balanced Scorecard and EVA analyses. The company specializes in vertical-market template solutions for public-sector entities such as local authorities, health care, police and education. <a href="http://www.inphase.com">www.inphase.com</a>  |
| <b>Insight-formation</b>                   |              | ●          |               |                                |                     |                       |          |                | ●                    |                        | InsightVision is a Web-based, enterprise-wide Balanced Scorecard application based on Microsoft technologies such as the .Net framework, SQL Server Analysis Services and Reporting Services, and Windows SharePoint Services. <a href="http://www.insightformation.com">www.insightformation.com</a>   |
| <b>Interlace Systems</b>                   | ●            |            |               |                                |                     |                       | ●        |                |                      |                        | Interlace Systems creates solutions that support a variety of critical operational planning processes such as supply, demand and financial-impact operational planning. The company's products and services are marketed to large and midsize enterprises in the consumer goods, industrial manufacturing and high-technology industries. <a href="http://www.interlacesystems.com">www.interlacesystems.com</a>  |
| <b>IPS-Sendero</b>                         | ●            | ●          | ●             |                                |                     | ●                     |          | ●              | ●                    | ●                      | This business unit of Fiserv Inc. provides technology tools for companies in the banking and financial services industry. Solutions from this vendor cover asset liability management, profitability measurement, mortgage analytics, and financial management and planning. IPS-Sendero also offers traditional performance management applications (budgeting and consolidation) built on the Infor MPC 7 platform. <a href="http://www.ips-sendero.com">www.ips-sendero.com</a>  |
| <b>IXP3</b>                                |              | ●          |               |                                |                     |                       | ●        |                |                      |                        | Australia-based IXP3 offers human capital performance management products with dashboards of HR metrics and retention and recruitment functionality. The software follows the Balanced Scorecard approach and can also create employee-level metrics. <a href="http://www.ixp3.com">www.ixp3.com</a>  |
| <b>KCI Computing</b>                       | ●            |            | ●             |                                | ●                   | ●                     | ●        | ●              | ●                    | ●                      | KCI Computing's Control solution provides unified budgeting, forecasting, financial consolidation, reporting and analysis applications. Control leverages 64-bit technology in an open architecture that allows organizations to use industry-standard relational databases with Microsoft Excel and Web-browser user-interface options. The Control 8.8 release includes enhanced integration with Excel that allows offline or disconnected use, incorporates formulas and worksheets from existing or unstructured spreadsheets, and takes advantage of server-based calculations of complex business rules for optimal reporting and data integration performance. <a href="http://www.kcicorp.com">www.kcicorp.com</a> |
| <b>Longview Solutions</b>                  | ●            | ●          | ●             |                                | ●                   |                       |          |                | ●                    | ●                      | Longview offers a fully integrated BPM solution that includes comprehensive planning, budgeting, consolidation and reporting components. This vendor's unique strategic tax solution facilitates tax data collection, planning and compliance reporting. Longview recently acquired Runservicenet's DecisionX service-oriented architecture (SOA) development platform to enable integration of the Khalix BPM solution with other enterprise applications. This is one of the few truly unified solutions and competes effectively with the larger players in the BPM market. <a href="http://www.longview.com">www.longview.com</a>   |
| <b>Management &amp; Executive Software</b> | ●            |            |               |                                |                     |                       |          |                |                      | ●                      | Management & Executive Software (MES), an Australia-focused business, has an end-user-oriented application that provides budgeting, planning and reporting capabilities in an integrated package. It is available as both a proprietary client server and a Web-based application. Charts and reports can be created for distribution in Microsoft Office applications. <a href="http://www.mesware.com">www.mesware.com</a>  |
| <b>NetSuite</b>                            | ●            | ●          | ●             |                                |                     |                       |          |                | ●                    | ●                      | This hosted-solution provider aims at small to midsize businesses with ERP, CRM, eCommerce and BI functionality. Specific dashboard functionality lets users tie information into a single view across multiple modules. Functionality depends upon the module(s) purchased. <a href="http://www.netsuite.com">www.netsuite.com</a>   |
| <b>NewEnergy Associates</b>                | ●            | ●          | ●             |                                |                     |                       | ●        |                | ●                    | ●                      | NewEnergy Associates, a Siemens company, markets Impact, a budgeting, planning, forecasting and consolidation system developed and implemented by energy-industry specialists. It integrates directly with operational planning systems and works with Siemens' Cockpit for dashboard capabilities. <a href="http://www.newenergyassoc.com/products/impact/">www.newenergyassoc.com/products/impact/</a>  |
| <b>OutlookSoft</b>                         | ●            | ●          | ●             |                                | ●                   | ●                     | ●        |                | ●                    | ●                      | OutlookSoft offers a unified, Web-based BPM product, including consolidation, planning, budgeting, forecasting, predictive analytics, reporting, dashboards and scorecarding capabilities through a consistent Microsoft Excel and browser-based interface. The current release of OutlookSoft 5 supports the Microsoft Business Intelligence platform architecture as well as the Microsoft and Oracle database platforms, and it provides workflow and process management functionality. It is built upon a service-oriented architecture (SOA). <a href="http://www.outlooksoft.com">www.outlooksoft.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. This tool is customizable for large and small to midsize enterprises. <a href="http://www.olap.com">www.olap.com</a>  |
| <b>Pilot Software</b>                      |              | ●          |               |                                |                     |                       | ●        | ●              | ●                    | ●                      | Pilot Software's Pilotworks performance management solution includes strategic planning and initiative management as well as operational analytics for highly scalable and personalizable scorecards, dashboard presentation, reporting, and ad-hoc analysis capabilities. Pilot provides software for both commercial and public/non-profit organizations. <a href="http://www.pilotsoftware.com">www.pilotsoftware.com</a>  |

|                              | Capabilities |            |               |                                 |                     |                       | Profile  |                |                      | Comments   |
|------------------------------|--------------|------------|---------------|---------------------------------|---------------------|-----------------------|----------|----------------|----------------------|--|
|                              | Core         |            |               | BPM 2.0 Ready                   |                     |                       | Vertical | Global Support | Large Reference Base |  |
|                              | Budgeting    | Dashboards | Consolidation | Business Intelligence for BPM** | BPM 2.0 Technology* | BPM 2.0 Applications* |          |                |                      | Operational Analytics*   |
| <b>APPLICATION VENDORS</b>   |              |            |               |                                 |                     |                       |          |                |                      |  |
| <b>PowerPlan</b>             | ●            |            |               |                                 |                     |                       |          |                |                      | PowerPlan provides an affordable budgeting and reporting solution designed to meet the planning needs of smaller companies. This solution offers detailed payroll and capital-expenditure planning capabilities and can generally be deployed within a short implementation timeframe. PowerPlan partners with Blackbaud to provide solutions to non-profit organizations. <a href="http://www.powerplancorp.com">www.powerplancorp.com</a>  |
| <b>Prophix Software</b>      | ●            | ●          | ●             |                                 |                     |                       |          | ●              | ●                    | Prophix offers robust budgeting, forecasting, financial consolidation and reporting, and scorecard/dashboard products targeted primarily at small to midsize companies. Prophix Enterprise Version 6 includes core budgeting and reporting enhancements, including labor planning, automated report distribution, and scorecard/dashboard performance reporting, variance alerting, and analysis. Prophix recently released a Microsoft SQL Server version of its BPM solution that leverages SQL Server and Analysis Services to provide more comprehensive budgeting, reporting, and analysis capabilities. <a href="http://www.prophix.com">www.prophix.com</a> |
| <b>Protia</b>                |              | ●          |               |                                 |                     |                       | ●        |                |                      | Protia provides a Web-based dashboard capable of facilitating identification of strategic performance targets, collaboration in development of strategic and tactical initiatives, and alignment of individual objectives. This software leverages the Microsoft Business Intelligence platform to provide an open and scalable solution. <a href="http://www.protia-inc.com">www.protia-inc.com</a>   |
| <b>pVelocity</b>             | ●            | ●          |               |                                 |                     | ●                     |          | ●              | ●                    | The manufacturing industry is the focus of this company's products, which include multiple modules providing Profit Velocity analysis via dashboards, what-if scenarios, quote profitability, and reporting and analysis tools. Founded in 2002, this company is based in Toronto, Canada. <a href="http://www.pvelocity.com">www.pvelocity.com</a>  |
| <b>QPR Software</b>          |              | ●          |               |                                 |                     | ●                     |          | ●              | ●                    | 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 Suite). This Finnish company leverages the Balanced Scorecard methodology with a specialized emphasis on government. <a href="http://www.qpr.com">www.qpr.com</a>   |
| <b>River Logic</b>           |              | ●          |               |                                 |                     | ●                     |          |                |                      | Enterprise Optimizer allows a client to quickly view the company-wide financial impact (profit, cash flow, NPV, EVA) of related business decisions. A variety of built-in modeling capabilities help end users see the impact of a range of scenarios on their business. The software Integrates with Microsoft Office applications. <a href="http://www.riverlogic.com">www.riverlogic.com</a>  |
| <b>Rosetta Stone</b>         |              | ●          | ●             |                                 |                     |                       |          | ●              |                      | Rosetta Stone's Visual Performance Manager solution has strong modeling capabilities and can support most traditional management frameworks. Alternatively, buyers can create a custom hybrid. The software 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. Add-on tools are available for administration of third-party applications. <a href="http://www.rosetta-stone.co.uk">www.rosetta-stone.co.uk</a>   |
| <b>Solver Brazil</b>         |              | ●          |               |                                 |                     |                       |          |                |                      | This Brazil-based company produces a management-oriented scorecard tool that can be configured to support Balanced Scorecard 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. <a href="http://www.solver.com.br">www.solver.com.br</a>   |
| <b>Stratature</b>            |              |            | ●             |                                 |                     |                       |          | ●              |                      | Stratature is a global provider of master data management software that helps companies address corporate governance issues and improve enterprise reporting. It provides a comprehensive dimension, hierarchy and master data management solution that operates across multiple systems in one quick-to-implement and easy-to-maintain product. In addition to the company's other relationships, the recently announced partnership with Cognos will facilitate master data management challenges between Cognos and other external applications. <a href="http://www.stratature.com">www.stratature.com</a>   |
| <b>Strategix Performance</b> |              | ●          |               |                                 |                     |                       | ●        |                | ●                    | The vendor's employee performance management solutions enable companies to track performance down to an individual level. In addition, incentive compensation management capabilities simplify the process of tying pay to performance. <a href="http://www.strategixperformance.com">www.strategixperformance.com</a>   |
| <b>Strategy Engine</b>       |              |            |               |                                 |                     |                       | ●        |                |                      | Strategy Engine concentrates on operational analytics, specifically in the areas of product planning and product marketing. It provides a collaborative environment to plan, analyze and track product performance. <a href="http://www.strategyengine.com">www.strategyengine.com</a>   |
| <b>Tagetik</b>               | ●            |            | ●             |                                 | ●                   | ●                     | ●        |                | ●                    | Tagetik offers a complete, unified performance management solution that focuses on financial applications and processes. The solution is platform, database and application-server independent. This Italian company is expanding to other countries in Europe as well as to the United States. <a href="http://www.tagetik.com">www.tagetik.com</a>   |
| <b>Thinking Networks</b>     | ●            |            | ●             |                                 |                     |                       |          |                | ●                    | Founded in 1999, this German company provides full-function planning, reporting and workflow control through TN Planning, which is based upon a proprietary OLAP engine capable of handling data volumes in the terabyte range. The tool's extensive planning capabilities include breakback functionality to work back to a particular target. <a href="http://www.thinking-networks.com">www.thinking-networks.com</a>   |
| <b>Varicent</b>              | ●            | ●          |               |                                 |                     | ●                     | ●        |                |                      | Varicent has quickly built a leading platform in the areas of sales and executive compensation management. Functionality includes planning, complex modeling and sophisticated administration of comp plans. The team has also partnered with Applix to deliver real-time analytics and integrate with existing financial and HR applications. <a href="http://www.varicent.com">www.varicent.com</a>  |

|  | Capabilities |            |               |                                |                     |                       | Profile  |                |                      | Comments               |
|--|--------------|------------|---------------|--------------------------------|---------------------|-----------------------|----------|----------------|----------------------|------------------------|
|  | Core         |            |               |                                | BPM 2.0 Ready       |                       | Vertical | Global Support | Large Reference Base |                        |
|  | Budgeting    | Dashboards | Consolidation | Business Intelligence for BPM* | BPM 2.0 Technology* | BPM 2.0 Applications* |          |                |                      | Operational Analytics* |

**APPLICATION VENDORS**

|                       |   |   |   |  |  |   |   |  |  |  |  |
|-----------------------|---|---|---|--|--|---|---|--|--|--|--|
| <b>Xlerant</b>        | ● |   |   |  |  | ● |   |  |  |  | This new vendor provides a wizard-driven front-end to simplify the budgeting process while improving timeliness and accuracy. The tool works with most major enterprise budgeting software as well as Microsoft Excel. <a href="http://www.xlerant.com">www.xlerant.com</a>                  |
| <b>Zap Technology</b> |   | ● | ● |  |  |   | ● |  |  |  | Zap is an Australian Microsoft Gold Certified Partner that delivers reporting, scorecarding and analytics through Microsoft's Windows SharePoint Services and SQL Server Analysis Services and Reporting Services platform. <a href="http://www.zaptechnology.com">www.zaptechnology.com</a> |

**APPLICATION AND TOOLS VENDORS**

|                           |   |   |   |   |   |   |   |   |   |   |  |
|---------------------------|---|---|---|---|---|---|---|---|---|---|--|
| <b>Applix</b>             | ● | ● | ● | ● | ● |   | ● | ● | ● | ● | Applix uses the TM1 OLAP engine to provide budgeting, planning, consolidation, reporting and analysis applications on one platform that companies can extend with additional financial and operational applications. Applix enhanced its reporting capabilities with the addition of Applix Executive Viewer, a self-service reporting and analysis solution that enables creation and publication of graphical reporting dashboards, standardized reports and ad hoc analysis. The product uses data from TM1, Hyperion Essbase, Microsoft SQL Server Analysis Services and SAP Business Information Warehouse. Applix's strong distribution channel continues to grow after recent partnership announcements with the sales performance management player Varicent and with Sybase for its risk analytics platform. <a href="http://www.applix.com">www.applix.com</a>   |
| <b>BizNet Software</b>    |   | ● | ● |   |   |   |   |   |   |   | BizNet redirected its efforts to developing Microsoft Excel-based interactive reporting applications embedded within general ledgers, such as Sungard's EAS general ledger. More will follow in 2007. The platform includes prebuilt data integration and preformatted reports. <a href="http://www.biznetsoftware.com">www.biznetsoftware.com</a>   |
| <b>Business Objects</b>   | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | Business Objects has completed the integration of the BPM solutions acquired from SRC Software in 2005 and now offers a comprehensive BPM suite, including planning, budgeting and financial consolidation solutions with robust BI, reporting and analysis tools. The company continues to expand its vertical market solutions to include applications built for insurance and financial services, health care, and retail/CPG. The enterprise recently expanded its profitability management, activity-based costing and predictive driver-based planning capabilities with the acquisition of ALG Software and its Enterprise Performance Optimization suite of profitability management and activity-based costing solutions. <a href="http://www.businessobjects.com">www.businessobjects.com</a>  |
| <b>Calumo</b>             | ● | ● | ● | ● |   | ● | ● | ● | ● | ● | This 10-year-old Australian-based company owned by SPF offers a unified BPM application on Microsoft SQL Server Analysis Services. Calumo includes integrated Web or Microsoft Excel-based budgeting, forecasting, reporting, analysis, scorecards and dashboards – including allocations, workflow and alerting capabilities. SPFFplus offers similar functionality built upon the Applix TM1 platform. <a href="http://www.calumo.com">www.calumo.com</a>  |
| <b>Cognos</b>             | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | Cognos's BPM system integrates its sophisticated planning, budgeting and consolidation applications with a single BI solution for robust reporting and analysis functions. To extend best practices across the enterprise, Cognos offers both analytic applications such as the Workforce Performance application, which is built upon an adaptive application framework, as well as Performance Blueprints, which leverage the solution capabilities of Cognos planning, consolidation, reporting and BI. Industry-specific blueprints exist for the financial services, life sciences, manufacturing, public-sector and retail industries. Cognos continues to enhance user access to the Cognos 8 solutions through refreshable connections to the Microsoft Office suite and through the addition of search capabilities and mobile device report access. <a href="http://www.cognos.com">www.cognos.com</a> |
| <b>Cornus</b>             |   | ● |   |   | ● |   |   |   |   | ● | Cornus's Microsoft .Net-based Guide+ data-visualization product uses spreadsheet-like report objects to provide near real-time access to multiple corporate data sources without requiring complex programming. Drill-down to additional reports is also offered. <a href="http://www.cornus.com">www.cornus.com</a>   |
| <b>CorVu</b>              | ● | ● | ● | ● |   | ● | ● | ● | ● | ● | CorVu's single product platform automatically links business analysis, strategic planning and financial planning processes. The company has been successful in the manufacturing, distribution, government, utilities, defense and health industries, delivering highly scalable scorecards and dashboards, comprehensive BI applications and workflow-enabled planning and budgeting systems. In recent years, CorVu has added rapidly deployable modules for initiative and project management, financial consolidation, risk management and HR performance management. <a href="http://www.corvu.com">www.corvu.com</a>   |
| <b>Enovation</b>          |   | ● | ● |   | ● |   | ● |   |   | ● | Enovation is a privately held Australian company that offers a unique on-demand, Internet-based BI solution featuring rapid integration and rich reporting capabilities. Customers use this prototyping tool to quickly introduce performance measures into their organization as a first step toward building a full-fledged, enterprise-wide BPM solution. The easy-to-use application offers data collection and highly visual reporting, providing high-quality BI experiences. <a href="http://www.enovation-bi.com">www.enovation-bi.com</a>   |
| <b>Global Software</b>    | ● | ● | ● |   |   | ● |   |   | ● | ● | Global's software enables Microsoft Excel-based financial reporting, analysis, and budgeting, as well as event-based notification, application integration and process automation software through its Workwise and Timeline divisions. The product supports multiple ERP platforms. <a href="http://www.glbsoft.com">www.glbsoft.com</a>  |
| <b>Hyperion Solutions</b> | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | Hyperion is among the leading vendors enabling the convergence of BPM and BI into a single, unified solution capable of providing robust planning, financial consolidation and strategic scorecard/dashboard reporting along with comprehensive BI reporting and analysis tools. Hyperion continued to expand its System 9 offering with the acquisition of Upstream Software and the subsequent release of the Financial Data Quality Management solution, which provides comprehensive data collection, transformation, validation and loading of financial data to Hyperion's analytic applications. The company also announced the introduction of search capabilities using Google's OneBox for Enterprise search appliance, which will allow users to construct and access queries of information within the System 9 suite. <a href="http://www.hyperion.com">www.hyperion.com</a>                        |

|  | Capabilities |            |               |                                |                     |                       | Profile  |                |                      | Comments               |
|--|--------------|------------|---------------|--------------------------------|---------------------|-----------------------|----------|----------------|----------------------|------------------------|
|  | Core         |            |               | BPM 2.0 Ready                  |                     |                       | Vertical | Global Support | Large Reference Base |                        |
|  | Budgeting    | Dashboards | Consolidation | Business Intelligence for BPM* | BPM 2.0 Technology* | BPM 2.0 Applications* |          |                |                      | Operational Analytics* |

**APPLICATION AND TOOLS VENDORS**

|                      |   |   |   |   |   |   |   |   |   |   |   |
|----------------------|---|---|---|---|---|---|---|---|---|---|---|
| <b>InfoManager</b>   | ● | ● | ● |   |   |   |   | ● |   |   | This company offers robust analysis and reporting through its own OLAP server as well as basic planning functionality designed to work with the IBM eServer iSeries. It also offers a management dashboard and industry-specific solutions consisting of report templates and data connectors. <a href="http://www.infomanagerinc.com">www.infomanagerinc.com</a>   |
| <b>Infor</b>         | ● | ● | ● | ● |   | ● | ● | ● | ● | ● | Infor has evolved into a larger player over the past year, completing the acquisition of several companies. The properties it gained include BPM and expense-reporting applications from Extensity (formerly Geac), BPM applications and BI solutions from U.K.-based Systems Union Group, and ERP and financial management solutions from SSA Global. Infor now offers a broad range of solutions from transactional ERP and ledger systems to BPM applications (planning, budgeting, consolidation and reporting) and BI reporting and analysis tools. <a href="http://www.extensity.com">www.extensity.com</a>   |
| <b>Mondelio</b>      | ● | ● | ● | ● |   | ● | ● | ● |   |   | Mondelio is an Australia-based company that has been in the BPM space for 24 years. It delivers true BPM by incorporating powerful financial modeling to provide completely flexible operational planning through to projected cash flows, automatically balances balance sheets and then integrates outcomes to BI. The system integrates functionality such as activity-based management, the Balanced Scorecard, ETL and consolidation in one comprehensive solution. <a href="http://www.mondelio.com">www.mondelio.com</a>   |
| <b>ProfitBase</b>    |   |   |   | ● |   |   | ● | ● |   |   | This Norwegian BPM provider with a U.S. presence has recently changed its focus to providing ready-to-use business analytics. It offers prebuilt metrics and measures for key departments, such as finance and sales, as well as for specific industries, including retail and health care. <a href="http://www.profitbase.net">www.profitbase.net</a>  |
| <b>Reveus</b>        |   | ● |   |   |   | ● | ● | ● | ● |   | Reveus, a unit of i-flex solutions, specifically targets the financial services industry with sophisticated data management, reporting and analysis solutions. It offers risk analytics as well as profitability analysis. <a href="http://www.reveus.com">www.reveus.com</a>   |
| <b>SAS Institute</b> | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | The comprehensive and integrated SAS for Performance Management solution includes planning, budgeting, consolidation and reporting functions that leverage the SAS Business Intelligence platform. SAS offers cross-industry analytic applications for human capital management and activity-based management in addition to numerous industry-specific vertical tools. The SAS for Performance Management solution requires integration with the SAS BI platform, so this solution will be most attractive to companies looking to implement solutions containing both BI and BPM components. <a href="http://www.sas.com">www.sas.com</a>                       |
| <b>Satori Group</b>  | ● | ● | ● | ● |   | ● |   | ● |   |   | Satori offers applications for budgeting, consolidation and financial reporting, dashboard, and analysis that leverage both Microsoft SQL Server 2005 and a unified proprietary BI OLAP platform with Microsoft Excel and Web-based user interface options. This vendor has directed its application and services efforts to midmarket companies within targeted vertical industries, including the legal, professional services and CPG/retail sectors. Satori recently announced an enhanced package for the legal market that combines key BPM components with industry-specific knowledge. <a href="http://www.satorigroupinc.com">www.satorigroupinc.com</a> |

**ERP VENDORS**

|                           |   |   |   |   |   |   |   |   |   |   |   |
|---------------------------|---|---|---|---|---|---|---|---|---|---|---|
| <b>Aggresso</b>           | ● |   |   |   |   |   |   |   |   | ● | This Netherlands-based ERP vendor provides tight coupling of data management, process modeling, and information delivery (reporting and analytics) in a unified platform. This means that one change made to an organization's data or business processes can be reflected throughout the solution. <a href="http://www.agresso.com">www.agresso.com</a>  |
| <b>Coda</b>               | ● | ● | ● |   |   |   |   |   | ● | ● | Coda, a UK company, offers accounting and procurement systems linked to a suite of applications for regulatory compliance, period-end financial closing and corporate governance. Analytics are tightly tied to the underlying Coda transactional systems. The company recently introduced its Fast Close module specifically for SAP users. <a href="http://www.coda.com">www.coda.com</a>   |
| <b>Exact Software</b>     |   | ● | ● |   | ● |   |   | ● | ● | ● | Exact Software, which is headquartered in the Netherlands, provides basic consolidation and reporting software for global clients along with its ERP product. It offers traditional software and hosted solutions, targeting smaller subsidiaries of large international parent companies and small to midsize businesses. <a href="http://www.exactsoftware.com">www.exactsoftware.com</a>   |
| <b>Lawson Software</b>    | ● | ● | ● |   |   | ● |   | ● | ● | ● | Lawson, recently merged with Intentia, focuses on the services, health care, manufacturing and distribution sectors. The integrated combination of core business software with performance management applications and development tools is attractive to large and midsize companies. The provider's Opportunity Analyzer helps identify the most potentially profitable choices. <a href="http://www.lawson.com">www.lawson.com</a>   |
| <b>Microsoft Dynamics</b> | ● | ● | ● | ● |   |   |   | ● | ● | ● | This software combines offerings from Great Plains, Axapta, Navision, and others. Integration with Microsoft Office and Business Portal, SQL Server Reporting Services and Analysis Services 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 targeted to mid-market companies. <a href="http://www.microsoft.com/dynamics">www.microsoft.com/dynamics</a>   |
| <b>Oracle</b>             | ● | ● | ● | ● | ● | ● | ● | ● | ● | ● | Oracle offers modular planning, budgeting, consolidation and reporting solutions through its E-Business Suite Corporate Performance Management applications. The company's Enterprise Planning and Budgeting solution provides planning, budgeting, and reporting capabilities coupled with extensive process mapping and workflow automation. Oracle also offers Oracle Daily Business Intelligence solutions that include pre-built dashboard and report templates and common key performance indicators for various functional business operations that can serve to expedite application development and deployment. <a href="http://www.oracle.com">www.oracle.com</a> |

|                      | Capabilities |            |               |                                |                     |                       | Profile  |                |                      | Comments  |
|----------------------|--------------|------------|---------------|--------------------------------|---------------------|-----------------------|----------|----------------|----------------------|---|
|                      | Core         |            |               |                                | BPM 2.0 Ready       |                       | Vertical | Global Support | Large Reference Base |   |
|                      | Budgeting    | Dashboards | Consolidation | Business Intelligence for BPM* | BPM 2.0 Technology* | BPM 2.0 Applications* |          |                |                      | Operational Analytics*  |
| <b>ERP VENDORS</b>   |              |            |               |                                |                     |                       |          |                |                      |   |
| Ross Systems         | ●            | ●          | ●             |                                |                     |                       | ●        | ●              | ●                    | Part of CDC Software, Ross Systems focuses on process manufacturing, offering ERP and BPM solutions as part of its iRenaissance suite. It also offers a sales analytics module specifically targeted at managing sales performance. <a href="http://www.rossinc.com">www.rossinc.com</a>  |
| SAP                  | ●            | ●          | ●             | ●                              | ●                   | ●                     | ●        | ●              | ●                    | SAP has continued to expand its broad application suite with a focus on governance, risk and compliance. Its performance applications leverage the SAP NetWeaver application platform and provide an integrated solution with comprehensive BI and data visualization tools. SAP has also renewed its efforts to provide solutions to midmarket companies. Its typical performance management customer already has a SAP ERP system in place. <a href="http://www.sap.com">www.sap.com</a>  |
| <b>TOOLS VENDORS</b> |              |            |               |                                |                     |                       |          |                |                      |   |
| Actuate              |              | ●          | ●             | ●                              |                     |                       |          | ●              | ●                    | Actuate's Enterprise Reporting Application Platform produces electronic and printed content for executive dashboards, standardized production reports, Web pages, Web-based spreadsheets and portals. The company acquired Performancesoft to further enhance its highly scalable Web-based enterprise performance scorecard and dashboard reporting capabilities. The combination of Actuate's Enterprise Reporting Application Platform and Performancesoft Suite provide end-user-oriented reporting and analysis tools that should enable Actuate to effectively compete with other BI reporting and analysis vendors. <a href="http://www.actuate.com">www.actuate.com</a> |
| AppFusion            |              | ●          |               |                                | ●                   | ●                     |          |                |                      | This vendor's unique Actionable Dashboards enable users to uniquely drag and drop objects to analyze various what-if scenarios. With a service-oriented architecture (SOA) and basic predictive capabilities, this solution is ready for next-stage BPM. <a href="http://www.appfusion.com">www.appfusion.com</a>   |
| arcplan              |              | ●          | ●             | ●                              |                     | ●                     |          | ●              | ●                    | arcplan, a BI vendor based in Germany, recently announced arcplan Enterprise 5, which transforms the company's approach from a data-driven analytics model to one that is business process-driven. Enterprise 5 integrates a service-oriented architecture (SOA) into its application model and further supplements analysis capabilities with arcplan Analytic Services. arcplan has been particularly successful as an analytic supplement to both Hyperion and SAP implementations. <a href="http://www.arcplan.com">www.arcplan.com</a>   |
| Board M.I.T.         |              | ●          | ●             |                                |                     |                       | ●        | ●              |                      | The Board toolkit provides tools in an integrated platform to develop custom BPM solutions. The toolkit includes a multi-dimensional database, ETL tools and an application interface. It can be used to build custom budgeting, planning and consolidation applications through partners, as well as scorecard and operational analytic applications. <a href="http://www.board.com">www.board.com</a>   |
| Celequest            |              | ●          | ●             | ●                              |                     | ●                     |          |                |                      | Celequest delivers its Lava BI appliance either embedded on an appliance or on-demand. It features a wide range of pre-built functionality for rapid deployment of a BI platform. The blade appliance includes configurable dashboards, a reporting engine and other data-integration tools. Lava is preconfigured to integrate with SAP, Salesforce.com and other enterprise applications. In all cases, Celequest monitors the software and hardware running it to optimize performance. <a href="http://www.celequest.com">www.celequest.com</a>   |
| Cetheus              |              | ●          | ●             |                                |                     |                       |          |                |                      | This Malaysia-based partner of Hyperion Solutions provides dashboard and scorecard tools that are implemented by specialized BI and data-warehouse consultants. These tools can be a helpful start for a KPI or Balanced Scorecard initiative. <a href="http://www.cetheus.com">www.cetheus.com</a>   |
| CA                   |              | ●          | ●             | ●                              | ●                   | ●                     |          | ●              | ●                    | Through its CleverPath Portal and Predictive Analysis Server products, CA provides predictive capabilities with a sophisticated dashboard delivered on a multiplatform portal. Although these add-on tools are a subset of what is needed for enterprise performance management, they can support advanced BPM 2.0 initiatives when working in conjunction with other BPM systems. The software is a good fit where the IT staff is already familiar with other CA technologies. <a href="http://www.ca.com">www.ca.com</a>   |
| Corporater           |              | ●          | ●             |                                |                     |                       |          | ●              | ●                    | Norway-based Corporater has a strong Balanced Scorecard focus and provides all the tools needed to collect and display an organization's key information. <a href="http://www.corporater.com">www.corporater.com</a>  |
| Fractal Edge         |              |            | ●             | ●                              |                     |                       |          |                |                      | This software company delivers a unique data-visualization tool based on fractals. The goal of this approach is to help users more easily spot patterns and trends, which is an important element of next-generation BPM. <a href="http://www.fractaledge.com">www.fractaledge.com</a>  |
| IBM                  |              | ●          | ●             | ●                              |                     |                       |          | ●              | ●                    | With its Websphere, DB2 Alphablox, DB2 Content Manager and DB2 UDB Data Warehouse Edition, IBM has assembled a comprehensive set of BI and BPM building blocks for custom implementation of a wide range of BPM initiatives. In the past year, IBM acquired Bowstreet to further enhance its portal platform. In addition, IBM has partnered for additional technologies to fill out its offering. The solution is worth considering if a buyer has unique requirements or is deploying in a vertical market that can leverage IBM consulting skills. <a href="http://www.ibm.com">www.ibm.com</a>  |
| iDashboards          |              | ●          |               |                                |                     |                       |          |                |                      | This vendor produces a stand-alone Flash-based dashboard application that connects to the major relational databases including IBM DB2, Microsoft SQL Server and Oracle. The 4.5 release of iDashboards includes real-time Business Activity Monitoring (BAM) alerts through email and improved chart-creation capabilities. <a href="http://www.idashboards.com">www.idashboards.com</a>   |

|                             | Capabilities |            |               |                                |                     |                       | Profile  |                |                      | Comments               |  |
|-----------------------------|--------------|------------|---------------|--------------------------------|---------------------|-----------------------|----------|----------------|----------------------|------------------------|--|
|                             | Core         |            |               | BPM 2.0 Ready                  |                     |                       | Vertical | Global Support | Large Reference Base |                        |  |
|                             | Budgeting    | Dashboards | Consolidation | Business Intelligence for BPM* | BPM 2.0 Technology* | BPM 2.0 Applications* |          |                |                      | Operational Analytics* |  |
| <b>Informatica</b>          |              |            |               | ●                              | ●                   |                       |          |                | ●                    | ●                      | With its recent announcement of on-demand data integration, Informatica continues to extend its leadership in enterprise data-integration software, providing ties between disparate data sources within the enterprise. Its handling of volumes of unstructured, semi-structured and structured data becomes more important for companies that have an interest in BPM 2.0 capabilities. Recently announced extended relationships with Hyperion, Oracle, Salesforce.com and SAP provide benefits for clients of all three of these companies on a platform that has become the data-integration standard. <a href="http://www.informatica.com">www.informatica.com</a>   |
| <b>Information Builders</b> |              | ●          |               | ●                              | ●                   | ●                     |          |                | ●                    | ●                      | This BI leader recently announced its WebFocus Performance Management Framework (PMF) 3.1 offering as an extension into operational performance management. Combined with the iWay integration software platform, PMF improves access to information across the enterprise. PMF combines analytic, graphical, predictive and discovery aspects of performance management with cause/effect and leading-indicator analysis. Several features of this platform will strengthen an organization's chances of successfully deploying BPM 2.0 capabilities on disparate data and on an existing data warehouse. <a href="http://www.informationbuilders.com">www.informationbuilders.com</a>  |
| <b>Intersoft Lab</b>        |              |            |               | ●                              |                     |                       | ●        |                |                      |                        | This Russian Microsoft partner has developed a strong data-warehouse infrastructure for deploying BPM applications. Its solutions are worth the consideration of Russia- or CIS-based companies that want to deploy a BPM initiative on a locally supported platform. <a href="http://www.iso.ru/eng/">www.iso.ru/eng/</a>   |
| <b>ISIS Solutions</b>       |              | ●          |               |                                |                     | ●                     | ●        |                |                      |                        | ISIS stands out as a pure-play predictive analytics leader 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. <a href="http://www.isis-solution.com">www.isis-solution.com</a>  |
| <b>Microsoft</b>            |              | ●          |               | ●                              | ●                   |                       |          |                | ●                    | ●                      | Microsoft offers a strong set of tools for developing BPM solutions, and several vendors incorporate this toolset into their offerings. In 2006 the corporation acquired ProClarity to enhance data analysis and visualization technologies that work with Microsoft's BI platform. It also announced PerformancePoint Server, which will combine Microsoft's Business Scorecard Manager, Office system, SharePoint Portal Server, and the analysis and visualization technologies acquired from ProClarity for planning, budgeting, forecasting, consolidation and financial reporting applications. Microsoft is targeting general availability of the PerformancePoint Server for mid-year 2007. Pending release of the new platform, Microsoft directs organizations to their Business Scorecard Manager 2005 and the ProClarity 6.1 product – both commercially available today. <a href="http://www.microsoft.com">www.microsoft.com</a> |
| <b>Micro-Strategy</b>       |              | ●          |               | ●                              |                     |                       |          |                | ●                    | ●                      | Performance management starter kits built off the established MicroStrategy 8 platform are now available to help accelerate the deployment of operational analytics. In addition to expected financial reporting capabilities, customer analysis, HR, salesforce and sales/distribution analysis modules are now available. These kits offer prepackaged reports and scorecards that directly integrate with ERP systems (including a special SAP module) and provide sophisticated data-mining models. BPM 2.0 projects can be supported with these strong reporting and predictive analytics capabilities. <a href="http://www.microstrategy.com">www.microstrategy.com</a>  |
| <b>Panorama Software</b>    |              | ●          |               | ●                              | ●                   |                       |          |                | ●                    | ●                      | Building on strong partnerships with Microsoft and SAP, Panorama's NovaView 5 provides dashboard, reporting and data-visualization capabilities tightly integrated with source systems. Panorama reports progress in partnering with Microsoft's SQL Server 2005 and Office 2007 initiatives and is working on vertical market reporting applications. Most recently, Panorama announced an OEM relationship with Cartesis and is the first BI vendor to promote integration with Google Spreadsheets. This is a BI tool that should be on the short list of Microsoft or SAP shops. <a href="http://www.panoramasoftware.com">www.panoramasoftware.com</a>  |
| <b>QlikTech</b>             |              | ●          |               | ●                              | ●                   |                       | ●        |                | ●                    | ●                      | QlikView 7.5 enables sophisticated data analysis on a corporate network as well as on the desktop. Recent enhancements include further improvements in ease of use, administration and additional application development tools. This Swedish company also modified its pricing policy to enable pay-as-you-go terms as companies expand usage through the enterprise. QlikTech's service-oriented architecture (SOA) can be a powerful in-memory analysis platform to develop BPM 2.0 applications. <a href="http://www.qliktech.com">www.qliktech.com</a>  |
| <b>seemoredata</b>          |              | ●          |               | ●                              |                     |                       |          |                |                      |                        | This vendor, which operates in the United States and Australia, offers simplified reporting and dashboards from multiple data sources. <a href="http://www.seemoredata.com">www.seemoredata.com</a>  |
| <b>Symphony-RPM</b>         |              | ●          |               | ●                              |                     |                       | ●        |                | ●                    | ●                      | SymphonyRPM's enterprise application development platform is sold primarily through OEM agreements with software companies and system integrators developing performance management and business analytic applications. The current version 4.7 supports enhanced predictive analytics capabilities that assist new pricing support and partners' product lifecycle management applications. <a href="http://www.symphonyrpm.com">www.symphonyrpm.com</a>  |
| <b>Tableau Software</b>     |              | ●          |               | ●                              | ●                   |                       | ●        |                |                      | ●                      | Tableau provides exceptional data-visualization capabilities and integrates with virtually any data source. Recently the company extended its relationship with Hyperion, where Tableau powers Hyperion's Visual Explorer. Release 2.1 has enhanced exploratory navigation features and integration with multiple data sources in one view. This solution is targeted at the operational analytics area of BPM with access to Microsoft SQL Server 2005 Analysis Services, Hyperion and Oracle data sources. <a href="http://www.tableausoftware.com">www.tableausoftware.com</a>  |
| <b>Teradata</b>             | ●            | ●          | ●             | ●                              | ●                   | ●                     | ●        | ●              | ●                    | ●                      | This tools leader, a division of NCR Corp., recently announced Teradata Warehouse 8.2, extending its range of enterprise data warehousing products with support of financial planning, consolidation and profitability analysis applications. Teradata offers strong ETL capabilities with a large variety of source systems and specialized tools for detailed analytics. Recent improvements highlight benefits for specific vertical markets built upon Teradata's real-time data platform. <a href="http://www.teradata.com">www.teradata.com</a>  |

**TOOLS VENDORS**

Comments