

A BPM Partners Research Note

Vendor Landscape Matrix

**Financial, Strategic, and Operational
Business Performance Management**

June 2018



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Executive Summary

The Business Performance Management (BPM) vendor landscape continued to evolve this past year. Two vendors were involved in merger and acquisition activity (Adaptive Insights and XLerant). Cloud momentum picked up with the vast majority of vendors seeing their cloud version account for the bulk of their sales. While budgeting and planning remained a top focus for customers and vendors alike, financial consolidation also started to receive more attention. Artificial Intelligence and Machine Learning began to deliver real benefits with many vendors utilizing these tools to deliver predictive analytics and other new capabilities. 'Beyond Finance' became more than a marketing phrase as vendors offered specific products and packaged content to support these projects. More vendors started to focus on selected verticals while balancing that with continuing to offer and market a cross-industry solution. The focus on the customer has not let up with vendors working to make their products easier to use, ramping up support, and constantly measuring customer satisfaction.

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 commentary, attribute checkmarks, and customer satisfaction ratings collected as part of the annual BPM Pulse Survey. This document will be updated periodically to reflect the most current information available. We believe that this information should enable organizations to focus their vendor selection activities around those vendors most likely to meet their needs, saving time and money in the process. This information 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.

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 2018 BPM Pulse Survey which was conducted during May 2018, 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, consolidation and reporting, modeling, analysis, and monitoring of key performance indicators (KPIs) linked to organizational strategy.
- ❖ Operational Analytics focus on the performance of key business areas including Sales, Marketing, Customer Service, Manufacturing, R&D, IT, and HR.
- ❖ 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-premise offering. For others it is a new product that co-exists with an established on-premise offering from that same vendor. Of course, some vendors started in the cloud (or completely re-architected their on-premise offering for the cloud) and do not offer an on-premise alternative. When it comes to mobile, most vendors are implementing 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, pre-packaged solutions to accelerate time to value, and streamlining the integration of familiar Microsoft Office components throughout their product sets.
- ❖ 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 North American market are included in this grid.

BPM Partners North American Vendor Landscape Matrix for Performance Management - June 2018

Target Company Size	Upper Midmarket/ Large/ Enterprise		Anaplan Axiom Software OneStream Software	Longview	BOARD International IBM	
	Midmarket/ Large/ Enterprise		deFacto Global Host Analytics Vena Solutions	CCH Tagetik Jedox	Adaptive Insights Oracle prevero SAP	
	Midmarket	XLerant		Centage	Prophix	
	Small/ Lower Midmarket					
		Growing	Accepted	Proven	Established	Dominant

Blue = Cloud first solutions
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Market Status



This matrix objectively places the active BPM vendors according to the target market for their current offerings, and their relative momentum in the market. It is updated periodically. Within a particular box, vendors are organized alphabetically.

The horizontal axis identifies vendors by their current market status and momentum, usually determined by number of customers, market presence and growth rate:

- ▶ **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:** vendors that have demonstrated good traction and momentum and continue to add customers; customer count is typically 50 to 200
- ▶ **Proven:** these vendors have been successful with many customers and continue to have a solid win rate; customer count is in the hundreds (over 200)
- ▶ **Established:** 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)
- ▶ **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 target market for the vendor's offerings as defined by the vendors themselves. This is also an indication of the functionality, scalability, and pricing since the needs in these areas often align with company size. Vendors in the same or adjoining row often compete for the same business, *vendors more than a row apart are not usually included in the same evaluations:*



- ▶ *Small/Lower Midmarket:* vendor targets organizations with revenues in the range \$ 1 million up to \$ 250 million; ideal for smaller companies
- ▶ *Midmarket:* vendor targets organizations with revenues in the range \$ 25 million up to \$ 750 million; ideal for the full range of midmarket companies
- ▶ *Midmarket/Large/Enterprise:* vendor targets organizations with revenues in the range \$ 25 million to over \$ 2 billion; ideal for all but the smallest companies, although some of these vendors target all company sizes from the smallest to the largest (see individual vendor listings)
- ▶ *Upper Midmarket/Large/Enterprise:* vendor targets organizations with revenues in the range \$ 251 million to over \$ 2 billion; ideal for larger companies and enterprises

The color coding is used to distinguish between vendors that have been primarily selling cloud-based solutions and vendors that have been primarily selling on-premise solutions. While all vendors in the current grid offer cloud-based solutions, only those vendors whose sales for the past 12 months were predominantly or exclusively cloud-based are coded blue.

The BPM Partners Vendor Landscape Matrix is intended to provide objective, informative placement of the various vendors. One of the key design elements in this approach is that there is no 'good' or 'bad' place to be on the grid. Which group of vendors is the best fit for any given company is a function of that company's size and specific requirements, as noted above.

Vendor Details

For each vendor included in the matrix we have included brief comments, usually highlighting what's new or unique about the vendor. Where available we have also included customer satisfaction ratings for 15 key attributes as well as an overall score. This data comes directly from the 2018 BPM Pulse Survey which had responses from over 330 companies. Respondents who rated vendors/products self-identified themselves as users of the vendors/products being rated. They were asked to rate their vendor and product satisfaction on a 5 point scale with 1 being the lowest and 5 being the highest. The attributes being rated (and their grid codes) were:

- Overall satisfaction
- Ease of doing business (Bus)
- Price/value (Price)
- Product functionality (Func)
- Ease of use (Use)
- Ease of implementation (Impl)
- Ease of administration (Admin)
- Ease of integration (Int)
- Finance self-sufficiency (FSS)
- Product performance (Speed)
- Product quality (Quality)
- Customer support/hotline (Supp)
- Vendor-run training (Train)
- Vendor-run consulting (Const)
- Product Innovation (Inno)
- User Groups and customer input (UGrp)

Our interpretation of these ratings is represented as follows:



Vendors that did not get assessed in the 2018 BPM Pulse Survey, or did not have sufficient data to provide an accurate rating are noted with “insufficient data”. If they had sufficient data in a recent prior survey year then that data is included and so noted.

In addition, we have included a set of vendor checkboxes to highlight specific product and vendor capabilities. The key to the current set of checkboxes follows.

Key to Vendor Checkboxes

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	%	Codes	Codes	Codes	S/M/L/E	%	✓C/S

Components

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

Modeling/Strategic Planning (Plan): The product has built-in functionality to develop and maintain models as well as create the strategic plan.

Dashboard (Dash): The vendor provides a graphical interface that can display a collection of key performance indicators (a scorecard) with gauges, stoplights, and charts. Dashboards may be graphical display tools or prebuilt applications.

Reporting & Analytics (Rept): The product offers a robust report development tool for ad hoc queries as well as production reporting in addition to any prebuilt reports and basic analysis tools.

Consolidation (Con): The software sums data from multiple ledgers, incorporating currency conversion and intercompany eliminations as needed. Instead of a check this box will contain the % of the vendor's customers that have included consolidation. A check will be used if the percent is not known.

Advanced Capabilities

Artificial Intelligence (AI): A letter code will be used to indicate each AI or AI-like capability the vendor offers. The box will be left blank if the vendor is not currently offering AI capabilities. Letter codes:

'ML' - machine-learning: is an iterative process enabling a system to learn and adapt from prior experience, for example this can be used to recommend the next step in the process of closing the books, or to aid in predicting future results based on prior examples

'NLQ' - natural language query: the ability to type or speak requests in native language, for example - 'show me this month's sales'

'NLG' - natural language generation: the ability to output results in native language, for example to generate a narrative to explain results

'PA' - predictive analytics: leveraging statistical methods and/or AI capabilities to determine the likelihood of a future outcome based on historical data, for example the probability of a particular forecast being accurate, it can also be used to generate the forecast itself

'AD' - anomaly detection: the ability to flag data that is outside the expected norm, such as a typo when entering a budget

'O' - other: any other AI-like capabilities

Beyond Finance (BFin): The product offers capabilities that target operational users outside of Finance. A blank box indicates that the vendor does not offer these capabilities. Letter codes:

'C' - these capabilities are part of the core product

'P' - these capabilities are offered as a separate module or product for an additional cost

'L' - these capabilities are part of a library, hub, marketplace, or exchange of application solutions. '\$' indicates that some of these apps are fee-based.

Market Profile

Vertical Solutions (Vert): The vendor offers industry-specific capabilities, custom content, or related expertise and guidance usually in addition to their core cross-industry product offering, unless the box is blank. Industry codes:

'FS' - financial services

'G' - government

'HC' - healthcare

'HE' - higher education

'M' - manufacturing

'NP' - not for profits

'PS' - professional services

'O' - other

Target Market (Market): The vendor's product is designed for a particular market segment (and priced accordingly). Key to target market by revenue:

'S' - small: less than US\$ 25 million

'M' - midmarket US\$ 25 million to US\$ 750 million (M↓ lower midmarket US\$ 25 million to \$ 250 million, M↑ upper midmarket US\$ 251 million to 750 million)

'L' - large: US\$ 751 million to 2 billion

'E' - enterprise: US\$ over 2 billion

Cloud: Instead of a check this box will contain the % of the vendor's customers that have purchased their cloud version in the past year (hosted/SaaS single-tenant version or multi-tenant cloud solution). A check will be used if the percent is not known.

Mobile Access (Mob): The vendor supports mobile access. Consumption only access is indicated with a 'C' after the checkmark. An 'S' indicates that only selected modules support mobile access.



Best Fit Tags

These tags are assigned by BPM Partners and designed to highlight each vendor's core strengths and key capabilities. It is important to note that the absence of a particular tag does not mean that the vendor does not have that attribute, just that other attributes were more representative of that vendor. The greatest value comes from viewing a vendor's tags as a whole and determining how closely they match the profile of your ideal vendor. For 2018 the available Best Fit Tags are:

- Beyond Finance
- BI Analytics and Data Visualization
- Cloud First
- Collaboration
- Compliance
- Consolidation Leader
- Data Quality
- Detailed Profitability
- Detailed Salary Planning
- Ease of Use
- Excel UI
- Full Mobile Access
- Low TCO
- Platform
- Powerful Modeling
- Revenue Planning
- Sales Planning
- Scalability/Complexity Handling



BPM Partners has defined the next generation of performance management solutions as being comprehensive (beyond Finance), connected (to source systems and MS Office), collaborative, and cloud-based. We have defined criteria to determine if a vendor is Next Generation Ready. Vendor pages that include Next Generation Ready as a Best Fit Tag have been certified by us as meeting the criteria. Clicking on the logo here will take you to the download page for the free eBook that defines the next generation in detail, describes the benefits, and spells out the criteria that a vendor needs to meet to be certified.

Key to Vendor FactBox

The Vendor FactBox is designed to provide additional useful information about each vendor to aid in decision-making. It is intended to supplement the vendor matrix, commentary, checkboxes, best fit tags, and customer satisfaction ratings to complete the picture.

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.

North American Business %: This number represents the portion of the vendor's business that was North American focused in the past year. While a larger percent indicates a vendor with significant focus and traction in this market, a smaller percent indicates a vendor with more global experience.

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. Note: if the vendor implementation % is low it is desirable for the number of partners to be high so there is a wider range to choose from.

Vendor Implementation %: Going hand in hand with the partners number this percent indicates the degree to which this vendor does their own implementations versus relying on third-parties. A higher number means the vendor does most of the implementations themselves, a lower number means more are done by partners. It should be noted however that even when a third-party is involved in the implementation most vendors maintain a design and quality assurance role.

Update Frequency: Frequency of minor/major *cloud* updates (not including urgent patches).

Pricing: Pricing varies widely and is impacted by many factors including volume, number of years commitment, existing relationships, sales promotions 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 (annual subscription fee divided by the number of users plus any additional foundation/core/instance fixed costs spread across the number of users) for a 50 user cloud-based system where 70% are standard users and the remainder are a mix of advanced/power users and basic/view only users. 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.

\$ = under 1,000 per user per year \$\$\$\$ = 2,000 - 2,499 per user per year

\$\$ = 1,000 - 1,499 per user per year \$\$\$\$\$ = 2,500 and over per user per year

\$\$\$ = 1,500 - 1,999 per user per year



Upper Midmarket/Large/Enterprise Vendors

Anaplan **PERFORMANCEPLACE**

This vendor delivers a platform for connected and collaborative planning across finance, sales, HR, marketing, IT, and the supply chain. It is designed to connect people, plans, and data to achieve excellence in operational efficiency and business partnering. Standard capabilities include budgeting, planning, forecasting, strategic planning, profitability analysis, sensitivity analysis, scenario modeling, workforce planning, demand planning, and capacity planning along with basic consolidation, reporting and analytics with interactive dashboards. Anaplan also offers a robust suite of sales performance applications (including territory & quota management, sales forecasting, incentive compensation, and configuration & pricing), and supply chain applications (including demand planning, sales & operations planning and supply planning).

Anaplan's App Hub enables customers and industry experts to share applications and problem solutions. The list of over 250 application models available include industry-specific solutions for insurance and premium planning, human asset and labor optimization, commercial lease planning, market share and growth forecasting, zero-based budgeting, regulatory compliance, among others. Anaplan partners with Salesforce to provide access to additional data and capabilities. The Anaplan platform utilizes a patented in-memory hybrid multidimensional and transactional data structure for high performance. It is designed to address a range of planning and analysis use cases in large enterprises without the need for a specialized scripting language.

Recent developments include partnering with Workiva to link narrative to performance data across reports, spreadsheets, and presentations. Dashboards have been enhanced to allow users to create their own personalized view as well as provide support for images. For Tableau customers, there is a direct connection to Anaplan that enables users to uncover actionable insights in real-time with powerful visualizations. Anaplan has embedded Gurobi Optimizer to allow users to model achievement of an objective such as maximizing or minimizing a value, while modifying a variable, within a set of constraints.

Best Fit Tags: Cloud First, Beyond Finance, Powerful Modeling, Collaboration, Sales Planning, Detailed Profitability, Detailed Salary Planning, Platform, Compliance, Scalability/Complexity Handling

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	<10%	PA	C, L\$	FS, O	M1/L/E	100%	✓S

Vendor FactBox

Years in Performance Management Business	7
North American Business %	60%
Number of Partners	175+
Vendor Implementation %	<15%
Update Frequency	Major: 5/year Minor: weekly
Pricing	\$\$\$\$

Axiom Software PERFORMANCEPLACE

The Axiom Software Suite from Kaufman Hall provides a unified and comprehensive performance management solution for budgeting, forecasting, reporting, analytics, strategy management, consolidations, capital planning, profitability, and cost management. The platform is available in a secure and highly scalable cloud environment powered by Microsoft Azure. Positioned as "software with a point of view" Axiom Software includes tailored industry solutions for healthcare providers, banks and credit unions, higher education and manufacturing. Axiom has a strong focus on integrated business planning, grounded in the principles of corporate finance. The company continues to develop industry specific solutions providing data, analytics and benchmarking capabilities coupled with Kaufman Hall's management consulting expertise.

With a focus on ease of use Axiom has recently enhanced its' user interface to provide more of a guided, wizard-driven experience. In addition, report writing has been simplified with a new graphical point and click design approach. Continuing their strong focus on profitability optimization Axiom has just released new capabilities for Strategy Management & Comparative Analytics for healthcare providers, and a solution for Relationship Profitability & Pricing for financial institutions.

Best Fit Tags: Cloud First, Ease of Use, Excel UI, Beyond Finance, Powerful Modeling, Full Mobile Access, Detailed Salary Planning, Collaboration, Detailed Profitability, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	12%		C, P	FS, HC, HE, M	M↑/L/E	96%	✓

Vendor FactBox

Years in Performance Management Business	20+ years
North American Business %	95%
Number of Partners	<10
Vendor Implementation %	90%
Update Frequency	Quarterly
Pricing	\$\$\$



BOARD International PERFORMANCEPLACE

BOARD International delivers a full range of performance management solutions coupled with business intelligence on a unified platform utilizing a quick implementation toolkit approach. The goal is to enable organizations to analyze, simulate, and plan so that they can make better decisions. The solutions include budgeting, forecasting and planning, financial consolidation, reporting and analysis, interactive dashboards, strategy management, profitability optimization, scenario modeling, and predictive analytics. They are packaged as BOARD FP&A, BOARD FC, and BOARD RFM (recency, frequency, and monetary) for customer segmentation and analysis.

The product supports self-service data discovery by automatically building models by analyzing the data. Other features include in-context collaboration, storytelling, and cognitive search by voice using natural language commands. BOARD has had broad adoption in retail (fashion, grocery), legal, food service, logistics, manufacturing, insurance, and financial services.

The most recent release offers a new, highly scalable engine and text analytics for unstructured data. In addition, user side enhancements include self-service pixel-perfect reporting and chat-like real-time collaboration.

Best Fit Tags: Beyond Finance, Powerful Modeling, Platform, BI Analytics and Data Visualization, Collaboration, Consolidation Leader, Scalability/Complexity Handling, Detailed Profitability

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	7%	ML, NLG, NLQ, PA	C		M↑/L/E	75%	✓S

Vendor FactBox

Years in Performance Management Business	21 years
North American Business %	27%
Number of Partners	100
Vendor Implementation %	5%
Update Frequency	Minor - quarterly Major - annually
Pricing	\$\$

IBM **PERFORMANCEPLACE**

IBM Financial and Operational Performance Management includes: Planning Analytics, Consolidation, Narrative Reporting, Sales Performance Management, Predictive and Constraint-based Decision Optimization, Watson Analytics, Cognos Analytics, and a library of templates and partner applications. IBM Planning Analytics (powered by TM1) is bundled with Watson Analytics for analysis and Cognos Analytics for enterprise reporting and is available on-premise or cloud-based. Users can choose between the web/mobile Workspace interface or Excel. Driver-based analysis, unbounded analytics using hierarchies, personal scenario planning, and automated predictive planning through SPSS are all supported. Interactive dashboards with write-back are designed for self-service authoring. Threaded discussions facilitate collaboration. Role-based guidance is available to assist infrequent users. The product is GDPR-ready.

IBM Cognos Controller is a full-featured solution for financial consolidation available on-premise or cloud-based. Recent enhancements include ControllerWeb and ControllerWeb for Cloud, a task-oriented browser interface for reporting site users.

Best Fit Tags: Cloud First, Excel UI, Beyond Finance, Powerful Modeling, Sales Planning, BI and Data Visualization, Full Mobile Access, Collaboration, Consolidation Leader, Scalability/Complexity Handling, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	20%	ML, NLQ, PA	C, L\$		L/E	60%	✓

Vendor FactBox

Years in Performance Management Business	20+ years
North American Business %	58%
Number of Partners	200+
Vendor Implementation %	20%
Update Frequency	Minor - monthly Major - quarterly
Pricing	\$\$\$



Longview **PERFORMANCEPLACE**

The Longview product set consists of Longview Plan Powered by Tidemark, Longview Close, Longview Tax, and Longview Analytics. Longview Plan Powered by Tidemark is a cloud-based planning platform that provides simplified modeling, support for intersecting hierarchies, and Storylines that visually illustrate performance trends. Longview Close is available as an on-premise or private cloud solution and designed to be powerful, but simple to use, with a relatively low TCO. Longview Analytics is an enterprise-grade BI solution, with self-service and guided analytics capabilities and the ability to report on Longview and non-Longview data sources in real time. Longview Analytics is SAP BW/4HANA certified. Longview's vision is to support connected Finance (and beyond) with plan, close, tax, and analytics for all. This combined product set merges innovative cloud-based technology with deep domain expertise and products well-suited to handling enterprise-grade complexity. Vertical focus includes financial services, higher ed, retail, telco, hospitality and energy. As a platform, applications will be delivered for specific use cases and industries.

Recent updates include expanded regulatory compliance support, a new operational transfer pricing solution, process workflow management, in process analytics, and enhanced grid printing for pixel perfect reports.

Best Fit Tags: Cloud First, .Beyond Finance, BI Analytics and Data Visualization, Consolidation Leader, Detailed Profitability, Collaboration, Compliance, Scalability/Complexity Handling, Powerful Modeling, Full Mobile Access, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	60%	NLQ, PA	C, P, L	FS, HE, O	M↑/L/E	70%	✓

Vendor FactBox

Years in Performance Management Business	24 years
North American Business %	45%
Number of Partners	50
Vendor Implementation %	50%
Update Frequency	Minor - monthly Major - semi-annually
Pricing	\$\$\$

OneStream Software PERFORMANCEPLACE

This vendor delivers the OneStream XF SmartCPM™ unified platform with robust solutions for financial data quality, consolidation, reporting, budgeting, forecasting and analysis. Guided workflows simplify the process for the end user and point them to the right tasks and information. A unique element of this offering is Extensible Dimensionality®. This enables corporate to have standard dimensions (chart of accounts, organizational hierarchy, etc.) that business units can easily add to for their unique needs without modifying the corporate standard. SmartCPM means: one product, one application, multiple solutions, flexible deployment. The product leverages the power and familiarity of Excel with significant ease of use enhancements and full auditability.

The OneStream XF MarketPlace offers downloadable, configurable and deployable free solutions including sales planning, people planning, tax provisioning, account reconciliation, and machine learning: OneStream ML 123 based on Microsoft technologies. Also in the MarketPlace is the OneStream Community Message Board which gives the OneStream community access to a collaboration area for general discussions, shared experiences and best practices.

The recently introduced OneStream App for Windows provides a browserless user experience, while Okta Authentication extends single sign-on capabilities. In addition, new compliance and statutory reporting solutions for leasing are now also available as downloads from the XF MarketPlace.

Best Fit Tags: Excel UI, Beyond Finance, Powerful Modeling, Consolidation Leader, Collaboration, Scalability/ Complexity Handling, Compliance, Data Quality, Next Generation Ready

Capabilities

Components					Advanced		Market Profile				
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob	
✓	✓	✓	✓	100%	AD, ML	C, L	FS, G HC, M	M1/L/E	60%	✓ C	

Vendor FactBox

Years in Performance Management Business	8 years
North American Business %	70%
Number of Partners	110
Vendor Implementation %	20%
Update Frequency	Semi-annually
Pricing	\$\$\$\$\$



Midmarket/Large/Enterprise Vendors

Adaptive Insights PERFORMANCEPLACE

Built on the Adaptive Insights Business Planning Cloud platform, Adaptive Insights for Finance is a fully-integrated suite of applications for budgeting, forecasting, planning, pervasive analytics, reporting and consolidation and provides a strong alternative to spreadsheet-based and on-premise planning and reporting approaches. The product is designed to support active planning that is collaborative, comprehensive, and continuous for Finance and beyond. Models and templates are available to expand upon out of the box functionality. Verticals include software, professional services, life sciences, and nonprofits.

The recently released Adaptive Insights for Sales is designed to maximize sales efficiency and investments by supporting sales capacity, quota, and territory planning. As part of the Business Planning Cloud the sales and territory plans are linked back to the overall financial plan. Adaptive Insights' goal is to provide integrated financial and operational planning across the organization.

Adaptive Insights recently launched its Elastic Hypercube™ Technology – which scales to larger data volumes while improving performance. While continuing to focus on meeting the needs of midmarket organizations, Adaptive Insights wants to ensure that it can meet the needs of larger organizations as well. The company has entered a definitive agreement to be acquired by Workday.

Best Fit' Tags: Cloud First, Ease of Use, Excel UI, BI Analytics and Data Visualization, Powerful Modeling, Full Mobile Access, Collaboration, Sales Planning, Beyond Finance, Scalability/Complexity Handling, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	10%		P, L	NP, PS, O	M/L/E	100%	✓

Customer Satisfaction

Overall: 4.51

Bus	Price	Func	Use	Impl	Admin	Int	FSS	Speed	Quality	Supp	Train	Conslt	Inno	UGrp
4.50	4.15	4.51	4.55	4.09	4.31	4.11	4.60	4.08	4.59	4.19	3.98	4.15	4.36	4.21

Vendor FactBox

Years in Performance Management Business	15 years
North American Business %	75%
Number of Partners	130+
Vendor Implementation %	~50%
Update Frequency	Quarterly
Pricing	Smaller companies - \$\$ Larger companies - \$\$\$

CCH Tagetik PERFORMANCEPLACE

CCH Tagetik, part of Wolters-Kluwer, delivers a Finance Transformation Platform that contains Consolidation, Budgeting and Planning, Forecasting, Modeling, Reporting, Regulatory, Disclosure & Compliance plus an Analytical Workspace for Planning, Modeling & Analytics on high volume granular financial or operational data. It is designed to enable you to harness all of your data to gain the necessary insights to drive your business. CCH Tagetik provides basic BI report bursting and interactive dashboards as part of the core product. For more advanced needs CCH Tagetik embeds comprehensive BI capabilities including self-service visualization, in-memory analytics, and predictive capabilities into the CCH Tagetik user experience with CCH Tagetik Analytics (powered by Qlik). CCH Tagetik provides the same full functionality solution for both on-premise and cloud.

Recent advances include tight integration with SAP HANA (CCH Tagetik powered by SAP HANA) which provides both significant performance improvements as well as streamlined connections to SAP source data, the CCH Tagetik Marketplace for in-house as well as partner-developed apps, and simplified reporting with CCH Tagetik Magazine - report packages that you subscribe to, and Web Forms to reduce dependency on Excel. CCH Tagetik also continues to expand its portfolio of compliance solutions to address the latest IFRS and ASC contract requirements (Lease Accounting, Revenue Accounting, IFRS 9 & IFRS 17).

Best Fit Tags: Cloud First, Beyond Finance, Powerful Modeling, Consolidation Leader, BI Analytics and Data Visualization, Full Mobile Access, Collaboration, Compliance, Scalability/Complexity Handling, Detailed Profitability, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	57%	PA	C,L\$	FS, HC, M, PS, O	M/L/E	60%	✓

Vendor FactBox

Years in Performance Management Business	13 years
North American Business %	20%
Number of Partners	100
Vendor Implementation %	85%
Update Frequency	Minor - quarterly Major – every 2 years
Pricing	Smaller companies - \$ Larger companies - \$\$\$



deFacto Global **PERFORMANCEPLACE**

The deFacto Planning product provides a unified solution for budgeting, planning, forecasting, consolidation, and reporting across all functional areas. The product supports detailed salary planning, capital expense planning, sales forecasting, production demand planning, tax provisioning & planning, and trial balance. Blending the capabilities of relational and multi-dimensional cube approaches, the product offers powerful real-time modeling and what-if analysis in addition to drill-down and drill-through capabilities. All available through a familiar Excel interface. The platform features robust solutions and a library of functional and industry-aligned business models including strategic finance, tax, insurance and others.

Recent enhancements have focused on UI, integration, workflow, and scalability. The product fully leverages Microsoft Azure Machine Learning for predictive analytics. Recent AI partnerships with Microsoft and IBM Watson are designed to further leverage AI to deliver the smartest cross-enterprise planning solution. BI capabilities are provided through integration with leading BI tools including MS PowerBI and Tableau. The product is now fully compatible with Office 365.

Best Fit Tags: Low TCO, Excel UI, Powerful Modeling, Beyond Finance, Detailed Salary Planning, Consolidation Leader

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	30%	ML, PA	C, L	FS	M/L/E	30%	✓

Vendor FactBox

Years in Performance Management Business	9 years
North American Business %	80%
Number of Partners	25
Vendor Implementation %	80%
Update Frequency	Minor - quarterly Major - annually
Pricing	Smaller companies - \$ Larger companies - \$\$

Host Analytics PERFORMANCEPLACE

Host Analytics Enterprise Performance Management Platform includes robust modeling, budgeting and planning, consolidation and disclosure management, financial reporting and dashboard solutions delivered via the cloud. Host Analytics Modeling delivers on the vision of reuniting financial and operational planning with multi-dimensional data exploration accessed via Excel, the web, or a mobile interface. Host Analytics enables planning that is connected, collaborative, and continuous. The product is HTML5 compliant and supports all capabilities, including administration, on any device. Host Analytics also offers robust predictive analytics through a partnership with Prevedere, and an integrated solution for external statutory reporting through its partnership with Workiva.

Major new features include the MyPlan task-based interface designed to provide a simpler and more focused experience for users outside of Finance, Model Manager making it easier to build and maintain models, new dashboards, and breakback functionality that works on formulas as well as input. The new Host Analytics Solutions Exchange offers up in-house and partner developed best practice solutions to accelerate time to value.

Best Fit Tags: Cloud First, Powerful Modeling, Beyond Finance, Consolidation Leader, Full Mobile Access, Collaboration, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	40%	PA	C, L\$		M/L/E	100%	✓

Vendor FactBox

Years in Performance Management Business	11 years
North American Business %	90%
Number of Partners	35
Vendor Implementation %	33%
Update Frequency	Quarterly
Pricing	\$\$\$



Jedox **PERFORMANCEPLACE**

Jedox provides functionality to support budgeting, planning, and reporting combined with built-in and third-party integrated analysis capabilities, predictive analytics, and related data visualization tools. The platform is expandable with models downloaded from the Jedox Marketplace. Jedox can be deployed on-premise, in the cloud, or with a hybrid approach.

Special areas of strength include powerful modeling, driver-based planning, and support for detailed salary planning. This highly scalable product also supports operational analysis for departments outside of Finance such as IT, HR, Sales, Marketing, etc. Users can choose from three distinct interfaces to suit their needs: Excel, web, or mobile. Jedox integrates with Qlik, Power BI and Tableau for data visualization and additional analysis options. Partners offer Jedox applications for the automotive, manufacturing, and healthcare industries.

Recent product additions include Office 365 integration, GPU accelerator for enhanced performance, Jedox Assisted™ Planning Cloud Platform service for data cleansing, augmented forecasting and driver-based planning.

Best Fit Tags: Beyond Finance, Low TCO, Platform, Excel UI, BI Analytics and Data Visualization, Detailed Salary Planning, Scalability/Complexity Handling, Data Quality, Collaboration

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	0%	AD, ML, PA	C, P, L\$		M/L/E	25%	✓S

Vendor FactBox

Years in Performance Management Business	16 years
North American Business %	20%
Number of Partners	200
Vendor Implementation %	50%
Update Frequency	Quarterly
Pricing	Smaller companies - \$ Larger companies - \$\$

Oracle **PERFORMANCEPLACE**

Oracle's EPM Cloud portfolio is designed for operational agility and includes Planning and Budgeting, Enterprise Planning (includes financial, capital, workforce and project planning content), Enterprise Performance Reporting (collaborative narrative reporting integrated with MS Office), Account Reconciliation, and Financial Consolidation and Close which is based on Essbase and features autonomous consolidation. Predictive Analytics is powered by built-in capabilities originally derived from Oracle Crystal Ball. Profitability and Cost Management comes with built-in analytics and dashboards as well as support for shared services costing and transfer pricing. Tax Reporting supports tax provisioning and country by country tax liability reporting. These solutions are designed to be agile, pervasive, connected and comprehensive. Oracle's existing on-premises solutions are still maintained and updated which allows customers to adopt EPM Cloud at their own pace.

Enterprise Planning offers capabilities such as Strategic Modeling (Strategic Finance for the cloud, which is fully integrated) as well as packaged content for zero-based budgeting and strategic workforce planning. A recent addition is Oracle Enterprise Data Management Cloud to maintain master data integrity. There is also an Oracle EPM Cloud Marketplace with free templates and application content. Oracle's pricing is simple and competitive.

Best Fit Tags: Cloud First, Beyond Finance, Powerful Modeling, Consolidation Leader, Detailed Profitability, Sales Planning, BI Analytics and Data Visualization, Scalability/Complexity Handling, Data Quality, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	30%	PA, O	C, P, L	G, HC, HE, O	S/M/L/E	85%	✓

Vendor FactBox

Years in Performance Management Business	38 years
North American Business %	n/a
Number of Partners	400+
Vendor Implementation %	n/a
Update Frequency	Monthly
Pricing	Budgeting and Planning - \$\$ Enterprise Planning - \$\$\$\$

n/a - information not available



prevero **PERFORMANCEPLACE**

prevero, a Unit4 company, delivers a full range of performance management capabilities for budgeting, planning (financial, sales, HR, project, risk), forecasting, profitability analysis, consolidation and reporting. This is coupled with built-in self-service business intelligence capabilities for data visualization, dashboards, and predictive analytics. The product supports range planning – planning a range of probabilities (best case/worst case, etc.) and analyzing the likely outcomes. Vertical solutions are currently available for utilities, energy, higher education, not-for-profits, governments, and professional services. Pre-built solutions are delivered via a platform approach.

Recent updates have been focused on leveraging AI to create AI-enhanced performance management: integration with Wanda, Unit4's natural language digital assistant, machine learning/deep learning to generate more accurate forecasts using predictive analytics, anomaly detection for data input validation.

Best Fit Tags: Beyond Finance, Full Mobile Access, Consolidation Leader, BI Analytics and Data Visualization, Platform, Data Quality

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	10%	AD, ML, NLQ, PA	C, L	G, HE, NP, PS, O	M/L/E	20%	✓

Vendor FactBox

Years in Performance Management Business	24 years
North American Business %	<10%
Number of Partners	55
Vendor Implementation %	75%
Update Frequency	Quarterly
Pricing	\$\$

SAP **PERFORMANCEPLACE**

SAP's EPM solutions are designed to enable users to strategize and plan, close and disclose, and analyze and optimize. Solutions include SAP Analytics Cloud which provides all analytics for all users in one built for the cloud product. 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 on both on-premise and cloud-based data. The core capabilities of SAP Analytics Cloud include automated insights (Smart Discovery with ML, Smart Insights with NLG, and Search to Insight with NLQ), data discovery and visualization, planning/modeling, and predictive capabilities with support for Big Data, and in-context social collaboration. 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, cell-based commentary, currency translation. A free content library is available for numerous industries and line of business use cases. SAP S/4HANA Cloud for Group Reporting is the new Cloud consolidation solution. The full range of products includes SAP Business Planning and Consolidation (SAP BPC), SAP Financial Consolidation, SAP Disclosure Management, and SAP Profitability and Performance Management. Blackline's Financial Close Suite for SAP Solutions is an SAP Endorsed Business Solution for account reconciliations.

SAP Analytics Cloud is now embedded as the financial planning and analysis engine for SAP S/4HANA Cloud so organizations can plan, execute, and analyze in one financial management system. SAP BPC is available embedded directly in SAP S/4HANA Finance providing real-time planning and consolidation capabilities for S/4HANA customers.

Best Fit Tags: Cloud First, Excel UI, Beyond Finance, Powerful Modeling, BI Analytics and Data Visualization, Collaboration, Consolidation Leader, Detailed Profitability, Scalability/Complexity Handling

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	✓	ML, NLQ, NLG, PA	C,L	FS, G, HC, HE, PS, O	S/M/L/E	100%	✓

Vendor FactBox

Years in Performance Management Business	20 years
North American Business %	30%
Number of Partners	700+
Vendor Implementation %	n/a
Update Frequency	Bi-weekly
Pricing	\$\$\$

n/a - information not available



Vena Solutions **PERFORMANCEPLACE**

Vena Solutions utilizes Excel (desktop and Office 365) as the front-end to its performance management suite that includes budgeting, forecasting, planning, consolidation, interactive dashboards and reporting. The company's software combines the familiarity of Microsoft Excel with a centralized in-memory database, which allows you to utilize existing spreadsheets to create a cloud-based business performance management solution. Other features include financial close capabilities with account reconciliation, trial balance, report books with distribution and integration with Word, PowerPoint, and Office 365. Vena also provides solutions for tax provisioning, SEC data collection, and CCAR, DFAST regulatory reporting. All of this is coupled with a flexible workflow engine and a drag and drop process designer that lets users own, support, or review a task. As a platform Vena offers enterprise-grade solutions and Vena Exchange with 'best practice' downloadable content. Integration is provided with Boomi, NetSuite, Salesforce, QuickBooks, Intacct and FinancialForce. Vena delivers a cross-industry solution but they have had significant success in financial services, manufacturing, and retail.

A recent major addition is Revenue Performance Management (RPM) which integrates data and processes across sales, marketing, finance, and customer care to enable more accurate and comprehensive revenue planning.

Best Fit Tags: Cloud First, Ease of Use, Excel UI, Low TCO, Collaboration, Beyond Finance, Revenue Planning, Powerful Modeling, Full Mobile Access, Detailed Salary Planning, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	18%	PA	C,P,L		M/L/E	100%	✓

Vendor FactBox

Years in Performance Management Business	7 years
North American Business %	88%
Number of Partners	39
Vendor Implementation %	75%
Update Frequency	Quarterly
Pricing	Smaller companies - \$ Larger companies - \$\$\$\$

Midmarket Vendors

Centage **PERFORMANCEPLACE**

Centage's Maestro Suite® provides integrated budgeting, forecasting, reporting and analytics solutions to meet the needs of small to mid-sized businesses and divisions within larger organizations. It also features robust modeling, what if, and scenario planning tools. The suite combines Budget Maestro® with Analytics Maestro which provides self-service BI tools for data analysis and Data Modeler which connects and automatically synchronizes with most GL transactional systems. Pre-built data connectors are available for Microsoft Dynamics, Sage Intacct, Oracle NetSuite, as well as many other source systems.

The full suite is designed to simplify and automate planning by making it easy to connect, sync, and model. The suite features significant pre-configured out of the box content and capabilities to get users up and running quickly, coupled with the flexibility to easily adjust and re-configure as needed.

The current release has been re-architected as a multi-tenant AWS cloud solution. It features a new and easy to navigate UI, more out of the box functionality, unlimited dimensions, multi-step allocations, and more support for transactional level details.

Best Fit Tags: Cloud First, Low TCO, Beyond Finance, BI Analytics and Data Visualization, Full Mobile Access, Ease of Use, Detailed Salary Planning, Revenue Planning, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	50%		C, L	HC, HE, M, NP, PS	M	90%	✓

Vendor FactBox

Years in Performance Management Business	17 years
North American Business %	90%
Number of Partners	150
Vendor Implementation %	90%
Update Frequency	Monthly
Pricing	\$



Prophix **PERFORMANCEPLACE**

A unified performance management solution that delivers insight into finance, operations and business performance with a focus on business user experience and ease of use to streamline model and process management. Core strengths include budgeting, forecasting, reporting and analysis, operational planning, personnel planning, revenue planning, project planning and financial consolidations. A unique strength is detailed planning that provides complex calculation support and additional granularity down to the sub-ledger level for enhanced operational execution in areas such as personnel, capital expenditure, fixed assets, sales, and project planning. Reports, plans, budgets, forecasts can also be pushed to PowerPoint, Word or PDF through a scheduled process or on demand. Prophix partners with Certent Software for comprehensive disclosure reporting and management, XBRL tagging, and SEC filing capabilities. The vendor offers QuickStart consulting and training packages for revenue planning, capital expense planning, and other common BPM applications to accelerate time-to-value.

Recent developments include enhanced visual analytics and a drag and drop workflow builder.

Best Fit Tags: Cloud First, Ease of Use, Low TCO, Beyond Finance, Powerful Modeling, Detailed Salary Planning, BI Analytics and Data Visualization, Full Mobile Access, Collaboration, Next Generation Ready

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓	✓	✓	10%		C	FS, HC, HE, M, NP, PS, O	M	74%	✓

Vendor FactBox

Years in Performance Management Business	18 years
North American Business %	83%
Number of Partners	127
Vendor Implementation %	90%
Update Frequency	Quarterly
Pricing	\$

XLerant PERFORMANCEPLACE

XLerant, a Jonas Software company, provides a performance management solution that offers a unique guided prompt approach for budgeting, forecasting and reporting in decentralized environments with intuitive interfaces designed for both the finance team and budget managers. Step-by-step wizards guide administrators through maintenance tasks.

XLerant offers a full suite of modules built into their BudgetPak product including expense and revenue planning, personnel and salary planning including complex benefits planning, and asset planning, as well as approval workflow, creation of documentation, what-if scenarios, scenario modeling, ActionPaks for strategic initiative budgeting, forecasting and long term projections using predictive analytics. Reporting capabilities include out-of-the box reports, drill-through to transactional detail and an integrated bi-directional interface with Excel for data analysis, pivot tables and custom reports. XLerant has had significant success in higher education and not-for-profits.

Recent enhancements include an API for more seamless data integration, email notifications, KPI tracking, and more report customization options.

Best Fit Tags: Cloud First, Ease of Use, Low TCO, Full Mobile Access, Detailed Salary Planning

Capabilities

Components					Advanced		Market Profile			
Bud	Plan	Dash	Rept	Con	AI	BFin	Vert	Market	Cloud	Mob
✓	✓		✓	0%	PA			M	100%	✓

Vendor FactBox

Years in Performance Management Business	10 years
North American Business %	95%
Number of Partners	0
Vendor Implementation %	100%
Update Frequency	Quarterly
Pricing	\$



Pricing Comparison

Grouped by Vendor Landscape Matrix Categories (Target Market Size), the vendors are placed in rows indicating typical pricing for their products. Vendors with multiple versions or price ranges based on company size will appear twice. Based on number of vendors the two smallest categories are combined in one chart.

Upper Midmarket/Large/Enterprise Vendors

Price Range	Vendors
\$\$\$\$\$ = 2,500 and over per user per year	OneStream Software
\$\$\$\$ = 2,000 - 2,499 per user per year	Anaplan
\$\$\$ = 1,500 - 1,999 per user per year	Axiom Software, IBM, Longview
\$\$ = 1,000 - 1,499 per user per year	BOARD International
\$ = under 1,000 per user per year	

Midmarket/Large/Enterprise Vendors

Price Range	Vendors
\$\$\$\$\$ = 2,500 and over per user per year	Oracle (Enterprise Planning)
\$\$\$\$ = 2,000 - 2,499 per user per year	Vena Solutions (larger co.)
\$\$\$ = 1,500 - 1,999 per user per year	Adaptive Insights (larger co.), CCH Tagetik (larger co.), Host Analytics, SAP
\$\$ = 1,000 - 1,499 per user per year	Adaptive Insights (smaller co.), deFacto Global (larger co.), Jedox (larger co.), Oracle (Planning and Budgeting), prevero
\$ = under 1,000 per user per year	CCH Tagetik (smaller co.), deFacto Global (smaller co.), Jedox (smaller co.), Vena Solutions (smaller co.)

Midmarket Vendors

Price Range	Vendors
\$\$\$\$ = 2,500 and over 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	Centage, Prophix, XLerant



About BPM Partners

BPM Partners is the leading independent authority on business performance management (BPM) and related business intelligence solutions. The company helps organizations address their budgeting, planning, forecasting, financial reporting, consolidation, regulatory compliance, profitability optimization, key performance indicator (KPI) development, and operational performance challenges with vendor-neutral experts who can 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, requirements definition, vendor selection and deployment of departmental or enterprise-wide BPM or business intelligence (BI) systems. For further details, go to <http://www.bmpartners.com>. Follow BPM Partners on Twitter [@BPMTeam](#).



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 new vendor search capability on PerformancePlace which will make it easier to build your vendor shortlist. It allows you to select the collection of best fit tags that are most important, along with desired price range and other attributes, and then displays just the vendors that are a match.