

Market Guide for Corporate Planning Applications

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Analyst(s): Christopher Iervolino, John E. Van Decker

Application leaders in finance can leverage corporate planning solutions to satisfy specific budgeting, planning and financial modeling needs.

Key Findings

- A variety of financial planning solutions exist for organizations of all sizes for particular corporate planning processes, industries and geographies. These include strategic corporate performance management (SCPM) vendors as well as other corporate planning vendors not covered in Gartner's strategic CPM Magic Quadrant and Critical Capabilities studies.
- Assessing a wider variety of corporate planning applications provides different functional, geographic and cost options.

Recommendations

To help modernize finance and procurement applications, application leaders in finance should:

- Assess specialty corporate planning solutions when specific process or industry financial budgeting, planning or modeling support is required, or if seeking lower-cost alternatives.
- Use this research to widen their product selection choices, either for tactical point solutions or for the more strategic organizationwide corporate planning initiatives.

Market Definition

Corporate financial planning applications are the most widely used strategic corporate performance management (SCPM) solutions. Vendors supporting corporate financial planning processes vary in their focus. Some exclusively address the needs of the office of finance; others can also be configured to support certain planning requirements in other business domains, such as for operational risk or sales planning. Still others focus on particular industries. Application leaders in finance need to prioritize key financial planning and analytic needs, and ensure supporting processes are more collaborative, continuous and consistent (see "Modernizing Financial Planning and Analysis in Support of Performance Management").

The vendors described below may or may not support broader financial SCPM processes; this market guide largely includes vendors that are not covered in our Magic Quadrant for Cloud Strategic Corporate Performance Management Solutions. As this 2017 financial and strategic CPM research will be cloud-only, there are also a number of strategic CPM vendors included in this guide that have not yet met those cloud criteria. A number of these vendors also support more-specific process or industry needs. This research categorizes corporate financial planning vendors in terms of the most common processes that they support, some of the industry verticals in which they specialize, and other relevant information such as customer size (in terms of annual revenue) and geographic region. The processes include:

- **Financial budgeting** — The financial budgeting process is an office-of-finance control process that sets short-term targets for revenue, expenditure and cash generation. It typically uses general ledger classifications that describe financial goals and targets.
- **Financial planning** — Financial planning processes also consist of a financial modeling engine and include an integrated profit-and-loss balance sheet and cash-flow planning capability. This feature distinguishes SCPM from other analytics applications that create plans for other business domains, such as operations planning or marketing campaign planning.
- **Scenario analysis and modeling** — Certain corporate planning solutions go beyond the typical support of these processes and have additional modeling capabilities, ideally provided through in-memory computing (IMC). They allow for a more extensive use of scenarios and attributes, and faster performance, and can be used to more effectively link to operational planning beyond the finance organization and enable more-detailed cost and profitability modeling.
- **Predictive** — The use of sophisticated statistical methods to predict financial and business outcomes. Although not all vendors included in this study support all capabilities, examples include:
 - Forecasting trends using historical data and statistical calculations
 - Performing optimization calculations
 - Improving plan and forecast accuracy by providing a mathematically derived, probabilistic range of outcomes, independent of the effect of consolidating multiple, unrelated business forecast assumptions.

Although this latter capability is not available in most solutions and has not yet achieved a significant presence in the market, this will change. Current statistical methods will increasingly be complemented by machine-learning capabilities, empowered by access to broader operational, transactional datasets and leveraged by business users with access to more intuitive application interfaces. These machine-learning insights, along with the ability to test more sophisticated hypotheses, will help dramatically improve the way the CFO supports performance management across the organization.

- **Strategy management** — These capabilities typically employ scorecards and strategy maps to correlate objectives with one another, but they are more difficult to link with their underlying performance indicators, especially over time. Strategy maps seek to establish cause-and-effect relationships among factors that are key to financial success; however, these associations are

typically discovered and maintained through casual observation, intuition and gut feel. This method is inadequate, because the relationships between these metrics are often complex and change over time. Although certain approaches — such as the use of the balanced scorecard — have decreased in popularity, linking strategy formulation to tactical execution remains a critical capability in organizations, and certain corporate planning vendors help support these initiatives.

- **Cost and profitability modeling** — In the past, this has been enabled through point solutions, largely supported by IT, that provided best-practice costing capabilities. Newer solutions are easier to use and allow finance users to build and maintain their own models in support of multiple business needs, including profitability management.
- **Integrated workforce planning** — These capabilities focus more on the financial aspects of workforce planning by enabling managers to plan employee costs by forecasting full-time equivalent, head count, salary/pay rates and other employee-related expenses. These are largely financial planning tools and do not support broader human capital management and talent management needs such as identifying workforce requirements (resource requirements and talent inventory) and simultaneously helping users to understand how these requirements change as business needs change (see "Integrating Financial and Workforce Planning").
- **Integrated sales planning** — These capabilities extend office-of-finance-focused planning processes to include, or link more meaningfully to, sales planning. More often than not, these solutions do not support broader sales performance management processes; instead, they focus on the benefits derived by the office of finance when modeling their plans in coordination with more current and detailed sales plans (see "Three Best Practices for Integrating Financial and Sales Planning").
- **Integrated capital expenditure (capex) planning** — These capabilities extend office-of-finance-focused planning processes to include, or link more meaningfully to, functionality to support capital investment initiatives; typically, by allowing operational managers to model allocation of capex to capital projects and assets over a multiyear period. Corporate planning solutions typically support only a portion of capital planning needs; however, they often include the analyses and analytics required to support them.
- **Integrated supply chain planning** — These capabilities extend office-of-finance-focused planning processes to include, or link more meaningfully to, supply planning processes. Corporate planning solutions typically support only a portion of supply chain planning needs; however, the alignment of operational and financial measures within these processes is a characteristic of higher levels of supply planning maturity (see "Getting Ready for the Future: Strengthen Your Supply Chain Planning CORE").
- **Integrated revenue planning** — These capabilities extend office-of-finance-focused planning processes to include, or link more meaningfully to, plans that track revenue by SKUs, services, customers and so on.
- **Integrated project portfolio planning** — These capabilities extend office-of-finance-focused planning processes to include, or link more meaningfully to, plans that manage individual

projects. Corporate planning solutions typically support only a portion of project portfolio management needs, but they help link them to higher-level strategic plans.

Market Direction

The cloud, in-memory computing (IMC) and more-powerful embedded analytics are providing new opportunities to significantly improve the corporate planning process and to more effectively optimize organizational performance and guide strategic direction. This will become more important as competitive pressures necessitate the use of real-time feedback provided by customers, Internet of Things (IoT)-enabled devices and other sources for corporate planning. The office of finance must re-evaluate these competencies within the context of the new possibilities enabled by a wide variety of planning solutions.

Corporate budgeting, planning and modeling has always been an essential element of strategic CPM processes. Given the market demand for solutions that are easy to use and maintain, lower prices, and the expansion of use to include operational data and users, there is ample opportunity for a wide variety of corporate planning vendors in this space.

Market Analysis

Vendor and Product Information

See Tables 1 and 2.

Table 1. Vendor Information and Geographic Summary

Vendor	Headquarters	Company Website	Geographical Presence	Corporate Planning Products	Cloud, On-Premises or Both	North America	Latin America	Western Europe	Central/Eastern Europe	Middle East and Africa	Asia/Pacific
Advanced	Berkshire, U.K.	www.oneadvanced.com	U.K., Europe, N. America	Collaborative Planning	Both	2%	0%	98%	0%	0%	0%
Calumo	North Sydney, Australia	www.calumo.com	N. America, Australia	Calumo	Both	5%	0%	0%	0%	0%	95%
Corporater	Norway	http://corporater.com	Global	Business Management Platform	Both	30%	5%	30%	10%	20%	5%
CP Corporate Planning	Hamburg, Germany	www.corporateplanning.com	Europe, N. America, L. America	CP-Suite, CP-Sales, CP-Finance, CP-Cash, CP-Cockpit	Both	1%	10%	55%	25%	5%	4%
CXO Solutions	Utrecht, Netherlands	www.cxo-cockpit.com	U.S., EMEA	CXO-Cockpit	Both	30%	5%	60%	0%	0%	5%
deFacto Global	New York, U.S.	www.defactoglobal.com	N. America, S. America, W. Europe	deFacto Planning	Both	80%	5%	12%	0%	0%	3%
FinanceSeer	Chicago, U.S.	www.finance-seer.com	U.S., Global partners	FinanceSeer	Both	80%	0%	10%	0%	10%	0%

Vendor	Headquarters	Company Website	Geographical Presence	Corporate Planning Products	Cloud, On-Premises or Both	North America	Latin America	Western Europe	Central/Eastern Europe	Middle East and Africa	Asia/Pacific
Finario	Connecticut, U.S.	www.finario.com	Global	Capital Planning Suite	Cloud	74%	4%	14%	2%	2%	4%
Hicare Research	Turin, Italy	www.hicare.com	Europe	Luna Decision	Both	0%	0%	100%	0%	0%	0%
idu	Cape Town, South Africa	www.idusoft.com	Africa; APAC, UAE U.K.	idu-Concept	Both	1%	0%	2%	0%	85%	12%
insightsoftware.com	Ireland	https://gohubble.com	W. Europe, U.S., APAC, EMEA, L. America	Hubble Performance Management Suite	Both	55%	2%	29%	0%	5%	9%
Jonova	Washington, U.S.	www.jonova.com	U.S., Europe, APAC	Option Explorer	Both	40%	0	50%	0	0	10%
Kepion	Washington, U.S.	www.kepion.com	N. America, L. America, APAC, Europe, Africa	Kepion Planning, Kepion Reporting	Both	25%	15%	15%	20%	5%	20%
KPISoft	Singapore	www.kpisoft.com	APAC, Europe	Performance Accelerator Suite	Cloud	0%	0%	20%	0%	0%	80%
LucaNet	Berlin, Germany	www.lucanet.com	N. America, L. America, Europe, APAC	Planning, Reporting	Both	0%	0%	98%	0%	0%	2%

Vendor	Headquarters	Company Website	Geographical Presence	Corporate Planning Products	Cloud, On-Premises or Both	North America	Latin America	Western Europe	Central/Eastern Europe	Middle East and Africa	Asia/Pacific
Metapraxix	London, U.K.	www.metapraxix.com	U.K., U.S., Nordics	Metapraxix Empower 9.1	Both	41%	0%	59%	0%	0%	0%
Planview	Texas, U.S.	www.planview.com	N. America, Europe	Planview Enterprise	Both	59%	0%	38%	0%	0%	2%
Prevedere	Ohio, U.S.	www.prevedere.com	N. America	Predictive Sales Planning, Financial Forecasting Intelligence, Predictive Demand Planning	Cloud	90%	0%	5%	0%	0%	5%
prevero	Munich, Germany	www.prevero.com	Europe, APAC, N. America	prevero 10	Both	1%	0%	25%	70%	0%	4%
Prophix	Mississauga, Canada	www.prophix.com	Global	Financial Planning	Both	69%	13%	7%	7%	4%	0%
Quantrix	Maine, U.S.	www.quantrix.com	Worldwide	Quantrix Modeler	Both	45%	10%	25%	5%	10%	5%
River Logic	Texas, U.S.	www.riverlogic.com	Worldwide	EO, Enterprise Manager	Both	60%	5%	30%	5%	0%	0%
Sigma Conso	Belgium	www.sigmaconso.com	Europe, APAC, Africa	Sigma Conso Planning	On-premises	0%	0%	91%	1%	2%	6%

Vendor	Headquarters	Company Website	Geographical Presence	Corporate Planning Products	Cloud, On-Premises or Both	North America	Latin America	Western Europe	Central/Eastern Europe	Middle East and Africa	Asia/Pacific
Solver	California, U.S.	www.solveglobal.com	Worldwide	BI360	Both	60%	10%	10%	5%	5%	10%
XLerant	Connecticut, U.S.	http://xlerant.com	U.S.	BudgetPak	Cloud	98%	0%	1%	0%	1%	0%

APAC = Asia/Pacific; EMEA = Europe, the Middle East and Africa; UAE = United Arab Emirates; L. America = Latin America; N. America = North America; S. America = South America; W. Europe = Western Europe

Source: Gartner (May 2017)

Table 2. Functional, Industry and User Characteristics Summary

Vendors	Product Features						Financial Planning Support						Presence by Organization Size (Revenue)				Industry Specializations*	
	Financial Planning	Financial Budgeting	Scenario Analysis	Predictive	Strategy Management	Cost and Profitability Modeling	Workforce Planning	Sales Planning	Capital Planning	Supply Chain Planning	Revenue Planning	Project Portfolio Planning	Less Than \$250 Million	\$250 Million to \$1 Billion	\$1 Billion to \$10 Billion	More Than \$10 Billion	(If Applicable)Industry Vertical #1	(If Applicable)Industry Vertical #2
Advanced	√	√	√	√	X	√	√	√	√	X	√	√	30%	53%	15%	2%	N/A	N/A
Calumo	√	√	√	√	√	√	√	√	√	√	√	√	50%	45%	5%	0%	N/A	All
Corporater	√	√	√	√	√	X	√	√	√	√	√	√	35%	35%	20%	10%	N/A	N/A
CP Corporate Planning	√	√	√	√	√	√	√	√	√	X	√	√	65%	30%	5%	0%	H'care	Higher Ed
CXO Solutions	√	√	√	√	√	X	X	X	X	X	X	X	0%	25%	40%	35%	N/A	N/A
deFacto Global	√	√	√	√	X	√	√	√	√	√	√	√	25%	50%	15%	10%	N/A.	N/A
FinanceSeer	√	X	√	√	√	X	X	X	X	X	X	X	10%	15%	50%	25%	N/A	N/A
Finario	√	√	√	X	X	X	X	X	√	X	X	√	5%	25%	50%	20%	N/A	N/A

Vendors	Product Features						Financial Planning Support						Presence by Organization Size (Revenue)				Industry Specializations*	
	Financial Planning	Financial Budgeting	Scenario Analysis	Predictive	Strategy Management	Cost and Profitability Modeling	Workforce Planning	Sales Planning	Capital Planning	Supply Chain Planning	Revenue Planning	Project Portfolio Planning	Less Than \$250 Million	\$250 Million to \$1 Billion	\$1 Billion to \$10 Billion	More Than \$10 Billion	(if Applicable)Industry Vertical #1	(if Applicable)Industry Vertical #2
Hicare Research	√	√	√	X	√	√	X	√	√	√	√	√	10%	10%	40%	50%	Pharm.	Ins.
idu	√	√	√	X	X	X	√	√	√	√	√	√	2%	68%	30%	0%	N/A	N/A
insightsoftware.com	√	√	√	X	√	√	√	√	√	√	√	X	47%	25%	23%	6%	Real Estate	Energy
Jonova	√	√	√	√	√	√	√	X	√	√	√	√	0%	20%	30%	50%	Life Sci.	Aero
Kepion	√	√	√	X	√	√	√	√	√	√	√	√	15%	35%	30%	20%	Manu.	H'care
KPISoft	X	X	X	√	√	X	X	√	X	X	√	X	0%	10%	20%	70%	N/A	N/A
LucaNet	√	√	√	X	X	√	√	√	√	X	√	X	79%	20%	1%	0%	N/A	N/A
Metapraxis	√	√	√	√	√	√	X	√	√	X	√	X	14%	9%	21%	56%	N/A	N/A
Planview	√	√	√	X	√	X	√	X	√	X	√	√	30%	15%	41%	14%	N/A	N/A

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Prevedere	√	√	√	√	√	√	X	√	√	√	√	X	10%	20%	40%	30%	N/A	N/A
prevero	√	√	√	√	√	√	√	√	√	√	√	√	15%	40%	40%	5%	N/A	N/A
Prophix	√	√	√	√	√	√	√	√	√	√	√	√	61%	8%	31%	1%	N/A	N/A
Quantrix	√	√	√	√	X	√	√	√	√	√	√	√	65%	20%	10%	5%	Fin. Svcs	Energy
River Logic	√	√	√	√	√	√	√	√	√	√	√	√	10%	20%	30%	40%	N/A	N/A
Sigma Con-so	√	√	√	√	√	√	√	√	√	√	√	√	57%	29%	9%	4%	Const.	Private Equity
Solver	√	√	√	√	√	√	√	√	√	√	√	√	60%	30%	9%	1%	N/A	N/A
XLerant	√	√	√	√	√	X	√	X	√	X	√	X	20%	75%	5%	0%	Higher Ed	Biz. Svcs

* These vendors represent cross-industry, corporate planning vendors, although some have industry-specific offerings as indicated.
X = not supported; √ = Vendor claims core product capabilities or that the solution can be configured to support this need, and that viable use cases exist

Vendors	Product Features						Financial Planning Support					Presence by Organization Size (Revenue)				Industry Specializations*		
	Financial Planning	Financial Budgeting	Scenario Analysis	Predictive	Strategy Management	Cost and Profitability Modeling	Workforce Planning	Sales Planning	Capital Planning	Supply Chain Planning	Revenue Planning	Project Portfolio Planning	Less Than \$250 Million	\$250 Million to \$1 Billion	\$1 Billion to \$10 Billion	More Than \$10 Billion	(if Applicable)Industry Vertical #1	(if Applicable)Industry Vertical #2
Biz. Svcs = business services; Const. = construction; Fin. Svcs = financial services; H'care = healthcare; Higher Ed. = higher education; Life Sci. = life sciences; Manu. = manufacturing; Pharma = pharmaceuticals																		

Source: Gartner (May 2017)

Representative Vendors

The vendors listed in this Market Guide do not imply an exhaustive list. This section is intended to provide more understanding of the market and its offerings.

Advanced

Collaborative Planning is a web-based budget management solution that helps control the preparation and monitoring of budgets. It provides visibility across budgeting, planning and forecasting processes and helps pinpoint areas of concern for investigation. It has a spreadsheet look and feel, to ease adoption, and allows budgets and plans to be shared with all budget managers as part of the budget setting and monitoring process. It can be configured to automatically load data from required line-of-business applications without the need for manual data input and re-entry.

Calumo

Calumo is an enterprise cloud and on-premises solution that supports the finance function in midmarket to large organizations. Calumo uses web, Microsoft Excel, Word and PowerPoint, and mobile interfaces to provide flexible reporting, budgeting and planning. It leverages Microsoft SQL Server and connects to most ERP and other source systems. Calumo enables report building for business users, can be configured/supported by the finance function and other business domains and supports complex business models.

Corporater

Corporater enables a broader view of corporate planning by supporting it within a business context that is built to support the corporate strategy. This combines planning, monitoring and analytics to support execution. Corporater's approach to corporate planning connects budgeting and planning process with objectives, metrics, goals, risks, financial resources, projects and activities to support management decisions and the related business outcomes.

CP Corporate Planning

CP Corporate Planning's suite of integrated modules support planning, forecasting, reporting and analysis with a uniform user experience for corporate planning and budgeting as well as operational management, statutory consolidation, risk and opportunity management. CP-Suite is used by finance and other business domain users. Prebuilt models are available to help speed implementations.

CXO Solutions

CXO-Cockpit offers a prebuilt performance reporting platform that integrates with popular financial and strategic CPM solutions without IT dependence. It offers finance planning and analysis professionals collaborative planning and reporting capabilities that include report narratives. CXO-

Cockpit supports centrally governed planning and reporting processes. Additional capabilities include financial storytelling and context-sensitive workflow collaboration.

deFacto Global

The deFacto Planning solution is a Microsoft-centric, model-based corporate planning budgeting and modeling platform used by global enterprises and midmarket organizations. It supports budgeting, forecasting, consolidation, reporting and machine-learning-based analytics. The deFacto Planning solution can be configured and supported by finance and other business domain users. It provides the ability to develop and share integrated models across the organization. It leverages any business intelligence tool for analysis and visualization and integrates with all ERPs and any data source.

FinanceSeer

FinanceSeer is a purpose-built strategic planning solution used by senior management to create, discuss and debate their unique perspectives and alternative scenarios in order to establish consensus on the proper allocation of long-term business resources. FinanceSeer also supports activities such as investment/acquisition screening and treasury/capital planning analysis. It complements existing budgeting solutions, further alleviating reliance on spreadsheets.

Finario

Finario provides a comprehensive capital and portfolio management solution for large organizations. It integrates with existing strategic CPM/EPM solutions and ERP systems to provide capex-specific functionality. Finario provides capital planning, budgeting and forecasting support as well as capex request and approval workflow automation to provide visibility across the full capital investment life cycle. Finario is cloud-based, and provides collaboration capabilities from any internet-connected device.

Hicare Research

Luna Decision supports corporate financial planning as well as profitability analysis, planning activities in other business domains, and forecasting and simulation. Luna Decision provides visualization and reporting capabilities to support decision making involving high data volumes and integrations from diverse data sources. Luna can be deployed via HTTP by business users and it supports write-back and mobile use. Mobile reporting and collaboration capabilities are also available.

idu

The idu-Concept solution supports corporate financial budgeting, planning and reporting and provides specific modules for revenue budgeting, reporting and asset management. The idu-Concept solution also supports integrated corporate financial and operational planning and monitoring. Idu positions its solution as providing a "platform of ownership" targeted to provide management control across the organization. The solution is web-based (either on-premises or cloud) and embeds Microsoft Power BI for reporting and analysis.

insightsoftware.com

The Hubble offering from insightsoftware.com is a suite of integrated performance management solutions utilizing a common, real-time planning, analytics and reporting platform. Hubble supports operational and corporate budgeting and planning, performance reporting and modeling. Hubble is often used to provide enhanced performance reporting, including both financial and detailed transactional reporting, from Oracle's JD Edwards and E-Business Suite, and SAP ERP solutions.

Jonova

Jonova's solutions are used for strategic planning, financial planning and analysis, and long-range cash-flow and profitability analysis. Jonova is most often used to model the physics of supply chain flow (market-product-plant allocation, inventory build, personnel/shift requirements, and resource constraints), especially for mature sales and operations planning/integrated business planning processes supporting longer-term supply chain planning and modeling. Jonova can also support predictive analytics by incorporating a broad set of cost drivers. It also provides collaboration features that allow teams of users to synchronize their assumptions.

Kepion

Kepion provides a planning platform supporting SCPM process and providing analytics for finance, sales, marketing, HR and operations. Kepion supports both strategic financial and strategic operational planning processes, providing dashboards and key performance indicator (KPI) tracking as well as reporting and analytics. Kepion leverages the Microsoft Azure and SQL Server platforms, integrates with Microsoft Power BI for visualizations, and integrates with Microsoft Dynamics, SAP and other ERP systems. Kepion partners with River Logic for prescriptive analytics and scenario analysis.

KPISoft

KPISoft's Performance Accelerator Suite helps corporations focus on their performance across dimensions. It helps executives manage performance, support specific business improvement initiatives and enhance employee productivity. It is a cloud-based platform that uses artificial intelligence, analytics and data visualizations in conjunction with employee performance management tools to support strategic alignment. The solution provides and supports jointly defined scorecards, individual KPI/goal tracking, collaboration and task lists as well as employee- and team-coaching features.

LucaNet

LucaNet offers corporate financial budgeting and planning as well as financial CPM support (adhering to international audit and control standards) delivered via a standardized data model. LucaNet's solution can be configured and supported by finance and other business domain users to support a variety of financial reporting and planning requirements. LucaNet provides prebuilt interfaces for self-serve data analysis and reporting, and provides drill-downs to transactional data as well as operational detail contained in individual documents.

Metapraxis

Metapraxis' approach to corporate planning is one that specializes in analytics solutions for finance teams in complex businesses. Its Empower software is designed to model the business and incorporate relevant internal and external datasets, to provide a platform for planning, analyzing and reporting. It enables finance and other business users to utilize prescriptive and predictive analytics in order to augment analytics capabilities in support of improved decision making.

Planview

Planview focuses on portfolio management solutions to plan and measure investments and returns for capital initiatives, products and services. Its solutions can track capital, manage spend and forecast incremental revenue at lower levels of detail, such as by department and product or service. Planview solutions also support top-down strategic planning, scenario planning, and reforecasting, while integrating with financial budgeting and ERP systems.

Prevedere

Prevedere supports corporate planning by providing analytics software solutions that monitor global economic conditions for future threats to business performance. Using predictive and other machine-learning methods, Prevedere continuously monitors millions of global economic and consumer behavior data points alongside internal KPIs to develop data-driven short-range to long-range forecasts. These forecasts support financial, sales, operational and strategic planning. Prevedere integrates with existing platforms such as those from SAP, Oracle, Tableau, Microsoft and others.

prevero

A Unit4 company, prevero provides a platform to support planning, forecasting, budgeting and reporting. Prevero provides extraction, transformation and loading (ETL) support as well as reporting, workflow, dashboarding and analytics. Its solution provides a broad set of application building and modeling functions, as well as prebuilt and function-specific models. Used for a variety of purposes, such as sales planning and materials pricing, prevero supports complex models and provides advanced analytics such as goal seeking and hyperbolic tree visualizations, as well as predictive capabilities.

Prophix

Prophix provides financial and strategic CPM solutions that support and automate financial and operational processes. Prophix is largely used by midmarket organizations to support budgeting, planning and forecasting, dashboards, modeling, analysis, financial consolidation, and collaboration. Prophix can be configured and supported by finance and other business domain users and can also support more detailed sales, workforce, project and revenue planning.

Quantrix

Quantrix is a business unit of IDBS, a worldwide provider of data management and analytics solutions. The Quantrix modeling and analytics tool supports integrated business planning, modeling and forecasting of both financial and nonfinancial data. Quantrix can be configured and supported by finance and other business domain users. Users can share Quantrix multidimensional models on-premises and in the cloud.

River Logic

River Logic supports corporate planning and its prescriptive analytics and planning platform is designed to be configured and supported by finance and other business users. This vendor's solution provides cross-functional optimization models to allow business users to collaborate in using what-if scenarios on an ongoing basis to produce mathematically optimized, feasible plans. Its visual modeling interface is code-free — to help speed step-wise deployments of a broad range of optimization use cases — and embedded financials provide customer margin and product profitability analysis.

Sigma Conso

Sigma Conso Planning is a budgeting and strategic and operational planning application that provides analytics and forecasting capabilities. For a more integrated approach, it provides planning support for both financial and operational data. The solution leverages dashboards and information visualizations and supports various planning methodologies such top-down, bottom-up or activity-based. Sigma Conso Planning can be configured and supported by finance and other business domain users.

Solver

Solver provides BI360, a midmarket CPM suite for Microsoft Dynamics AX, GP, NAV, SL, and Dynamics 365, SAP Business One, Sage 100, Sage 300, Sage 500, Sage X3, Epicor, Intacct, Acumatica, NetSuite and other ERP systems. BI360 is a budgeting and forecasting, dashboard, reporting and consolidations, and data warehouse solution. It is sold through a worldwide network of resellers. Both on-premises and cloud versions of BI360 are offered.

XLerant

XLerant offers BudgetPak, a cloud-based budgeting, forecasting and reporting solution for midsize enterprises. It offers a guided process approach for finance teams as well as nonfinancial, non-Microsoft Excel users. BudgetPak leverages table-driven logic rules, provides prebuilt reports and integrates with Excel. XLerant supports detailed planning and forecasting, and initiative planning, and can provide support for strategic objectives.

Market Recommendations

No one vendor can provide a technology framework to support all combined strategic financial and operational planning, especially within large and complex organizations. However, corporate planning vendors — together with other SCPM vendors — can provide the "glue" to link various aspects of strategic and operational plans to financial and enterprise performance targets (see "Finance IT Leaders Must Use Bimodal to Improve Performance Management"). The vendors in this market space are leveraging in-memory computing, cloud, mobile and social computing to varying degrees, and may provide unique capabilities not found in other strategic CPM offerings. As these computing forces continue to enable new performance management capabilities, so new solutions, standards and approaches should be evaluated to address persistent, organizationwide planning and performance management disconnects.

Many of the solutions in this market are evolving to support a larger number of diverse users. This requires higher levels of performance, improved data integration and user collaboration, and capable embedded analytics. Finance application leaders should evaluate a wide variety of corporate planning solutions when their functional requirements are not met by other strategic CPM vendors and/or when additional functionality is required to support specific business domains, industries or processes.

Acronym Key and Glossary Terms

SCPM	strategic corporate performance management
capex	capital expenditure
CPM	corporate performance management
KPI	key performance indicator

Gartner Recommended Reading

Some documents may not be available as part of your current Gartner subscription.

"Modernizing Financial Planning and Analysis in Support of Performance Management"

"Finance Moving to the Cloud: The Steps to Take and the Benefits You Can Expect"

"How to Evaluate SaaS Corporate Performance Management Solutions"

"Survey Analysis: Gartner-FEI Study Helps You Understand the CFO's Technology View in 2016"

"Magic Quadrant for Strategic Corporate Performance Management Solutions"

"Magic Quadrant for Financial Corporate Performance Management Solutions"

"Critical Capabilities for Strategic Corporate Performance Management Solutions"

"Critical Capabilities for Financial Corporate Performance Management Solutions"

GARTNER HEADQUARTERS**Corporate Headquarters**

56 Top Gallant Road
Stamford, CT 06902-7700
USA
+1 203 964 0096

Regional Headquarters

AUSTRALIA
BRAZIL
JAPAN
UNITED KINGDOM

For a complete list of worldwide locations,
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