

CAmagazine

2007 Corporate Performance Management / Business Intelligence Survey

Question - Highlighted questions indicate a difference from the previous year:	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Exact Business Analytics Enterprise	NovaView
Additions					
Changes					
Product					
Product	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Exact Business Analytics Enterprise	NovaView
Vendor	Dynac Inc.	Dynac Inc.	Epicor	Exact Software	Panorama Software
Version	3.200	1.4	7.3.6a	4.6	5 Release 2
Release date (mmm-yy)	Jan-07	Aug-06	Jan-07	Jun-07	Nov-06
Contact					
Name	Gary MacFarlane	Gary MacFarlane	Epicor Product Specialist	Sales	Oudi Antebi
Telephone	519.745.7590	519.745.7590	800-999-6995	888-210-5717	425-369-6091
E-mail	info@dynactools.ca	info@dynactools.ca	info@epicor.com	info@exactsoftware.ca	oudia@panorama.com
Website	www.axlestudio.com	www.dynactools.ca	www.epicor.com	www.exactsoftware.ca	www.panorama.com
Cost (Canadian dollars)					
Licence based					
Average cost per user	\$1,095	575	\$750	\$700	\$200
Average no. of users	25	10	50	40	1,500
Average cost	\$27,375	\$5,750	\$37,500	\$28,000	\$300,000
Ratio - average implementation cost/licence cost	1.00	1.00	0.75	0.50	0.50
Average implementation cost	\$27,375	\$5,750	\$28,125	\$14,000	\$150,000
Total licence based	\$54,750	\$11,500	\$65,625	\$42,000	\$450,000
Annual maintenance %	20%	20%	20%	18%	20%
Annual maintenance dollars	\$5,475	\$1,150	\$7,500	\$5,040	\$60,000
Support included in maintenance fee	No	No	Yes	Yes	Yes
ASP (Application service provider) based					
Average annual fee / user					

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Question - Highlighted questions indicate a difference from the previous year:	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Exact Business Analytics Enterprise	NovaView
Average no. of users					
Average annual fees					
Average implementation costs/average fees - year one					
Average implementation costs					
Total ASP based - 1st year					
Support included in ASP fee					
Applications					
Business intelligence	Yes	Third party	Yes	Yes	Yes
Strategic planning	Third party	Yes	No	No	Third party
Budgeting and Forecasting	Third party	Yes	Yes	No	Third party
Consolidation	Third party	Yes	Yes	Yes	Third party
Scorecarding	Yes	Third party	Yes	Yes	Yes
Dashboard	Yes	Third party	Yes	Yes	Yes
Profile					
World head office	Kitchener, Ontario	Kitchener, Ontario	Ivine, CA, USA	Delft, The Netherlands	Toronto, ON
Canadian head office	Kitchener, Ontario	Kitchener, Ontario	Mississauga, ON	Cambridge, ON	Toronto
No. of customers - worldwide - all products			20,000+	180,000	1,350
No. of customers - worldwide - this product	6,000	150	9,000+		1,350
No. of customers - Canada - all products			800+		150
No. of customers - Canada - this product			700+		150
Revenue 2006 - CAD - all products (est.)			\$420M	\$319M	
Revenue 2006 - CAD - this product (est.)			\$10M		
Revenue 2005 - CAD - all products			\$350M	\$266M	
Revenue 2005 - CAD - this product			\$9M		
Target market					
Average revenue/customer (CAD)	\$50M-\$200M	\$10M-\$49M	\$50M-\$200M	>\$200M	>\$200M
Average no. of employees/customer	100-499	100-499	100-499	100-499	>500

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Question - Highlighted questions indicate a difference from the previous year:	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Exact Business Analytics Enterprise	NovaView
Industry classification based on The North American Industry Classification System (NAICS) - see http://www.naics.com/info.htm#Structure for more about NAICS (approximate % of implementations)					
11 Agriculture, forestry, fishing and hunting			2%		
21 Mining			1%		
22 Utilities			2%		5%
23 Construction			5%		5%
31-33 Manufacturing			15%	80%	20%
42 Wholesale trade			6%	15%	
44-45 Retail trade			5%		10%
48-49 Transportation and warehousing			3%		
51 Information			10%		10%
52 Finance and insurance			10%		10%
53 Real estate and rental and leasing					
54 Professional, scientific, and technical services			15%		5%
55 Management of companies and enterprises			5%		5%
56 Administrative and support and waste management and remediation services			0%		
61 Education services			1%		5%
62 Health care and social assistance			5%		5%
71 Arts, entertainment and recreation			5%		5%
72 Accommodation and food services			4%		
81 Other services (except public administration)			1%		10%
92 Public administration			5%		5%
Total			100%	95%	100%
Technology					

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Question - Highlighted questions indicate a difference from the previous year:	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Exact Business Analytics Enterprise	NovaView
Supported database (% of implementations)					
Microsoft SQL Server	Supported	Supported	100%	70%	40%
Oracle	Supported	Supported		3%	30%
Pervasive SQL	Supported	Supported		2%	
IBM DB2	Supported	Supported		25%	20%
Sybase	Supported	Supported			10%
Informix	Supported	Supported			
Access	Supported	Supported			
Btrieve	Supported	Supported			
Proprietary	Supported	Supported			
FoxPro	Supported	Supported			
Progress	Supported	Supported			
MySQL	Supported	Supported			
Other	Supported	Supported			
Total			100%	100%	100%
Supported networks (% of implementations)					
Microsoft	Supported	Supported	100%	100%	70%
Linux	Supported	Supported			5%
Unix	Supported	Supported			10%
AIX	Supported	Supported			
Novell Netware	Supported	Supported			10%
IBM AS/400 (OS/400)	Supported	Supported			5%
IBM S/390	Supported	Supported			
Other	Supported	Supported			
Total			100%	100%	100%
Development tools used to build application	Visual Stidio.net with C# and vb dotnet	Borland Delphi, VBA	VSA, C#, C++	Delphi, C++	
Report writer used - which one(s)?	Various Embedded in Axle Studio	DynacViews	Proclarity, FRx	Own	NovaView
Data Extract Transform Load (ETL) tools - which one(s)?	ODBC and OleDb	ODBC	MS SQL Analysis	Own	BW and SQL Server

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Question - Highlighted questions indicate a difference from the previous year:	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Exact Business Analytics Enterprise	NovaView
Cubes supported - which one(s)?	all major OLAP, Microsoft, SQL, Oracle,		MS SQL Analysis	Own, MS SQL	SAP BW, SQL AS, Essbase
Existing integration to accounting and ERP systems - which systems?	All accounting/ERP sources	All systems from Simply Accounting to SAP and everything in between	Epicor - also open version for other ERP	Agilisys, BPCS, Macola, Progression, Globe Enterprise, JD Edwards, Infor, MAPICS, Penta Software, PRISM, Workwise,	SAP
Existing integration to customer relationship management systems - which systems?	any CRM system	Custom	Database connectivity built in	Exact e-Synergy	SAP, Siebel
Existing integration to payroll systems - which systems?	any payroll system	Custom	Database connectivity built in		
Existing integration to HRMS systems - which systems?	any HRMS system	Custom	Database connectivity built in	Exact e-Synergy	
Available from Application Service Provider	No	No	No	No	
Approx. no. of implementations				250+	
2-tier, 3-tier or n-tier architecture	n-Tier	2-Tier	2-Tier	3-Tier	
Metadata standard supported				Proprietary	yes
Maximum size of OLAP cube	No limit			Couple million records	unlimited (whatever platform supports)
Generic					
Integration of applications in Section D.	Yes	Yes	Yes	Yes	Yes
Share same database	Yes	Yes	Yes	Yes	Yes
Same user interface	Yes	Yes	No	Yes	No
Integrated	Yes	Yes	Yes	Yes	Yes
Dashboard	Yes	Yes	Yes	Yes	Yes
Role specific	Yes	Third party	Yes	Yes	Yes
Graphical	Yes	Third party	Yes	Yes	Yes
Drill down to:					
Business Intelligence	Yes	Third party	Yes	Yes	Yes
Consolidation	Yes	Yes	Partly	Yes	Third party
Budgeting and forecasting	Yes	Yes	Yes	Customization	Third party
Scorecarding	Yes	Third party	Yes	Yes	Yes
Excel integration	Yes	Yes	Yes	Yes	Yes

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Question - Highlighted questions indicate a difference from the previous year:	Exact Business Analytics				
	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Enterprise	NovaView
Formatting intact	Yes	No	Yes	Yes	Yes
Formulas intact	Yes	No	No	No	Yes
Business Intelligence					
Analytic functionality	Yes	Yes	Yes	Yes	Yes
Bubble up exceptions	Yes	Yes	Yes	Yes	Yes
Drill down	Yes	Yes	Yes	Yes	Yes
Drill through to source data	Yes	Yes	Yes	Yes	Yes
Ranking	Yes	Yes	Yes	Yes	Yes
Sorting	Yes	Yes	Yes	Yes	Yes
Restrict results by date range	Yes	Yes	Yes	Yes	Yes
Includes dashboard	Yes	Yes	Yes	Yes	Yes
Time trending (for example, over 12 months)	Yes	Yes	Yes	Yes	Yes
Pareto filtering (automatically groups the categories that amount to less than 20% of a row or column total into "other")	Yes	Yes	Yes	Yes	Yes
Calculations					
Counts	Yes	Yes	Yes	Yes	Yes
Percentage of total	Yes	Yes	Yes	Yes	Yes
Allocations	Yes	Yes	Yes	Yes	Yes
Total and Sub-total	Yes	Yes	Yes	Yes	Yes
Create OLAP cubes	Yes	Yes	Yes	Yes	Yes
Data extraction and transformation tools	Yes	Yes	Yes	Yes	Third party
Incremental extraction	Yes	Yes	Yes	Yes	Third party
Impact analysis - objects impacted by change	Yes	Yes	No	Yes	Yes
Can schedule process to run overnight	Yes	Yes	Yes	Yes	Yes
Formatting					
By dimension	Yes	Yes	Yes	Yes	Yes
By level	Yes	Yes	Yes	Yes	Yes
By cell	Yes	Yes	Yes	Yes	Yes
Zero-row suppression	Yes	Yes	Yes	Yes	Yes
Conditional formatting by cell, e.g., highlight cells below threshold	Yes	Yes	Yes	Yes	Yes

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Question - Highlighted questions indicate a difference from the previous year:	Exact Business Analytics				
	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Enterprise	NovaView
Returns text (e.g., if value > 90, returns "excellent")	Yes	Yes	No	Yes	Yes
French version	No	No	No	No	Yes
Screens	Yes	Yes	No	No	Yes
Reports	Yes	Yes	No	No	Yes
Documentation	Yes	Yes	No	No	Yes
Metadata	Yes	Yes	Yes	Yes	Yes
OLAP functionality	Yes	Yes	Yes	Yes	Yes
Skip missing levels - support ragged dimensions	Yes	Yes	Yes	Yes	Yes
Write back	Yes	Yes	Yes	No	Yes
With audit trail	Yes	Yes	No	No	Yes
Includes charting tools	Yes	Yes	Yes	Yes	Yes
Access multiple cubes at a time	Yes	Yes	Yes	Yes	Yes
Excel client	Yes	Yes	Yes	Yes	Yes
Internet Explorer client	Yes	Yes	Yes	Yes	Yes
Netscape client	Yes	Yes	No	Yes	Yes
Geographical representation	Yes	Yes	Yes	Yes	Yes
Drag and drop	Yes	Yes	Yes	Yes	Yes
Attach notes to cube	Yes	Yes	Yes	Yes	Yes
Attach notes to cells	Yes	Yes	Yes	No	Yes
Attach files to cube	Yes	Yes	Yes	Yes	Yes
Attach files to cells	Yes	Yes	No	Yes	Yes
Password security	Yes	Yes	Yes	Yes	Yes
By company	Yes	Yes	Yes	Yes	Yes
By department or division	Yes	Yes	Yes	Yes	Yes
By menu	Yes	Yes	Yes	Yes	Yes
By function (view, add, change, delete)	Yes	Yes	Yes	Yes	Yes
By dimension	Yes	Yes	Yes	Yes	Yes
By level	Yes	Yes	Yes	Yes	Yes
By cell	Yes	Yes	Yes	Yes	Yes
Respect active directory authentication	Yes	Yes	Yes	Yes	Yes
Respect database security	Yes	Yes	Yes	Yes	Yes
Portal generation that includes HTML reports	Yes	Yes	Yes	Yes	Yes
Report writer	Yes	Yes	Yes	Yes	Yes

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Question - Highlighted questions indicate a difference from the previous year:	Exact Business Analytics				
	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Enterprise	NovaView
Web-based	No	No	Yes	Yes	Yes
Generate cube	Yes	Yes	Yes	Yes	Yes
Drag and drop	Yes	Yes	Yes	Yes	Yes
WYSIWYG report design	Yes	Yes	Yes	Yes	Yes
Technology			Yes		
API-enabled (SDK provided)	No	No	No	No	Yes
Web-based (only need browser at client)	No	No	Yes	Yes	Yes
For entire application			No	No	Yes
Support for .NET web services	No	No	Yes	Yes	Yes
Support for Java web services	No	No	No	Partly	Yes
Transfer data to:					
Report writer	Yes	Yes	Yes	Yes	Yes
Excel	Yes	Yes	Yes	Yes	Yes
PivotTable	Yes	Yes	Yes	Yes	Yes
HTML	Yes	Yes	Yes	Yes	Yes
PDF	Yes	Yes	No	Yes	Yes
PowerPoint	Yes	Yes	Yes	Yes	Yes
XML	Yes	Yes	No	Yes	Yes
Views					
Crosstabs	Yes	Yes	Yes	Yes	Yes
Charts	Yes	Yes	Yes	Yes	Yes
Both crosstabs and chart at the same time	Yes	Yes	Yes	Yes	Yes
Work flow	Yes	Yes	Yes	Customization	Yes
Alerts can be automatically triggered	Yes	Yes	Yes	Partly	Yes
Consolidation					
Analysis Codes	Yes	Yes	Yes	Yes	Third party
Attach to accounts or g/l segments	Yes	Yes	Yes	Yes	Third party
Journal entries	Yes	Yes	Yes	N/A	Third party
Manual	Yes	Yes	Yes	N/A	Third party
Recurring	Yes	Yes	Yes	N/A	Third party
Automated for currency translation gains/losses	Yes	Yes	Yes	N/A	Third party
Automated for Intercompany eliminations	Yes	Yes	Yes	N/A	Third party

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Question - Highlighted questions indicate a difference from the previous year:	Exact Business Analytics				
	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Enterprise	NovaView
Reclassification journal entry - EG used to generate cash flow report or balance sheet	Yes	Yes	Yes	No	Third party
Intercompany processing	Yes	Yes	Yes	Partly	Third party
Automated balancing	Yes	Yes	Yes	No	Third party
Consolidation processor	Yes	Yes	Yes	Yes	Third party
Consolidate actuals and budgets	Yes	Yes	Yes	Yes	Third party
Consolidate statistical ledgers such as headcounts	Yes	Yes	Yes	Partly	Third party
Incremental for entities that have changed	Yes	Yes	Yes	Yes	Third party
Different fiscal periods	Yes	Yes	Yes	Yes	Third party
Different fiscal calendars	Yes	Yes	Yes	Yes	Third party
Short year-ends	Yes	Yes	Yes	Yes	Third party
Multiple levels or tiers	Yes	Yes	Yes	Yes	Third party
Automated Intercompany eliminations to first common parent	No	No	No	No	Third party
Data collection	Yes	Yes	Yes	Yes	Third party
Online over the internet	Yes	Yes	Yes	Partly	Third party
Only a browser required (don't need Citrix or terminal services)	No	No	Yes	Yes	Third party
Work offline and synchronize	No	No	No	Yes	Yes
Parsing	No	No	No	Yes	Third party
Mapping	Yes	Yes	No	Yes	Third party
Wildcards	Yes	Yes	Yes	Yes	Third party
Validation	Yes	Yes	Yes	Partly	Third party
Can proceed or stop depending on variance	Yes	Yes	Partly	Partly	Third party
Maintain status	Yes	Yes	Yes	N/A	Third party
Approvals	Yes	Yes	Yes	No	Third party
Escalations if late	Yes	Yes	Yes	Customization	Third party
Intercompany eliminations	Yes	Yes	No	Partly	Third party
Define intercompany accounts	Yes	Yes	Yes	Yes	Third party
Automated eliminations	Yes	Yes	No	Partly	Third party
Reporting tool to identify out of balance entities	Yes	Yes	Yes	Yes	Third party
Financial Reporting	Yes	Yes	Yes	Yes	Third party
Results in home or reporting currency	Yes	Yes	Yes	Yes	Third party

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Question - Highlighted questions indicate a difference from the previous year:	Exact Business Analytics				
	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Enterprise	NovaView
Rows can be defined	Yes	Yes	Yes	Yes	Third party
Columns can be defined	Yes	Yes	Yes	Yes	Third party
Cell Override	Yes	Yes	Yes	Yes	Third party
Hierarchical reporting	Yes	Yes	Yes	Yes	Third party
Multiple hierarchies	Yes	Yes	Yes	Yes	Third party
Lead schedules	No	No	Yes	Yes	Third party
Ready for external reporting	Yes	Yes	Yes	Partly	Third party
Rounding to nearest 1000 and allocation of rounding error to specified financial statement line	Yes	Yes	Yes	No	Third party
Trend analysis showing last 12 periods			Yes	Yes	Third party
Exception reporting	Yes	Yes	Yes	Yes	Yes
Highlight all accounts with a variance over a certain % or amount	Yes	Yes	Yes	Yes	Yes
Foreign currency translation	Yes	Yes	Yes	Yes	Yes
Support temporal method	Yes	Yes	Yes	Yes	Yes
Multiple rate types	Yes	Yes	Yes	Yes	Yes
Define which rate type by account	Yes	Yes	Yes	Partly	Third party
Maintain rate schedule that can be shared across all legal entities	Yes	Yes	Yes	Yes	Third party
Download daily rates automatically	No	No	Yes	No	Third party
Methods:					
Proportional	Yes	Yes	Yes	Partly	Third party
Equity	Yes	Yes	Yes		Third party
Minority interest	Yes	Yes	Yes		Third party
Wholly owned	Yes	Yes	Yes		Third party
Multi tier consolidation	Yes	Yes	Yes	Yes	Third party
On-line review and approval of consolidation process at each tier	Yes	Yes	Yes	Customization	Third party
Drill down to any tier	Yes	Yes	Yes	Yes	Yes
Multiple ledgers	Yes	Yes	Yes	Yes	Third party
Ownership	Yes	Yes	Yes	Yes	Third party
Date sensitive ownership - for changes during the month	No	No	No	Partly	Third party
Reorganizations	Yes	Yes	Yes	Yes	Third party
Change account structure and replicate across system	No	No	Yes	Yes	Third party

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Question - Highlighted questions indicate a difference from the previous year:	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Exact Business Analytics Enterprise	NovaView
Revaluations	Yes	Yes	Yes	Partly	Third party
Budgeting	Third party				
Automatic % change of previous budget	Yes	Yes	Yes		Third party
Automatic based on actual budgeting process	Yes	Yes	Yes		Third party
Bottom up	Yes	Yes	Yes		Third party
Top down	Yes	Yes	Yes		Third party
Export to Excel	Yes	Yes	Yes		Yes
Import from Excel	Yes	Yes	Yes		Yes
Lockable	Yes	Yes	Yes		Yes
Maintain explanation of budget variances Based on employee information in HR system	Yes	Yes	Yes		Third party
Multiple budgets	Yes	Yes	Yes		Third party
Rolling budget	Yes	Yes	Yes		Third party
Sign assumed	Yes	Yes	Yes		Third party
What if analysis	Yes	Yes	Yes		Yes
Ability to update assumptions used in the calculations	Yes	Yes	Yes		Third party
Rollup forecast to budget	Yes	Yes	Yes		Third party
Forecasting	Third party				
Quotes and their probability	Yes	Yes	Yes		Third party
Outstanding orders	Yes	Yes	Yes		Third party
Customer forecasts	Yes	Yes	Yes		Third party
Historical trends	Yes	Yes	Yes		Yes
Average of 13 weeks volume	Yes	Yes	Yes		Yes
Can apply factors such as seasonality	Yes	Yes	Yes		Yes
Apply regression analysis	Yes	Yes	Yes		Yes
Apply factors such as housing starts and market adjustment factor	Yes	Yes	Yes		Yes
Ability to accept input from multiple users	Yes	Yes	Yes		Third party
Approval process	Yes	Yes	Yes		Third party

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Question - Highlighted questions indicate a difference from the previous year:	Axle Studio Dotnet	DynacTools	Epicor Active Planner	Exact Business Analytics Enterprise	NovaView
What if analysis	Yes	Yes	Yes		Yes
Name one to five unique or very important features of your product (limit of 120 characters)					
Unique/important feature no.1	Wizard-driven approach for connecting to data sources and building analytical applications for XML & schedulers	Create budgets and forecasts (forecast at the account or SKU level driving MPS) in hours, not weeks or months	Budget process and design flexibility	All benefits of data warehouse/data mart without the need to have one	Personal Dashboard (NovaView Spotlight)
Unique/important feature no. 2	Direct and simultaneous ETL (real-time) from multiple databases, bypassing the need for datawarehousing	DynacViews outperforms most GL report writers	Integration to Epicor ERP	Prebuilt business analytics suite with analytic views, reports and supporting metadata	Advanced exception management and 100% WYSIWYG
Unique/important feature no. 3	Enable enterprise analysts to generate IT KPI, dashboards, scorecards - no programming = no burden on IT department	Hyperion-like consolidation features at a fraction of the price	Ability to interface with other ERP	Online/offline analysis	Workflow integration and no platform - works on existing platforms such as SAP BW and SQL Analysis services

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Question - Highlighted questions indicate a difference from the previous year:	SAP	SAS Business Intelligence and Financial Intelligence Solutions	Viador BI Portal
Additions			
Changes			
Product			
Product	For CPM, SAP Strategy Management, SAP Business Profitability Management by Acorn, SAP Business Planning and SAP Business Consolidations For BI, SAP NetWeaver	SAS Business Intelligence and Financial Intelligence Solutions	Viador BI Portal
Vendor	SAP	SAS	Viador Inc
Version	2007	SAS 9	7
Release date (mmm-yy)	all in 2007	Jun-05	Jul-03
Contact			
Name	Ian Noble	Jim LaRue	Purnima Kanchumurthi
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E-mail	ian.noble@sap.com	jim.larue@sas.com	purnima.kanchumurthi@viador.com
Website	www.sap.ca , www.sap.com	www.sas.com	www.viador.com
Cost (Canadian dollars)			
Licence based			
Average cost per user			
Average no. of users			
Average cost			
Ratio - average implementation cost/licence cost			
Average implementation cost			
Total licence based			
Annual maintenance %			18%
Annual maintenance dollars			
Support included in maintenance fee			Yes
ASP (Application service provider) based			
Average annual fee / user			

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Question - Highlighted questions indicate a difference from the previous year:	SAS Business Intelligence and Financial Intelligence Solutions		
	SAP		Viador BI Portal
Average no. of users			
Average annual fees			
Average implementation costs/average fees - year one			
Average implementation costs			
Total ASP based - 1st year			
Support included in ASP fee			
Applications			
Business intelligence	Yes	Yes	Yes
Strategic planning	Yes	Yes	Customization
Budgeting and Forecasting	Yes	Yes	Third party
Consolidation	Yes	Yes	Customization
Scorecarding	Yes	Yes	Customization
Dashboard	Yes	Yes	Customization
Profile			
World head office	Walldorf, Germany	Cary, NC, USA	Sunnyvale, CA
Canadian head office	Toronto, Ontario	Toronto	N/A
No. of customers - worldwide - all products	38,000 customers	43,000	800
No. of customers - worldwide - this product			800
No. of customers - Canada - all products	More than 720	2,000 +	30
No. of customers - Canada - this product			30
Revenue 2006 - CAD - all products (est.)	304.7 million Euros	\$2,109M	
Revenue 2006 - CAD - this product (est.)			
Revenue 2005 - CAD - all products	258.2 million Euros	\$1,900M	
Revenue 2005 - CAD - this product			
Target market			
Average revenue/customer (CAD)		<\$5M	>\$200M
Average no. of employees/customer		1-9	>500

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Question - Highlighted questions indicate a difference from the previous year:	SAP	SAS Business Intelligence and Financial Intelligence Solutions	Viador BI Portal
Industry classification based on The North American Industry Classification System (NAICS) - see http://www.naics.com/info.htm#Structure for more about NAICS (approximate % of implementations)			
11 Agriculture, forestry, fishing and hunting			
21 Mining		1%	
22 Utilities		10%	
23 Construction			
31-33 Manufacturing		12%	5%
42 Wholesale trade		1%	
44-45 Retail trade		10%	
48-49 Transportation and warehousing		2%	
51 Information		1%	50%
52 Finance and insurance		20%	30%
53 Real estate and rental and leasing		1%	
54 Professional, scientific, and technical services		2%	
55 Management of companies and enterprises		6%	
56 Administrative and support and waste management and remediation services			5%
61 Education services		9%	10%
62 Health care and social assistance		5%	
71 Arts, entertainment and recreation			
72 Accommodation and food services		2%	
81 Other services (except public administration)		2%	
92 Public administration		16%	
Total		100%	100%
Technology			

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Question - Highlighted questions indicate a difference from the previous year:	SAS Business Intelligence and Financial Intelligence Solutions		
	SAP		Viador BI Portal
Supported database (% of implementations)			
Microsoft SQL Server		Supported	25%
Oracle		Supported	25%
Pervasive SQL		Supported	
IBM DB2		Supported	25%
Sybase		Supported	25%
Informix		Supported	
Access		Supported	
Btrieve		Supported	
Proprietary			
FoxPro		Supported	
Progress		Supported	
MySQL		Supported	
Other			
Total			100%
Supported networks (% of implementations)			
Microsoft		Supported	25%
Linux		Supported	20%
Unix		Supported	25%
AIX		Supported	20%
Novell Netware			
IBM AS/400 (OS/400)		Supported	
IBM S/390		Supported	
Other			10%
Total			100%
Development tools used to build application	Java, C++, ABAP/4	SAS AppDev Studio	InstallShield, IntelliJ
Report writer used - which one(s)?	not applicable	SAS Web Report Studio, SAS Enterprise Guide - part of SAS Enterprise BI Server; SAS Financial Management; Add-in for Microsoft Office	Own
Data Extract Transform Load (ETL) tools - which one(s)?	SAP NetWeaver	SAS Data Integration Studio	N/A

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Question - Highlighted questions indicate a difference from the previous year:	SAP	SAS Business Intelligence and Financial Intelligence Solutions	Viador BI Portal
Cubes supported - which one(s)?	SAP NetWeaver	OLAP sources include Microsoft Analysis Services, SAP BW, and SAS' OLAP engine	Express, Essbase, MS Analysis Service
Existing integration to accounting and ERP systems - which systems?	SAP, Oracle	Oracle, PeopleSoft, SAP, Siebel	N/A
Existing integration to customer relationship management systems - which systems?	SAP, Oracle	Siebel	N/A
Existing integration to payroll systems - which systems?	SAP, Oracle/Peoplesoft		N/A
Existing integration to HRMS systems - which systems?	SAP, Oracle/Peoplesoft		N/A
Available from Application Service Provider		Yes	No
Approx. no. of implementations			
2-tier, 3-tier or n-tier architecture		n-Tier	3-Tier
Metadata standard supported	CWM	CWM, XML	N/A
Maximum size of OLAP cube	No limit	No limit	1 GB
Generic			
Integration of applications in Section D.	Yes	Yes	Yes
Share same database	Yes	Yes	Yes
Same user interface	Future Date	Partly	Yes
Integrated	Future Date	Yes	Partly
Dashboard	Yes	Yes	Customization
Role specific	Yes	Yes	Customization
Graphical	Yes	Yes	Customization
Drill down to:			
Business Intelligence	Yes	Yes	N/A
Consolidation	Yes	Yes	N/A
Budgeting and forecasting	Yes	Yes	N/A
Scorecarding	Yes	Yes	N/A
Excel integration	Yes	Yes	Partly

2007 Corporate Performance Management / Business Intelligence Survey

Question - Highlighted questions indicate a difference from the previous year:	SAS Business Intelligence and Financial Intelligence		
	SAP	Solutions	Viador BI Portal
Formatting intact	Yes	Yes	Partly
Formulas intact	Yes	Yes	No
Business Intelligence			
Analytic functionality	Yes	Yes	Partly
Bubble up exceptions	Yes	No	No
Drill down	Yes	Yes	Yes
Drill through to source data	Yes	Yes	No
Ranking	Yes	Yes	Partly
Sorting	Yes	Yes	Yes
Restrict results by date range	Yes	Yes	Yes
Includes dashboard	Yes	Yes	Customization
Time trending (for example, over 12 months)	Yes	Yes	Partly
Pareto filtering (automatically groups the categories that amount to less than 20% of a row or column total into "other")	Partly	Yes	Customization
Calculations			
Counts	Yes	Yes	Yes
Percentage of total	Yes	Yes	Yes
Allocations	Yes	Yes	Customization
Total and Sub-total	Yes	Yes	Yes
Create OLAP cubes	Yes	Yes	N/A
Data extraction and transformation tools			
Incremental extraction	Partly	Yes	No
Impact analysis - objects impacted by change	Partly	Yes	No
Can schedule process to run overnight	Yes	Yes	Customization
Formatting			
By dimension	Yes	Yes	Yes
By level	Yes	Yes	Yes
By cell	Yes	Yes	Yes
Zero-row suppression	Yes	Yes	Customization
Conditional formatting by cell, e.g., highlight cells below threshold	Yes	Yes	Yes

2007 Corporate Performance Management / Business Intelligence Survey

Question - Highlighted questions indicate a difference from the previous year:	SAS Business Intelligence and Financial Intelligence Solutions		
	SAP	SAS Business Intelligence Solutions	Viador BI Portal
Returns text (e.g., if value > 90, returns "excellent")	Customization	Yes	Customization
French version	Yes	Yes	Customization
Screens	Yes	Yes	Customization
Reports	Yes	Yes	Customization
Documentation	Yes	Yes	Customization
Metadata	Yes	Yes	No
OLAP functionality	Yes	Yes	Partly
Skip missing levels - support ragged dimensions	Partly	Yes	Customization
Write back	Partly	Yes	No
With audit trail	Yes	Yes	No
Includes charting tools	Yes	Yes	Customization
Access multiple cubes at a time	Yes	Yes	No
Excel client	Yes	Yes	Partly
Internet Explorer client	Yes	Yes	Yes
Netscape client	Yes	No	Yes
Geographical representation	Yes	Yes	No
Drag and drop	Yes	Yes	No
Attach notes to cube	Yes	Yes	Customization
Attach notes to cells	Yes	Yes	Customization
Attach files to cube	Yes	No	Customization
Attach files to cells	Yes	No	Customization
Password security	Yes	Yes	Customization
By company	Yes	Yes	Customization
By department or division	Yes	Yes	Customization
By menu	Yes	Yes	Customization
By function (view, add, change, delete)	Yes	Yes	Customization
By dimension	Yes	Yes	Customization
By level	Yes	Yes	Customization
By cell	Yes	Yes	Customization
Respect active directory authentication	Yes	Yes	Customization
Respect database security		Yes	Customization
Portal generation that includes HTML reports	Yes	Yes	Yes
Report writer	Yes	Yes	Yes

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Question - Highlighted questions indicate a difference from the previous year:	SAS Business Intelligence and Financial Intelligence		
	SAP	Solutions	Viador BI Portal
Web-based	Yes	Yes	Yes
Generate cube	Yes	Yes	Yes
Drag and drop	Yes	Yes	Yes
WYSIWYG report design	Partly	Yes	Yes
Technology			
API-enabled (SDK provided)	Yes	Yes	Yes
Web-based (only need browser at client)	Yes	Yes	Yes
For entire application	Partly	Yes	
Support for .NET web services	Partly	Yes	No
Support for Java web services	Yes	Yes	Yes
Transfer data to:			
Report writer	Yes	Yes	Yes
Excel	Yes	Yes	Yes
PivotTable	Partly	Yes	Yes
HTML	Yes	Yes	Yes
PDF	Yes	Yes	Yes
PowerPoint	No	Yes	Customization
XML	Yes	Yes	Yes
Views			
Crosstabs		Yes	Yes
Charts	Yes	Yes	Yes
Both crosstabs and chart at the same time		Yes	No
Work flow	Yes	Yes	Partly
Alerts can be automatically triggered	Yes	Yes	Partly
Consolidation			
Analysis Codes	Yes	Yes	N/A
Attach to accounts or g/l segments	Yes	Yes	N/A
Journal entries	Yes	Yes	N/A
Manual	Yes	Yes	N/A
Recurring	Yes	Yes	N/A
Automated for currency translation gains/losses	Yes	Yes	N/A
Automated for Intercompany eliminations	Yes	Yes	N/A

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2007 Corporate Performance Management / Business Intelligence Survey

Question - Highlighted questions indicate a difference from the previous year:	SAP	SAS Business Intelligence and Financial Intelligence Solutions	Viador BI Portal
Reclassification journal entry - EG used to generate cash flow report or balance sheet	Yes	Yes	N/A
Intercompany processing	Yes	Yes	N/A
Automated balancing	Yes	Yes	N/A
Consolidation processor	Yes	Yes	N/A
Consolidate actuals and budgets	Yes	Yes	N/A
Consolidate statistical ledgers such as headcounts	Yes	Yes	N/A
Incremental for entities that have changed	Yes	Yes	N/A
Different fiscal periods	Yes	Yes	N/A
Different fiscal calendars	Yes	Yes	N/A
Short year-ends	Yes	Yes	N/A
Multiple levels or tiers	Yes	Yes	N/A
Automated Intercompany eliminations to first common parent	Yes	Yes	N/A
Data collection	Yes	Yes	N/A
Online over the internet	Yes	Yes	N/A
Only a browser required (don't need Citrix or terminal services)	Yes	Yes	N/A
Work offline and synchronize	Yes	No	N/A
Parsing	Yes	Yes	N/A
Mapping	Yes	Yes	N/A
Wildcards	Yes	Yes	N/A
Validation	Yes	Yes	N/A
Can proceed or stop depending on variance	Yes	Yes	N/A
Maintain status	Yes	Yes	N/A
Approvals	Yes	Yes	N/A
Escalations if late	Yes	Yes	N/A
Intercompany eliminations	Yes	Yes	N/A
Define intercompany accounts	Yes	Yes	N/A
Automated eliminations	Yes	Yes	N/A
Reporting tool to identify out of balance entities	Yes	Yes	N/A
Financial Reporting	Yes	Yes	N/A
Results in home or reporting currency	Yes	Yes	N/A

2007 Corporate Performance Management / Business Intelligence Survey

Question - Highlighted questions indicate a difference from the previous year:	SAS Business Intelligence and Financial Intelligence		
	SAP	Solutions	Viador BI Portal
Rows can be defined	Yes	Yes	N/A
Columns can be defined	Yes	Yes	N/A
Cell Override	Yes	Yes	N/A
Hierarchical reporting	Yes	Yes	N/A
Multiple hierarchies	Yes	Yes	N/A
Lead schedules	Yes	Yes	N/A
Ready for external reporting	Yes	Yes	N/A
Rounding to nearest 1000 and allocation of rounding error to specified financial statement line	Yes	Yes	N/A
Trend analysis showing last 12 periods	Yes	Yes	N/A
Exception reporting	Yes	Yes	N/A
Highlight all accounts with a variance over a certain % or amount	Yes	Yes	N/A
Foreign currency translation	Yes	Yes	N/A
Support temporal method	Yes	Yes	N/A
Multiple rate types	Yes	Yes	N/A
Define which rate type by account	Yes	Yes	N/A
Maintain rate schedule that can be shared across all legal entities	Yes	Yes	N/A
Download daily rates automatically	Yes	Yes	N/A
Methods:	Yes		
Proportional	Yes	Yes	N/A
Equity	Yes	Yes	N/A
Minority interest	Yes	Yes	N/A
Wholly owned	Yes	Yes	N/A
Multi tier consolidation	Yes	Yes	N/A
On-line review and approval of consolidation process at each tier	Yes	Yes	N/A
Drill down to any tier	Yes	Yes	N/A
Multiple ledgers	Yes	Yes	N/A
Ownership	Yes	Yes	N/A
Date sensitive ownership - for changes during the month	Yes	Yes	N/A
Reorganizations	Yes	Yes	N/A
Change account structure and replicate across system	Yes	Yes	N/A

2007 Corporate Performance Management / Business Intelligence Survey

Question - Highlighted questions indicate a difference from the previous year:	SAS Business Intelligence and Financial Intelligence		
	SAP	Solutions	Viador BI Portal
Revaluations	Yes	Yes	N/A
Budgeting			
Automatic % change of previous budget	Yes	Yes	N/A
Automatic based on actual budgeting process	Yes	Yes	N/A
Bottom up	Yes	Yes	N/A
Top down	Yes	Yes	N/A
Export to Excel	Yes	Yes	N/A
Import from Excel	Yes	Yes	N/A
Lockable	Yes	Yes	N/A
Maintain explanation of budget variances Based on employee information in HR system	Yes	Yes	N/A
Multiple budgets	Yes	Yes	N/A
Rolling budget	Yes	Yes	N/A
Sign assumed	Yes	Yes	N/A
What if analysis	Yes	Yes	N/A
Ability to update assumptions used in the calculations	Yes	Yes	N/A
Rollup forecast to budget	Yes	Yes	N/A
Forecasting			
Quotes and their probability		Yes	N/A
Outstanding orders		Yes	N/A
Customer forecasts	Yes	Yes	N/A
Historical trends	Yes	Yes	N/A
Average of 13 weeks volume	Yes	Yes	N/A
Can apply factors such as seasonality	Customization	Yes	N/A
Apply regression analysis	Yes	Yes	N/A
Apply factors such as housing starts and market adjustment factor	Customization	Yes	N/A
Ability to accept input from multiple users	Yes	Yes	N/A
Approval process	Yes	Yes	N/A

2007 Corporate Performance Management / Business Intelligence Survey

Question - Highlighted questions indicate a difference from the previous year:	SAP	SAS Business Intelligence and Financial Intelligence Solutions	Viador BI Portal
What if analysis	Yes	Yes	N/A
Name one to five unique or very important features of your product (limit of 120 characters)			
Unique/important feature no.1	Unified platform, user-driven and high usability	Real time consolidation integration with advanced analytics such as forecasting, operations research, and data mining	Open API
Unique/important feature no. 2	Complete office of the CFO solution - core suite, CPM AND GRC	Complete integration of CPM components through common SAS 9 platform (including analytical human capital mgmt)	Easy customization
Unique/important feature no. 3	Service enabled; integration with MDM, process management, portal technology	Sophisticated data mining	Low TOC