

A BPM Partners Research Note

## Vendor Landscape Matrix (abridged)

Financial, Operational, and Strategic  
Business Performance Management

2024 – 2025 Edition





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## Executive Summary

Business performance management (BPM), sometimes called Corporate Performance Management (CPM), Enterprise Performance Management (EPM), or simply an FP&A system, enables an organization to plan, monitor, and execute on its strategy. Key components include budgeting, forecasting, modeling, financial and operational planning, strategic planning, financial consolidation and close, financial reporting, regulatory compliance, profitability optimization, performance dashboards (dashboards populated with scorecards), and analytics. In recent years these solutions have been augmented by the addition of AI capabilities: machine learning for more accurate predictive forecasting, robotic process automation to streamline multi-step processes, anomaly detection for data quality and more accurate forecasts, natural language processing to simplify the surfacing of key insights, and. Generative AI for more interactive conversational AI capabilities. Today, most vendors deliver all of these capabilities through cloud-based performance management solutions, with very few remaining that offer an on premises option.

The past 12 months have been a time of expansion in performance management. Some vendors expanded the suite of components they offer, others expanded the capabilities of their existing components, several expanded the uses cases they address, many expanded the integration of AI functionality into their platforms, and several expanded their global reach (which is now noted in our Quick Facts box). In parallel, almost all vendors also focused on ease of use enhancements and expanding their customer success programs.

There were several key themes of note in the past year. To further enhance ease of use numerous vendors updated and modernized their UI and UX. This included cleaner, easier to navigate interfaces, as well as role-based UIs to simplify usage for contributors outside of Finance.

As has been the case for many years, the need for financial consolidation has continued to grow. Today most vendors offer consolidation capabilities, but they differ widely in terms of completeness. Some vendors expanded their functionality in this area during the past year, either through internal development or acquisition. Our Advanced Consolidation Functionality table can help you understand where each vendor now stands.

Performance management is dominated by unified all-in-one solutions which offer many benefits, but this past year saw growth in best-of-breed options, which provide their own unique benefits. Choice is always good, and now best-of-breed has come into its own as a viable option. This approach will be noted in a vendor's Core Functionality checkbox.

While AI adoption by performance management end users has been slower than expected, vendors have continued to introduce new AI-powered offerings, with some even leveraging AI platform-wide. These new AI capabilities are designed to be easier to use and focused on enhanced accuracy and productivity, while also being secure, trustworthy, and transparent. Our new AI checkbox will tell you which specific AI capabilities the vendor offers, and the vendor profile itself will explain the benefits and intended use cases.

Operational planning has become an integral component of performance management systems. For many years most vendors have addressed this need by providing a flexible platform with a range of tools to enable end users to assemble their own solutions for almost any use case. While that option still exists, vendors are now rolling out pre-built solutions or content for the most popular operational use cases (workforce planning, sales performance management, demand planning, supply chain planning and analysis, ESG planning and reporting). These solutions accelerate time to value, come with embedded best practices, and reduce errors and performance issues when compared to user-built custom solutions. Our expanded Operational Planning and Analysis Functionality table will show how each vendor addresses the major operational use cases, and where available, how satisfied their users are with this functionality.

The result of all this vendor activity and development is a robust marketplace of performance management solutions for companies of all sizes, across all industries to choose from.



The purpose of the BPM Partners Vendor Landscape Matrix is to provide a point-in-time snapshot of all the core players, their status in the market, and the focus of their offerings. The BPM Partners Vendor Landscape Matrix covers financial, operational, and strategic performance management in a single, unified report. Information is presented in a summary grid, along with vendor by vendor analyst commentary, attribute checkmarks, and customer satisfaction ratings collected as part of the annual BPM Pulse Research Study. This document is updated annually, usually in June or July, to reflect the most current information available. We believe that this information should enable organizations to focus their vendor selection activities on those vendors most likely to meet their needs, saving time and money in the process. This report is not intended to replace the thorough due diligence, analysis, and detailed evaluations and comparisons that we recommend be conducted as part of any BPM vendor selection process. Information about our own services in this area is included at the end of this document.

All of the data contained in this document has been independently researched and compiled by BPM Partners, Inc. The customer satisfaction data is from the 2024 BPM Pulse Research Study which was conducted during March, April, and May of 2024 (except where noted otherwise).

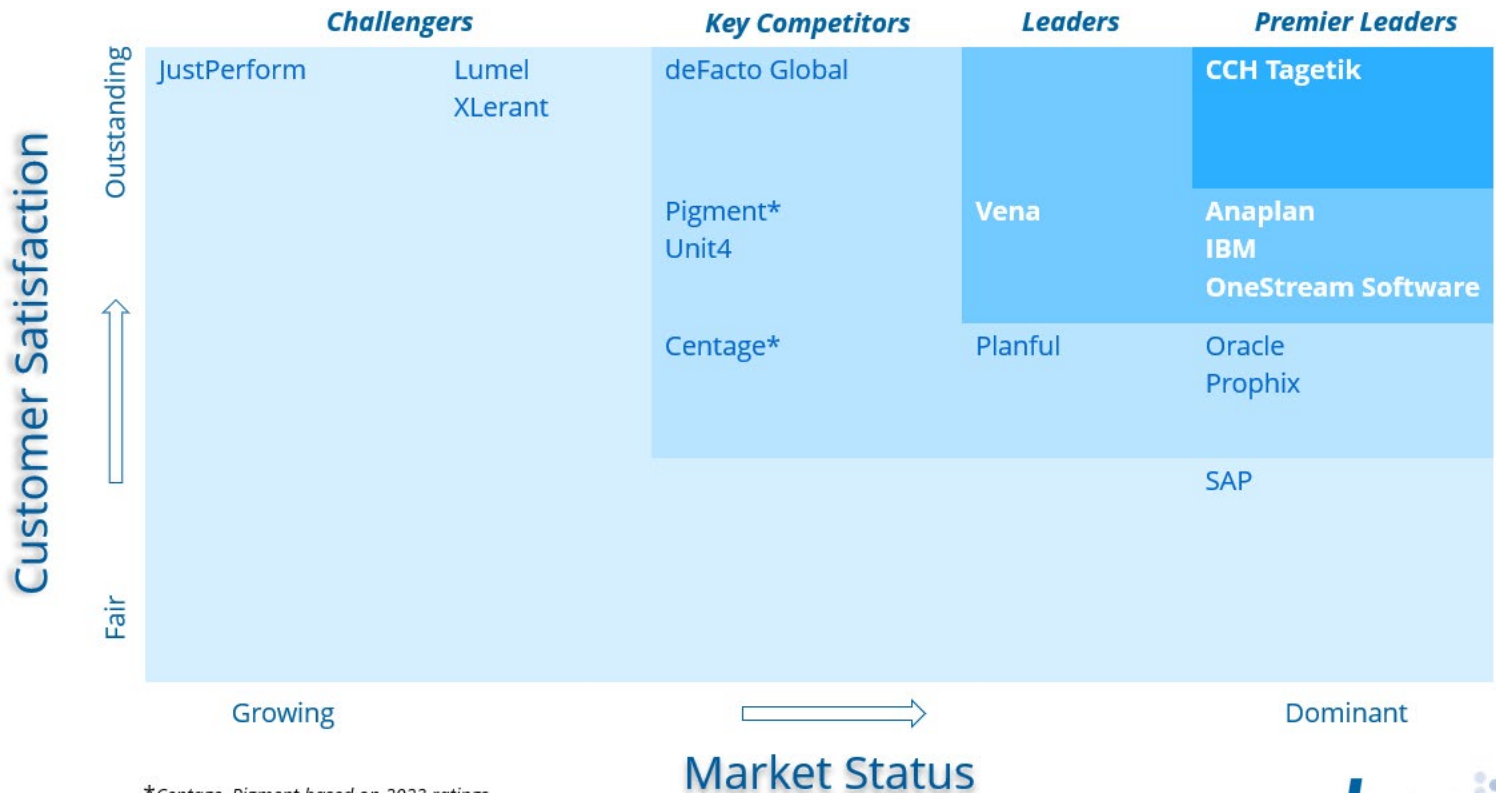
**NOTE: This is an abridged edition of BPM Partners' Vendor Landscape Matrix report.**

## The BPM Vendor Landscape Matrix Explained

This grid is only for Business Performance Management (BPM) Vendors. It is therefore important to understand how we define BPM:

- ❖ BPM is a set of integrated, closed-loop management and analytic processes, supported by technology, that address financial as well as operational activities.
- ❖ BPM is an enabler for businesses in defining strategic goals, and then measuring and managing performance against those goals.
- ❖ Core BPM processes include financial and operational planning, financial consolidation and reporting, modeling, analysis, and monitoring of key performance indicators (KPIs) linked to organizational strategy.
- ❖ From a technology perspective: all vendors in this report offer a cloud version of their product. For some vendors this is simply a hosted version of their on-premises offering. For others it is a new product that co-exists with an established on-premises offering from that same vendor. Of course, some vendors started in the cloud (or completely re-architected their on-premises offering for the cloud) and do not offer an on-premises alternative. When it comes to mobile, most vendors provide an HTML5 web interface that makes their full product set available for access from any device.
- ❖ On the application front: vendors continue to focus on ease-of-use enhancements, performance and scalability, pre-packaged solutions to accelerate time to value, streamlining the integration of source systems, providing live access to BPM data from Microsoft Office components and Power BI, as well as leveraging AI where it provides business value.
- ❖ Inclusion in the Vendor Landscape Matrix is based solely on BPM Partners' evaluation of vendor activity in the field as it relates to performance management. Only the most active vendors competing for and successfully delivering BPM solutions in the market are included in this grid. Vendors may be excluded if they do not offer one or more of the core capabilities required of BPM systems, or if their sales and/or R&D focus is weighted towards existing and new joint customers of non-BPM products offered by their parent company. *Vendors that are unable or unwilling to share information necessary for the preparation of this report, or that do not have adequate BPM Pulse customer satisfaction ratings, cannot be included.*

## BPM Partners Vendor Landscape Matrix for Performance Management



\*Centage, Pigment based on 2023 ratings  
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This matrix objectively places the active BPM vendors according to their customer satisfaction level, and their relative momentum in the market. It is updated periodically. Within a particular cell, vendors are organized alphabetically. Selected columns and rows are grouped together into labeled categories.

The **horizontal axis** identifies vendors by their current market status and momentum, usually determined by number of customers globally, market presence and growth rate. For vendors that focus primarily on large, complex, enterprise deals with a high total contract value we utilize a 3x multiplier to determine customer count equivalents:

- ▶ **Growing:** vendors that are beyond the 'start-up' phase and are beginning to add customers on a regular basis; customer count has not yet reached 50
- ▶ **Accepted (not labeled):** vendors that have demonstrated good traction and momentum and continue to add customers; customer count is typically 50 to 200
- ▶ **Proven (not labeled):** these vendors have been successful with many customers and continue to have a solid win rate; customer count is in the hundreds (over 200 to 1,000)
- ▶ **Established (not labeled):** vendors that are leaders in their market segment (a combination of target company size, required functionality, and degree of complexity) based on widespread adoption; customer count is in the thousands (over 1,000 to 3,000)

- ▶ **Dominant:** vendors that dominate their market segment (a combination of target company size, required functionality, and degree of complexity) based on having a sizeable community of customers, often developed over many years in the market; customer count has reached or exceeded 3,000

The **vertical axis** reflects the overall customer satisfaction rating for the vendor's offerings as determined by the most recent BPM Pulse Research Study. While the horizontal axis is in effect measuring market success, this axis is measuring customer success as evidenced by their satisfaction. Ultimately, a vendor needs to succeed in both areas to continue to thrive. The categories for this axis are based on overall customer satisfaction ratings on a 1 to 5 scale, with 5 representing 'highly satisfied':

- ▶ **Outstanding:** 4.65 or better average rating from all vendor customers that participated in the most recent BPM Pulse
- ▶ **Excellent (not labeled):** 4.3 - 4.64 average rating from all vendor customers that participated in the most recent BPM Pulse
- ▶ **Very Good (not labeled):** 3.95 - 4.29 average rating from all vendor customers that participated in the most recent BPM Pulse
- ▶ **Good (not labeled):** 3.60 - 3.94 average rating from all vendor customers that participated in the most recent BPM Pulse
- ▶ **Fair:** Less than 3.6 average rating from all vendor customers that participated in the most recent BPM Pulse
- ▶ **Insufficient Data:** Not enough vendor customers participated in the most recent or prior year survey to yield a valid result. These vendors are not included in the Vendor Landscape Matrix report.

The **categories** combine the overall customer satisfaction rating with the vendor's current market status to logically group vendors together within the Vendor Landscape Matrix:

- ▶ **Challengers:** vendors that are active in the space with a compelling solution, but have yet to achieve significant traction, and/or are currently underperforming the market in terms of customer satisfaction (Growing, Accepted columns and/or Fair, Good rows)
- ▶ **Key Competitors:** vendors that are actively competing and winning deals and are on the path to becoming market leaders as they continue to increase their customer count and/or customer satisfaction (Proven column and Very Good or Excellent or Outstanding rows, Established or Dominant columns and Very Good row)
- ▶ **Leaders:** vendors that have achieved a significant level of success as measured by both customer satisfaction and market momentum (Established column and Excellent or Outstanding row, Dominant column and Excellent row)
- ▶ **Premier Leaders:** vendors that dominate the market with a large and growing customer base in combination with top customer satisfaction ratings (Dominant column and Outstanding row)

The BPM Partners Vendor Landscape Matrix is intended to provide objective, informative placement of the various vendors based on factual, measurable data: number of customers, deal size, and BPM Pulse ratings.



## Vendor Details

This report contains two pages of information for each vendor included in the matrix, as well as comparative charts. The following explains the details provided for each vendor.

### Analyst Overview

Based on information gathered during recent meetings with senior vendor personnel our analysts provide a description of each vendor's offerings, market positioning and messaging, specific details and unique elements, and highlight any major company or product developments that occurred during the past year.

### BPM Pulse Ratings

We provide customer satisfaction ratings for key attributes as well as an overall score (which is provided by respondents, not mathematically derived). This data comes directly from the 2024 BPM Pulse Research Study (except where noted as coming from a prior year), which had responses from 351 companies. Respondents who rated vendors/products self-identified themselves as users of the vendors/products being rated. BPM Partners then validated their customer status with the specified vendor. Respondents were asked to rate their vendor and product satisfaction on a 5 point scale with 1 being the lowest and 5 being the highest. In 2024 the attributes being rated included:

- Overall Satisfaction
- Budgeting/Financial Planning Functionality
- Operational Planning Functionality
- Financial Consolidation Functionality
- Reporting Functionality
- Dashboard Functionality
- Analytics Functionality
- Ease of use
- Ease of implementation
- Ease of administration
- Finance self-sufficiency

Our interpretation of these ratings for 2024 is represented as follows:

<p><b>Fair</b></p> <p>&lt;3.60</p> <p><b>BPM</b> Pulse Rating</p>	<p><b>Good</b></p> <p>3.60-3.94</p> <p><b>BPM</b> Pulse Rating</p>	<p><b>Very Good</b></p> <p>3.95-4.29</p> <p><b>BPM</b> Pulse Rating</p>	<p><b>Excellent</b></p> <p>4.30-4.64</p> <p><b>BPM</b> Pulse Rating</p>	<p><b>Outstanding</b></p> <p>4.65-5.00</p> <p><b>BPM</b> Pulse Rating</p>
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The detailed vendor ratings appear on the Additional Details page for each vendor as a radar chart to quickly highlight how their ratings compare to the industry average (consolidated BPM Pulse data for all vendors) across the various attributes, and in comparative multi-vendor charts. Detailed operational ratings, where available, are included as part of the Operational Capabilities checkboxes. The Overall Satisfaction BPM Pulse Rating is also included in the Quick Facts box on each vendor's main page, along with a Recommendation Rate which is explained further in the Key to Quick Facts box section of this report.





## Key to Vendor Checkboxes

### General Capabilities

Functionality				Profile			
Core	Specialized	Complementary	Advanced	UI	Market	Deploy	Apps
See below	See below	See below	See below	See below	Revenue Range	See below	Yes/No

### Functionality

**Core:** How the vendor delivers the core performance management functionality of budgeting, forecasting, financial and operational planning, reporting/analytics, consolidation, and dashboards:

'Unified Product' – single product delivering all core functionality (unless exceptions are noted)

'Modular' – multiple modules optimized for key components of core functionality

'Separate Products' – multiple products for different components of core functionality, usually priced separately

'Platform' - single platform with a downloadable library of apps for core capabilities

'Unified Platform' – single product for core functionality combined with a platform for specialized solutions

'BoB' – 'Best-of-Breed' added to any of the above indicates that major functionality such as planning and financial consolidation are delivered by individual purpose-built solutions sharing a common user experience and integrated at the data level, often priced separately

**Specialized:** Purpose-built functionality the vendor offers to provide out-of-the-box support for common requirements within the core areas of performance management:

'Salary' Planning – Ability to enter, calculate, and report on detailed headcount planning information focused on compensation and benefits-related expenses, even down to the individual employee level

'Capital' Planning – Solution to facilitate management of capital investments and determine the impact on the P&L, balance sheet, and cash flow

'Scenario' Modeling – The ability to develop, compare, and switch between multiple forecast scenarios, usually taking the form of best case/worst case/base case

'Rolling' Forecast – System facilitates the creation of forecasts that utilize actuals through the current period and modeled or input forecast data for the next set number of periods, crossing year boundaries as required

'Narrative' Reporting – Reports that combine extensive text commentary with numbers pulled directly from the system database, a component of collaborative disclosure management that is also used for management reporting

**Complementary:** Additional solutions the vendor offers that extend the value of performance management while going beyond the usual core functionality:

'Transfer Pricing' – Supports profitability analysis and tax liability calculations

'Funds Transfer Pricing' – A key component of profitability analysis in banks

'Tax' Provisioning and Reporting – Reduces the time and increases the accuracy of collecting and reporting tax data

**AI:** Capabilities the vendor adds that enhance multiple aspects of the solution, powered by artificial intelligence:

Task 'Automation' - The streamlining of multi-step tasks or prompting of steps in a previously used sequence (steps used last year to enter and submit the budget for example), *powered by RPA (robotic process automation)*

Data 'Quality' - The ability to minimize data errors, for example by flagging data that is outside the expected norm, such as out of range data when loading actuals, *powered by Anomaly Detection*

Intelligent 'Insights'/Virtual Assistant - System generated insights based on the analysis of a dataset and highlighting trends or variances, through natural language interactions, *powered by NLP (natural language processing)*

'Predictive' Analytics - Determining the probability of a future outcome based on analyzing a high volume of historical data, external factors, and applying statistical analysis, while also being able to generate the forecast itself and identify the optimal drivers, *powered by machine learning/deep learning*

'Prescriptive' Capabilities - The product offers guidance and suggestions on action to take based on analysis of the data, *powered by machine learning*

'Conversational' Capabilities – Interactive analysis, often in the form of chat, *powered by Generative AI*

## Profile

**UI:** The primary interface of the vendor's core product (note - whether it is the primary interface or not, most products interface with Excel for specific tasks):

'Excel' – Excel is the primary interface, 'Own' – Purpose-built interface, 'Excel Option' – Can use vendor's own interface or opt to use Excel, or for certain capabilities product specifically uses Excel

**Market:** The vendor's product is designed for particular target market segments (and priced accordingly). The target market by revenue is expressed in \$US ranges. **Note: Vendors are grouped together in this report based on the markets they target.**

**Deploy:** Deployment options:

'Cloud' - Hosted/SaaS single-tenant version or multi-tenant cloud solution

'OnPrem' – On premises version, '(Same)' indicates that cloud and on prem version are the same product

**Apps:** The vendor provides a Solution Library/Exchange/Hub/Marketplace of solutions/apps. For the vendors that do the field will have the words 'Vendor', 'Partner', 'Customer' to denote who provides the apps.

**Vertical Focus/Vertical Success:** This item is included for selected vendors that have expertise, significant success, and/or content related to specific industries. Vertical Success is used for broad cross-industry vendors while Vertical Focus is used for vendors that primarily (but not always exclusively) focus on the listed industries.

## Operational Capabilities

Operational Planning & Analysis Functionality						
Workforce	Sales	Revenue	Supply Chain	Demand	ESG	Other
See below						See below
Rating						

These checkboxes identify the operational planning and analysis capabilities that each vendor supports, along with details on how that support is provided. If the box is blank, it is not currently a vendor supported use case. *Where available, a customer satisfaction rating from the most recent BPM Pulse survey is provided (see current rating categories key from Fair to Outstanding on page 7). If more than 50% of a vendor's survey respondents rated a particular capability 'Not Applicable' (as opposed to selecting a numerical rating) then the field will say 'Not Rated'.*

### Operational Use Cases:

'Workforce' – Workforce Planning (HR oriented resource/talent management, not to be confused with salary planning)

'Sales' – Sales Performance Management

'Revenue' – Revenue Performance Management

'Supply Chain' – Supply Chain Planning and Analysis

'Demand' – Demand Planning

'ESG' - ESG Planning and Reporting

'Other' – Other planning and analysis includes:

- 'IT' Planning (project and portfolio planning)
- 'Marketing' Planning
- 'S&OP'
- 'Services' Planning

– Other operational capabilities include:

- 'Benchmarking' (provision of peer company data, streamlined integration)
- Financial and operational 'Signaling' (leading indicators)
- 'Profitability' analysis and optimization

### Operational Support Specifics:

'Supported' Use Case – the vendor states that their core product supports this use case, and customers are currently using it for this purpose

'Enhanced' Core Product – features have been added to the core product to support this use case

Library 'Content' – a template/model/framework is available for this purpose in the vendor's solution library/hub/marketplace

'Application' – the vendor offers a specialized solution/application/product for this purpose

'Partner' Product – a vendor partner offers an integrated solution/product for this purpose

## Advanced Consolidation Capabilities

Advanced Consolidation Functionality (● vendor, ○ partner)						
Legal/ Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.
●	●	●	●	●	●	●

These checkboxes identify specific advanced consolidation capabilities provided by the vendor that go beyond intercompany, currency conversion, journal entry, alternate roll-ups, joint ownership, etc. The focus is on ‘first mile/last mile of Finance’ as well as support for statutory and regulatory reporting. The checkmark indicates whether the capability is delivered by the vendor or through a partner.



## Core Strengths

These attributes are assigned by BPM Partners based on vendor input and are designed to highlight each vendor's core strengths and key capabilities. It is important to note that the absence of a particular strength does not mean that the vendor does not have that attribute, just that other attributes were more uniquely representative of that vendor. For 2024 the available Core Strengths are:

### Ease

- ✓ Intuitive
- ✓ Product Flexibility
- ✓ No Coding
- ✓ Excel UI
- ✓ Automation

### Cost/Time to Value

- ✓ Low Total Cost of Ownership
- ✓ Quick Implementation
- ✓ Out-of-the-box Functionality
- ✓ Pre-configured Solutions/Starter Kits
- ✓ Short Payback Period

### Power

- ✓ Complexity Simplification
- ✓ Performance/Scalability
- ✓ Financial Intelligence
- ✓ AI Powered
- ✓ Embedded BI

### Added Value

- ✓ Vertical Content
- ✓ Complementary Use Cases
- ✓ Global Footprint
- ✓ Partner Ecosystem
- ✓ Platform Products (partner products delivered on platform)

### Reach

- ✓ Easy Expandability
- ✓ Collaboration
- ✓ Streamlined Integration
- ✓ Integrated Planning/Integrated Business Planning/Unified Planning/Connected Planning
- ✓ Complete Consolidation (acct rec, close, disclosure)
- ✓ Focused

## Key to Quick Facts box

The Quick Facts box is designed to highlight additional useful information about each vendor to aid in decision-making. It is intended to supplement the vendor matrix, commentary, checkboxes, and detailed customer satisfaction ratings.

**Overall BPM Pulse Rating:** This data comes from the latest or most recent prior year BPM Pulse customer satisfaction ratings. It is an overall score which is entered directly by each vendor's customers, it is not mathematically derived from their detailed ratings.

**Recommendation Rate:** Also from the latest BPM Pulse customer satisfaction ratings, this is the percentage of survey respondents who answered with a 7 or more when asked the likelihood of recommending their vendor to a friend or colleague, on a 1-10 scale. A '+' after a rating of 100% indicates a high-degree of enthusiasm with more than 75% providing a rating of 9 or 10.

**Years in Performance Management Business:** This represents the years of experience the vendor has in this field. For performance management focused vendors it is the number of years in business, for larger vendors with multiple product lines it is specifically focused on just the performance management business. Where a vendor entered the market through an acquisition the number of years includes the years the acquired company was in business prior to the acquisition.

**Global Presence:** A vendor is designated 'Global' if more than 20% of their offices/partners/customer HQs/revenues are outside of their home region. Otherwise, this field will specify their home region. A '+' after that will indicate they are growing globally but have not yet hit the 20% target.

**Number of Partners:** The number of partners includes reseller, implementation, and technology partners and is an indication of the ecosystem that has developed around this vendor's offerings.

**Pricing:** Pricing varies widely and is impacted by many factors including volume, number of years commitment, existing relationships, sales promotions, company size, and who the competitors are. However, we set out to create a basic guide to enable you to determine the relative price positioning of the vendors. For most organizations pricing is a key decision factor and this guide should assist in setting appropriate expectations.

We compared the annual per user pricing (total annual subscription fee including all user fees plus any foundation, core, module, process, connector, instance, sandbox, fixed costs, workspace, cloud access and management fees, divided by the number of users) for a 50 user cloud-based planning system (unless otherwise noted). We looked at typical/average street pricing (as opposed to list price). Some vendors price by company size so we identified the high-end and low-end, while others offer different versions with their own prices. We then assigned a symbol based on the pricing band the vendor's price fell into. Also, be aware that for some unified solutions the planning price may include access to financial consolidation and other functionality at no additional cost.

\$ = under 1,000 per user per year	\$\$\$\$\$ = 2,500 - 2,999 per user per year
\$\$ = 1,000 - 1,499 per user per year	\$\$\$\$\$\$ = 3,000 – 3,499 per user per year
\$\$\$ = 1,500 - 1,999 per user per year	\$\$\$\$\$\$\$ = 3,500 – 3,999 per user per year
\$\$\$\$ = 2,000 - 2,499 per user per year	\$\$\$\$\$\$\$\$ = 4,000 and over per user per year



## Upper Midmarket/Large/Enterprise Vendors



# Anaplan

**Overview:** The Anaplan Connected Planning Platform delivers a unified and extensible platform for connected and collaborative planning that supports core financial processes for performance measurement including strategic planning, annual budgeting, and cyclical forecasting along with the ability to align financial plans and targets to operational plans and models of execution for collaboration, consistency, accuracy and improved decision-making across the organization. Its core planning solutions are Anaplan for Finance, Anaplan for Sales & Marketing, Anaplan for Supply Chain, and Anaplan for HR & Workforce.

With the addition of Fluence Technologies, Anaplan now offers a best-of-breed Close-to-Disclose solution that includes consolidation, intercompany matching, with out-of-the-box consolidation models and calculations, close management, disclosure management, no-coding administration, drag-and-drop workflow, drop-down rules, time-based calculations and support for audit and movement visibility. Enhanced reporting capabilities include full-featured Excel-based financial, management, and statutory reporting with support for self-service reporting and ad hoc analytics.

Anaplan facilitates ownership and collaboration across the enterprise and is designed to provide strategic forward-looking cross-functional insights, dynamic and accurate forecasting, and optimized financial outcomes, including enabling profitable growth, improving margins, reducing risk, and optimizing the workforce.

**Details:** The solution is expandable with models from Anaplan's App Hub. Anaplan CloudWorks, a native integration framework, enables connection to a variety of internal and external data sources, including external cloud-based data, service providers, and Anaplan data.

Intelligent predictive forecasting for revenue, expenses, workforce, cash, and profitability enables opportunity optimization.

Anaplan's classic calculation engine leverages Hyperblock technology to enhance scalability and performance to allow for extremely large and dense datasets while Polaris is a natively sparse calculation engine.

A Microsoft 365 extension provides the ability to present Anaplan data in Microsoft applications with direct and secure access.

**Recent Developments:** The acquisition of Fluence Technologies, Anaplan Workflow which automates the transfer of planning tasks between stakeholders, the Anaplan Territory and Quota application for Sales Planning, Geo-Mapping for improved visualization and location intelligence, and the Value Assurance Program to accelerate time to value.

**Vertical Focus:** Financial and Business Services, Telecommunications, Media and Technology, Consumer, and Manufacturing

**Core Strengths:** *Product Flexibility, No Coding, Low TCO, Connected Planning, Complementary Use Cases*

**Capabilities:**

General Functionality				Profile			
Core	Specialized	Complementary	AI	UI	Market	Deploy	Apps
Unified Platform BoB	Salary, Capital, Scenario, Rolling, Narrative	Tax, Transfer Pricing	Predictive, Prescriptive	Excel Option	\$300M+	Cloud	Vendor, Partner

Quick Facts	
Overall BPM Pulse Rating	4.33 Excellent
Recommendation Rate	94%
Years in BPM Business	18
Global Presence	Global
Number of Partners	200+
Pricing	\$\$\$\$\$\$

**Latest Information:** PERFORMANCEPLACE

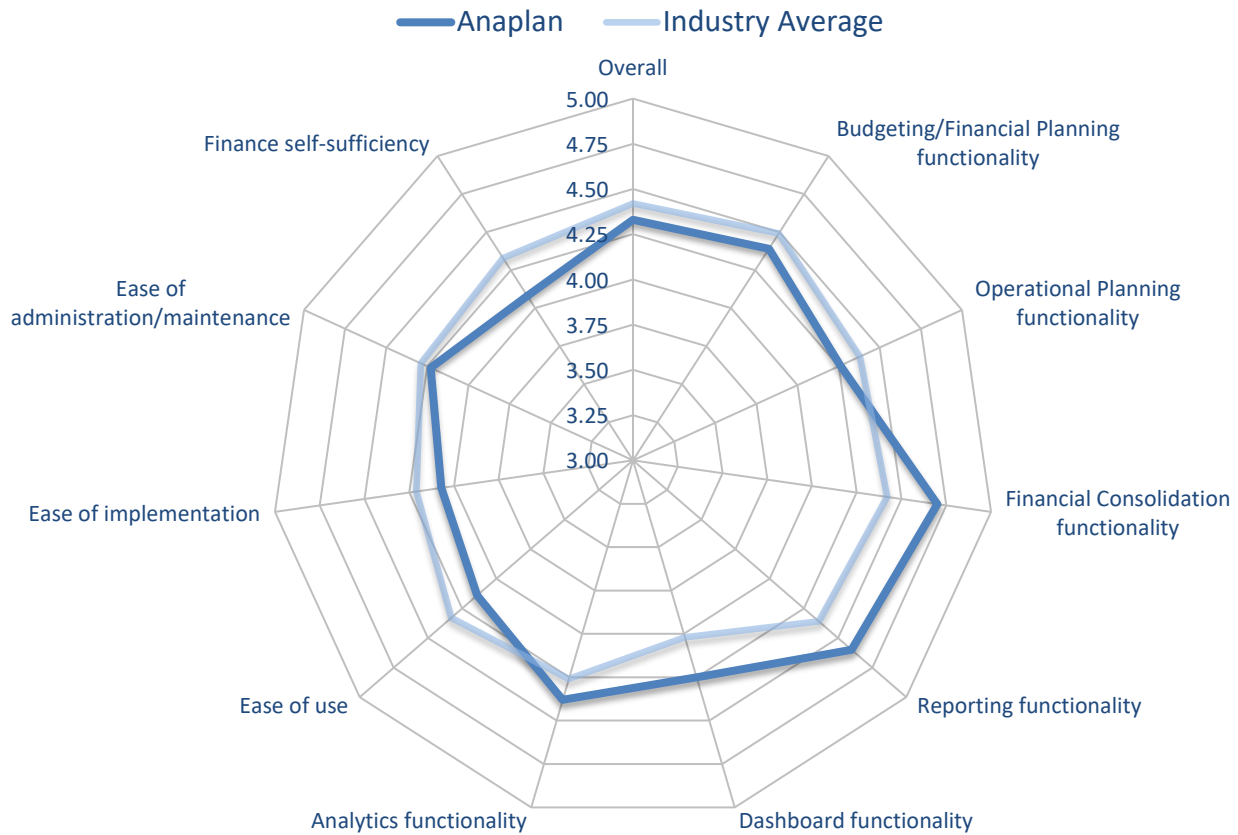
# Anaplan

## Additional Details

Operational Planning & Analysis Functionality						
Workforce	Sales	Revenue	Supply Chain	Demand	ESG	Other
Supported	Application	Application	Application	Application	Supported	<i>Services, IT, Marketing, S&amp;OP, Profitability</i>
<i>Excellent</i>	<i>Excellent</i>	<i>Excellent</i>	<i>Very Good</i>	<i>Very Good</i>	<i>Very Good</i>	

Advanced Consolidation Functionality (● vendor, ○ partner)						
Legal/Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.
●	●	●	●	●	●	●

## Customer Satisfaction



# OneStream Software

**Overview:** OneStream’s unified, enterprise finance platform with built-in financial intelligence is designed to meet the needs of medium to large, sophisticated organizations while simplifying complexity with robust and modern capabilities for planning, budgeting, and forecasting, financial close and consolidation, reporting, financial data quality, financial signaling, and analytics accessed through reports, Excel, and built-in dashboards.

An Analytic Blend Engine combines governed financial data with detailed operational data for reporting and analysis of large volumes of transactional data to identify operational trends and financial signals to proactively drive performance. A transaction matching solution automates the loading, matching, and reporting of data related to bank clearing, AR, AP, T&E, and more. Guided workflows simplify the process for the end user and point them to the right tasks and related information.

Platform-wide AI capabilities include OneStream Sensible ML, a built-in time-series machine learning forecasting solution for predictive analytics, demand planning, revenue forecasting, and scenario modeling, designed for business users and FP&A teams. Sensible AI Library enables users in FP&A and accounting to leverage pre-built AI models for uses such as anomaly detection, and Sensible GenAI creates a LLM based on your data which is used to surface insights through a chatbot interface.

**Details:** The platform is designed to support large-scale use cases via the MS Azure cloud, with smart load-balancing and the ability to add additional cloud resources to optimize performance and scalability.

Extensible Dimensionality® enables corporate to have standard dimensions (chart of accounts, organizational hierarchy, etc.) that business units can easily extend for their unique needs without modifying the corporate standard.

The OneStream Solution Exchange offers downloadable, configurable and deployable solutions from OneStream (MarketPlace), partners (PartnerPlace), and the user community (OpenPlace).

**Recent Developments:** OneStream Genesis, a no-code framework to personalize and simplify analytics and reporting on top of OneStream’s unified data model, CPM Express provides simplified and packaged core capabilities, Dynamic Cubes unifies data, regardless of where it resides, for real-time analysis and reporting, Modern Browser Experience offers a consistent experience across devices including Macs, centralized Narrative Reporting facilitates collaboration within MS Office with automated data updates, InfinitySPM, a partner developed and fully integrated Sales Performance Management solution, and a certified Power BI connector.

Quick Facts	
Overall BPM Pulse Rating	4.31 Excellent
Recommendation Rate	98%
Years in BPM Business	14
Global Presence	Global
Number of Partners	250+
Pricing	\$\$\$\$\$\$\$\$

**Vertical Success:** Public Sector, Financial Services, Manufacturing, Healthcare, Retail, Education

**Core Strengths:** *Performance/Scalability, Financial Intelligence, AI Powered, Complete Consolidation, Unified Planning*

**Capabilities:**

General Functionality				Profile			
Core	Specialized	Complementary	AI	UI	Market	Deploy	Apps
Unified Platform	Salary, Capital, Scenario, Rolling, Narrative	Tax, Transfer Pricing	Quality, Automation, Predictive, Insights, Prescriptive, Conversational	Excel Option	\$200M+	Cloud	Vendor, Partner, Customer

**Latest Information:** PERFORMANCEPLACE

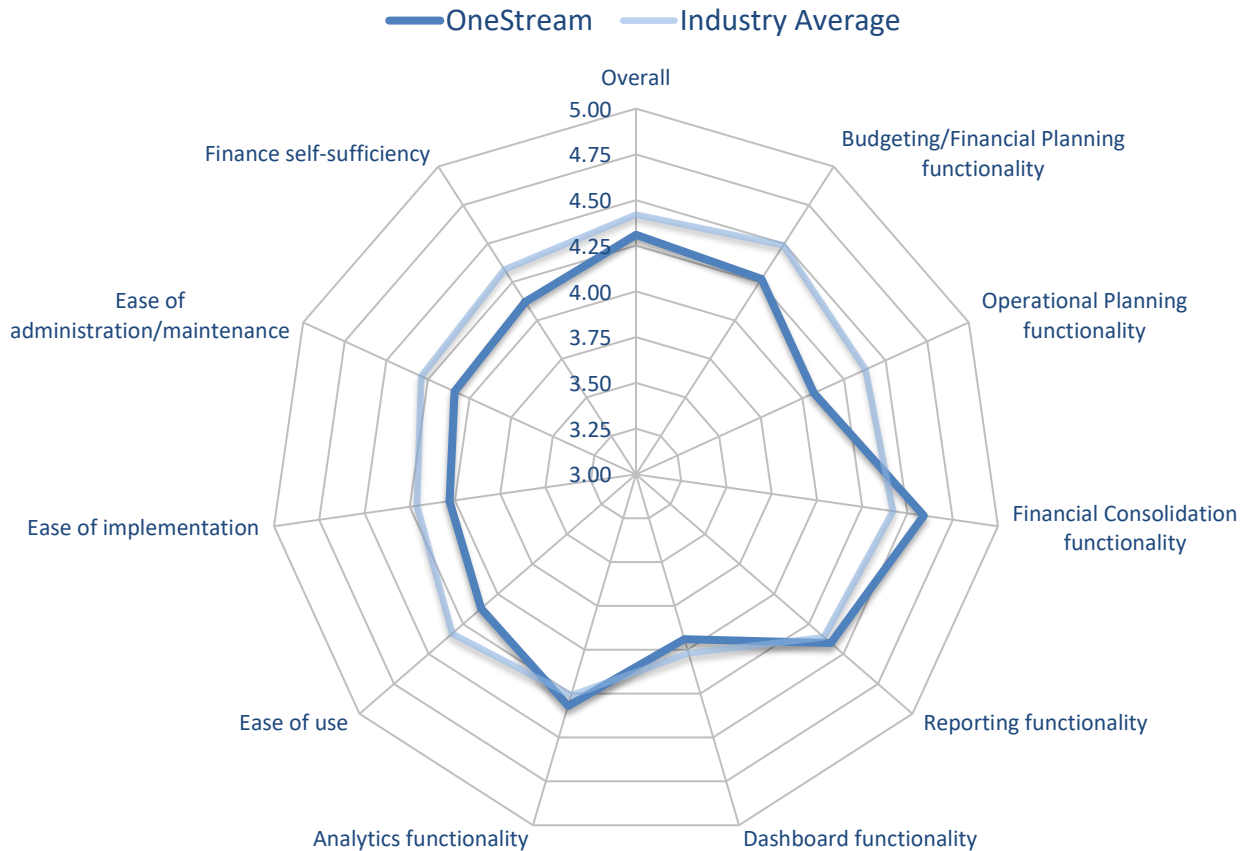
# OneStream Software

## Additional Details

Operational Planning & Analysis Functionality						
Workforce	Sales	Revenue	Supply Chain	Demand	ESG	Other
Content	Partner	Supported	Supported	Content	Content	IT, Services, Marketing, S&OP, Profitability, Signaling
<i>Very Good</i>	<i>Very Good</i>	<i>Excellent</i>	<i>Not Rated</i>	<i>Not Rated</i>	<i>Not Rated</i>	

Advanced Consolidation Functionality (● vendor, ○ partner)						
Legal/ Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.
●	●	●	●	●	●	●

## Customer Satisfaction



# Oracle

**Overview:** Oracle Cloud EPM is modular, connected, and comprehensive and is offered in Standard and Enterprise editions. Planning & Analysis offerings include Enterprise Planning and Budgeting with integrated strategic modeling, Profitability and Cost Management, and Enterprise Performance Reporting. A specialized solution is available for Healthcare Planning. Oracle Strategic Workforce Planning enables HR and Finance to manage skills, gaps, and costs. Oracle Sales Planning Cloud supports quota and commission, territory modeling, and advanced forecasting.

Financial Close offerings include Financial Consolidation and Close with Intelligent Process Automation, Account Reconciliation with automated transaction matching, Tax Reporting which supports tax provisioning and country by country tax liability reporting and Narrative Reporting.

**Details:** Configurable best practice connected planning modules are available for scenario planning, capital planning, project planning, and starter kits for IT financial management and Marketing campaign planning. Free Form Applications address custom financial and operational use cases with no required dimensions, the ability to import Essbase outlines, and support for large models with fast performance.

Intelligent Performance Management capabilities include predictive planning, signal detection, root cause analysis and action recommendations.

NetSuite Planning and Budgeting is a packaged, pre-configured product for NetSuite customers built on the foundation of Oracle Fusion Cloud Enterprise Performance Management.

The Oracle Cloud EPM Marketplace provides templates and application content. Oracle Enterprise Data Management Cloud helps keep everything in synch.

**Recent Developments:** Global Minimum Top-Up Tax, EPM for Sustainability, Implementation Success Program.

Quick Facts	
Overall BPM Pulse Rating	4.13 Very Good
Recommendation Rate	88%
Years in BPM Business	44
Global Presence	Global
Number of Partners	400+
Pricing	\$\$\$\$\$\$\$ - Enterprise

**Vertical Success:** Financial Services, Manufacturing, Automotive, Healthcare, Retail, Distribution, Higher Education, Technology, Media and Entertainment, Business Services

**Core Strengths:** *Performance/Scalability, Easy Expandability, Integrated Planning, AI Powered, Partner Ecosystem*

**Capabilities:**

General Functionality				Profile			
Core	Specialized	Complementary	AI	UI	Market	Deploy	Apps
Modular BoB	Salary, Capital, Scenario, Rolling, Narrative	Tax, Transfer Pricing, Funds Transfer Pricing	Automation, Quality, Predictive, Prescriptive	Own	\$50M+	Cloud	Vendor, Partner

**Latest Information:** PERFORMANCEPLACE

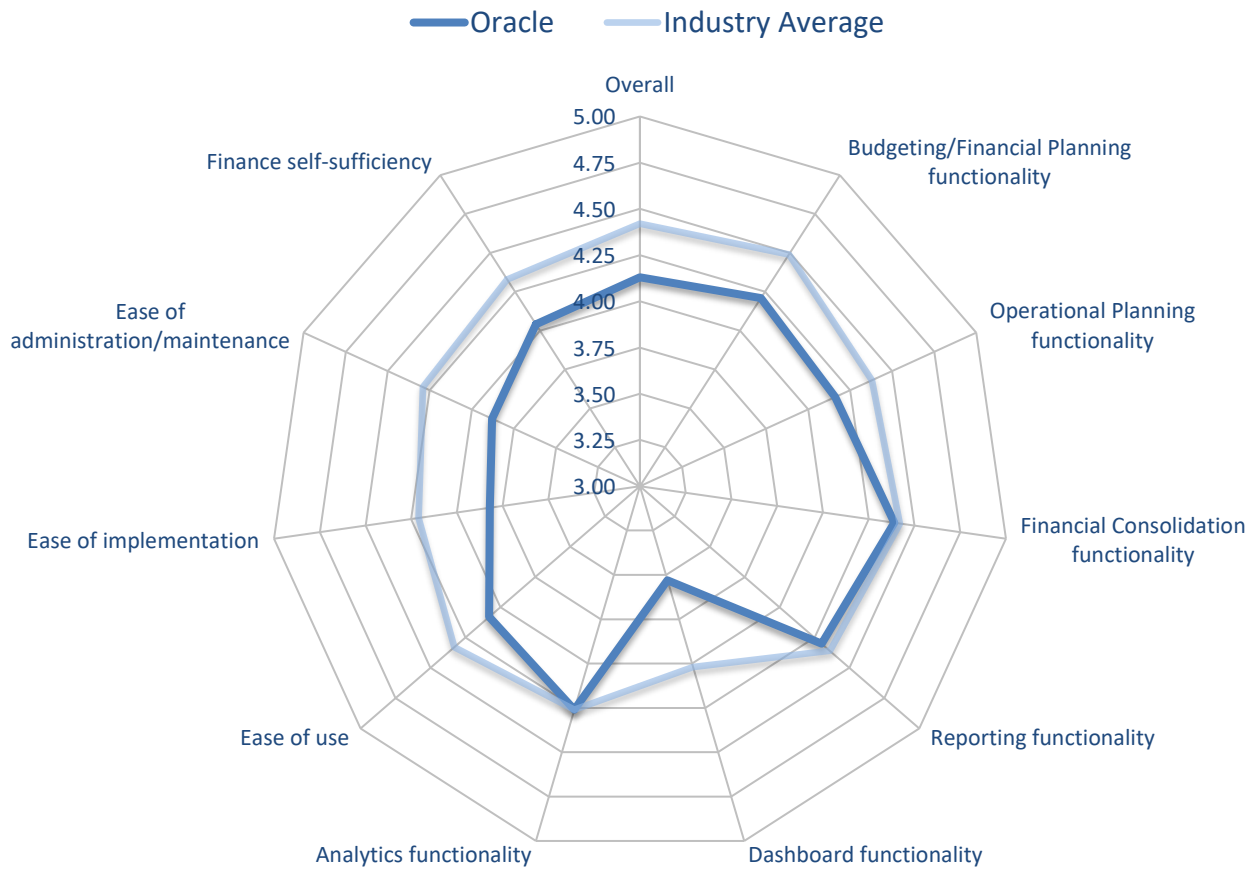
# Oracle

## Additional Details

Operational Planning & Analysis Functionality						
Workforce	Sales	Revenue	Supply Chain	Demand	ESG	Other
Application	Application	Content	Content	Content	Content	IT, Services, Marketing, S&OP,, Signaling, Profitability
Very Good	Not Rated	Very Good	Not Rated	Very Good	Good	

Advanced Consolidation Functionality (● vendor, ○ partner)						
Legal/Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.
●	●	●	●	●	●	●

## Customer Satisfaction



# Pigment

**Overview:** The Pigment integrated business planning platform is modeling-centric and can support most financial and operational planning requirements. It combines the flexibility of a fully customizable platform with use-case specific solutions that are based on best practices and include their own organization charts, templates, and reports.

With a focus on Finance, Sales, and HR current solutions include revenue planning, one-click what-if scenario planning, workforce planning with organization chart visualization, sales capacity, territory and quota planning, supply chain planning, and carbon accounting. The product’s intuitive interface for planning and reporting, combined with Pigment’s training academy, and community forum help accelerate adoption. Native integrations are available for many popular source systems. Completing the picture is live collaboration and a relatively quick implementation timeframe. The guiding vision is to make the planning and reporting process intuitive, flexible, collaborative, and adaptable.

**Details:** For Finance the solution provides integrated financial statements, granular revenue and operating expense planning, and driver-based assumptions and scenarios. Sales planning features include go-to-market capacity planning, segmentation, territory and quota planning, sales forecasting and incentive compensation. HR and workforce planning offer organization-level planning, integrated financial impacts and approvals, forecasted payroll, benefits and taxes.

Quick Facts	
Overall BPM Pulse Rating	4.30 *2023 Excellent
Recommendation Rate	90% *2023
Years in BPM Business	5
Global Presence	Global
Number of Partners	68
Pricing	\$\$\$\$\$\$

Integrations are available for Azure SQL, Amazon Redshift, and Google BigQuery. External source system integrations are available for leading applications such as NetSuite, Sage Intacct, SAP, and Xero, Salesforce, Workday, BambooHR, Stripe and many more. Pigment’s KPIs and datasets are connected across applications in real-time, avoiding the need to replicate data across models.

Pigment offers Professional and Enterprise pricing plans.

**Recent Developments:** Sales Planning, Supply Chain Planning, Pigment AI for data querying, Org Chart which enables Finance and HR to visualize and interact with their org structure, Workflows & Automations to create advanced workflows across multiple applications, Sheet View an Excel-like environment for ad hoc calculations and report formatting from within the Pigment web application, and Pigment Connector for Excel.

**Vertical Success:** Technology, Financial Services, Retail & Marketplace, Manufacturing, Pharmaceuticals

**Core Strengths:** *Intuitive, Product Flexibility, Easy Expandability, Performance/Scalability, Integrated Planning*

**Capabilities:**

General Functionality				Profile			
Core	Specialized	Complementary	AI	UI	Market	Deploy	Apps
<i>Unified Platform</i>	<i>Salary, Capital, Scenario, Rolling</i>		<i>Predictive, Insights, Conversational</i>	<i>Own</i>	<i>\$1B - \$10B</i>	<i>Cloud</i>	<i>Vendor</i>

**Latest Information:**



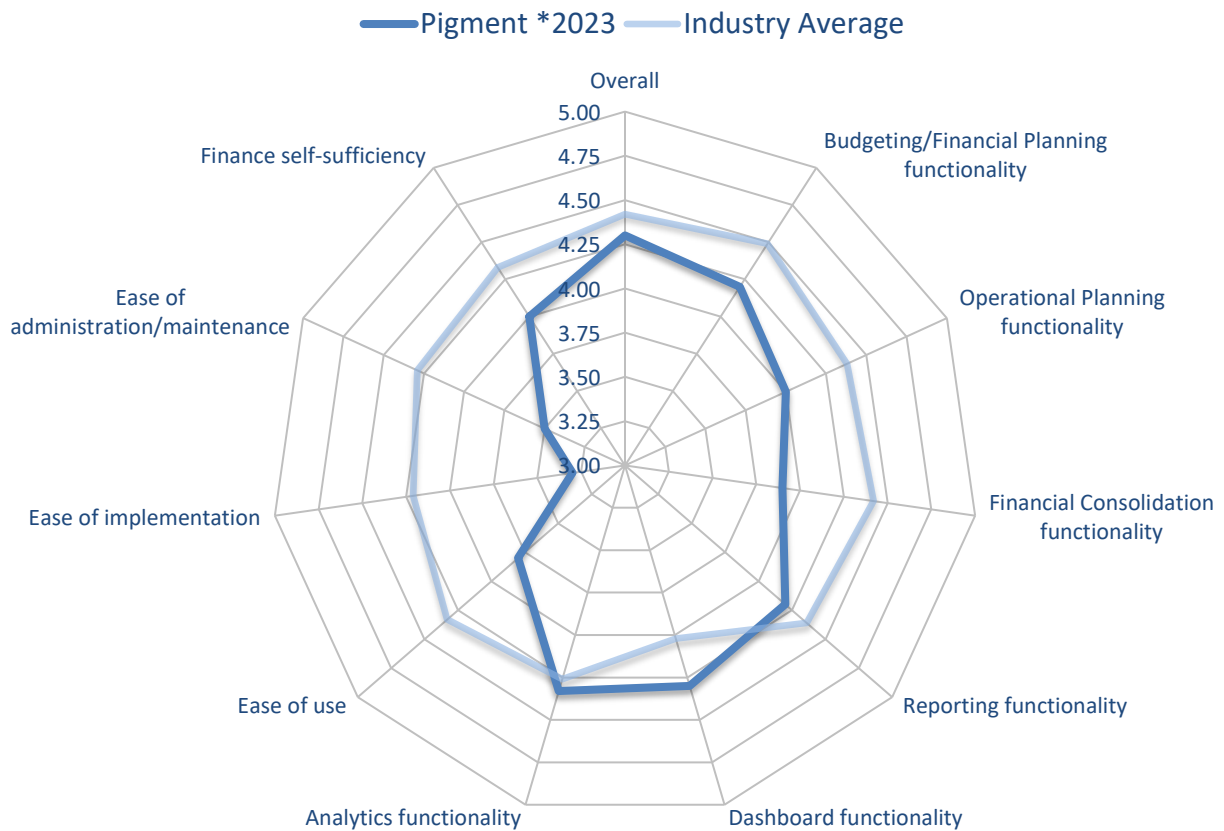
# Pigment

## Additional Details

Operational Planning & Analysis Functionality						
Workforce	Sales	Revenue	Supply Chain	Demand	ESG	Other
Enhanced	Enhanced	Enhanced	Enhanced	Supported	Enhanced	Services, Marketing, S&OP, Profitability
Not Rated	Not Rated	Not Rated	Not Rated	Not Rated	Not Rated	

Advanced Consolidation Functionality (● vendor, ○ partner)						
Legal/Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.

## Customer Satisfaction



# SAP

**Overview:** SAP Analytics Cloud is a unified solution that brings together planning, business intelligence, and predictive analytics in a single, integrated environment designed to facilitate confident and informed decisions. The solution is extensible and addresses multiple use cases and industries supported by a range of pre-built content packages and templates, as well as the ability for users to create their own custom applications and visualizations.

The planning capabilities within SAP Analytics Cloud include reports, allocations, KPIs, alternate hierarchies, financial intelligence, advanced formula creation, driver-based planning, private version planning, what-if scenario modeling, and currency translation. It is designed to seamlessly integrate with both SAP data sources such as SAP S/4HANA and non-SAP data sources. Collaboration capabilities allow users to communicate, assign tasks, and share insights directly within the platform and the mobile application. Collaborative communication is provided through discussions, comments, and team member mentions in stories, reports, and dashboards. The solution also offers chat functionality and story webpages that can be integrated into Microsoft Teams channels. SAP S/4HANA Group Reporting provides financial consolidation capabilities for SAP customers.

**Details:** SAP Analytics Cloud facilitates collaborative enterprise planning across the organization and links strategic, financial, and operational plans. Areas of focus include financial planning, sales planning, workforce planning, and supply chain planning. The pre-built Financial Planning business content is fully integrated with SAP S/4HANA Cloud and the Workforce Planning business content is fully integrated with SAP SuccessFactors.

Quick Facts	
Overall BPM Pulse Rating	3.91 Good
Recommendation Rate	73%
Years in BPM Business	26
Global Presence	Global
Number of Partners	700+
Pricing	varies

SAP Digital Boardroom is powered by SAP Analytics Cloud and provides insight and transparency into financial and operational metrics and the ability to run forward looking simulations using a visual driver tree. An Analytic Model in SAP Datasphere supports seamless live consumption of data in SAP Analytics Cloud stories from SAP and non-SAP data sources along with the ability to trigger events in target systems.

Augmented analytics leveraging ML and predictive capabilities include Smart Discovery – key influencers, Smart Insights – overall KPI impact, and Smart Predict – self-service AI for everyone.

Pre-packaged business content is available for over 200 lines of business and industries. The Office 365 add-in for SAP Analytics Cloud allows users to plan, analyze, and simulate leveraging a familiar interface in MS Excel.

**Recent Developments:** Just Ask (NLQ), Composable Presentation Mode

**Core Strengths:** *Intuitive, Pre-configured Solutions, Integrated Planning, Complexity Simplification, AI Powered*

**Capabilities:**

General Functionality				Profile			
Core	Specialized	Complementary	AI	UI	Market	Deploy	Apps
<i>Unified Platform</i>	<i>Salary, Capital, Scenario, Rolling, Narrative</i>		<i>Predictive, Insights</i>	<i>Excel Option</i>	<i>\$50M+</i>	<i>Cloud</i>	<i>Vendor, Partner</i>

**Latest Information:** PERFORMANCEPLACE

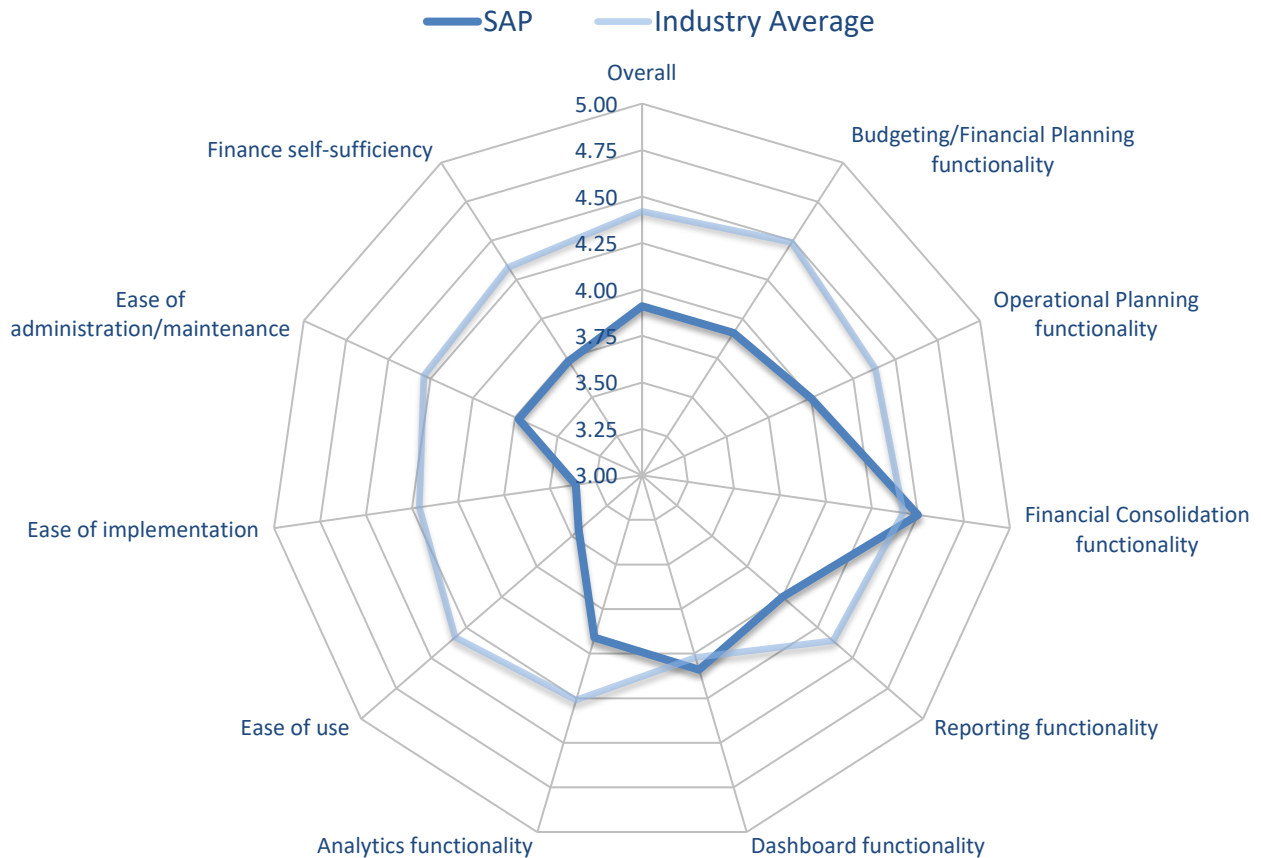
# SAP

## Additional Details

Operational Planning & Analysis Functionality						
Workforce	Sales	Revenue	Supply Chain	Demand	ESG	Other
Content	Content	Content	Content	Content	Content	IT, Services, Marketing, S&OP,, Benchmarking, Profitability
<i>Good</i>	<i>Not Rated</i>	<i>Good</i>	<i>Not Rated</i>	<i>Not Rated</i>	<i>Not Rated</i>	

Advanced Consolidation Functionality (● vendor, ○ partner)						
Legal/ Statutory	Regulatory Compliance	Trial Balance	Account Reconciliation	Cash Flow	Close Management	Collaborative Disclosure Mgmt.

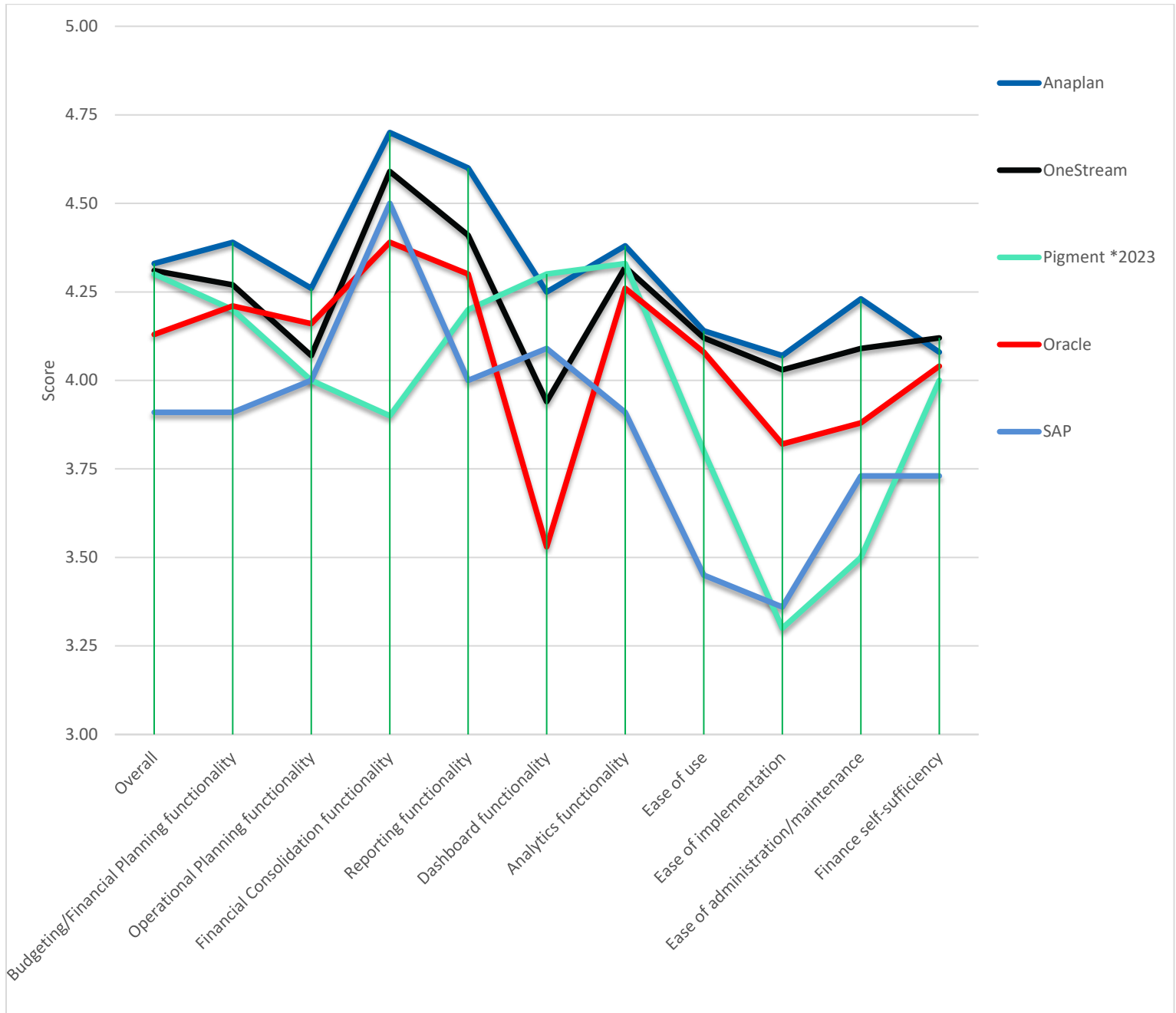
## Customer Satisfaction



## Customer Satisfaction Comparison

The chart below compares the vendors with sufficient data for each of the customer satisfaction attributes and overall rating as measured by BPM Partners. For a fair comparison the chart is organized by Primary Target Market Size. Within the chart the vendors are listed in order of highest to lowest overall score.

**Detailed Customer Satisfaction Scores - Upper Midmarket/Large/Enterprise Vendors**



## Pricing Comparison

Grouped by Vendor Landscape Matrix Categories (Target Market Size), the vendors are placed in rows indicating typical pricing for their planning products, unless otherwise noted. Vendors with multiple versions or price ranges based on company size will appear twice.

### Upper Midmarket/Large/Enterprise Vendors

Price Range	Vendors
\$\$\$\$\$\$\$ = 4,000 and over per user per year	OneStream Software, Oracle (Enterprise)
\$\$\$\$\$\$\$ = 3,500 - 3,999 per user per year	Pigment
\$\$\$\$\$\$ = 3,000 - 3,499 per user per year	Anaplan
\$\$\$\$\$ = 2,500 - 2,999 per user per year	
\$\$\$\$ = 2,000 - 2,499 per user per year	.
\$\$\$ = 1,500 - 1,999 per user per year	
\$\$ = 1,000 - 1,499 per user per year	.
\$ = under 1,000 per user per year	.
<i>Price varies by use case</i>	SAP

## About BPM Partners

BPM Partners is the leading independent authority on business performance management (BPM/CPM/EPM) and related business intelligence solutions and has been recognized by Forbes as one of America's Best Management Consulting Firms. The company helps organizations address their budgeting, planning, financial consolidation, close and reporting, regulatory compliance, profitability optimization, key performance indicator (KPI) development, and operational performance challenges. Vendor-neutral experts guide companies through their BPM initiatives from start to finish while both reducing risk and minimizing costs. BPM Partners has specialized packages that lead clients through project justification, finance transformation, requirements definition, vendor selection and deployment of departmental or enterprise-wide BPM systems. For further details, go to [BPMPartners.com](http://BPMPartners.com). Follow BPM Partners on X [@BPMTeam](https://twitter.com/BPMTeam) and LinkedIn [BPM Partners | LinkedIn](https://www.linkedin.com/company/bpm-partners).

### PERFORMANCEPLACE

For further information and the latest updates on each of the vendors included in this document (analyst reports, articles, blogs, news, etc.) visit BPM Partners' PerformancePlace by clicking on the logo on the individual vendor pages. Clicking the logo on this page will take you to our [vendor search capability on PerformancePlace](#) which will make it easier to build your vendor shortlist. It allows you to select the collection of core strengths that are most important, along with desired price range and other attributes, and then displays just those vendors that are a match.

### Go Beyond the Report

**Questions?** For questions about this report, or any of the covered vendors, [speak with one of our experts](#).

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