The Planning Survey **19**

The world's largest survey of planning software users

This is a specially produced summary
by BARC of the headline results for

LucaNet

BARC

KPI results

6 top-rankings

and

14 leading positions

in 2 different peer groups.

BARC THE PLANNING SURVEY 19

Recommendation

100%

of surveyed users say they would **recommend*** LucaNet.

* Based on the aggregate of "Definitely" and "Probably".

BARC THE PLANNING SURVEY 19

Implementer support

91%

of surveyed users **rate** LucaNet's **implementer support** as **good** or **excellent**.*

** Compared to **76%** for the average planning tool.*

BARC THE PLANNING SURVEY 19

Vendor support

100%

of surveyed users **rate** LucaNet's **vendor support** as **good** or **excellent**.*

** Compared to **72%** for the average planning tool.*

BARC THE PLANNING SURVEY 19

Peer Group
Financial Performance Management Products

1. Top-ranked in

Project length

Business value

Predefined data connectivity

· · · · · · · · · · ·

Leader in

Project success

Price-to-value

Recommendation

Vendor support

Customer satisfaction

Data integration

Performance satisfaction

Peer Group
European Vendors

1. Top-ranked in

Project length

Business value

Predefined data connectivity

· · · · · · · · · · ·

Leader in

Project success

Price-to-value

Recommendation

Vendor support

Customer satisfaction

Data integration

Performance satisfaction

BARC Summary

With six top ranks and 14 leading ranks in two different peer groups, LucaNet achieves a very good set of results in this year's Planning Survey. Convincing ratings in numerous important KPIs help to consolidate its position as a market-leading financial performance management vendor. Companies can benefit from using LucaNet software in terms of improved integration of planning with reporting and analysis, increased transparency of planning and improved employee satisfaction. An overwhelming 97 percent of respondents are 'somewhat satisfied' or 'very satisfied' with LucaNet software, a major reason behind its perfect recommendation rate of 100 percent. LucaNet offers a comprehensive software portfolio for consolidation, planning, financial reporting and additional financial management topics, which customers appear to be very satisfied with.

Customer Quotes

"Hochprofessionell, flexibel und schnell. Absolute Anwender-Software.

BARC THE PLANNING SURVEY 19

Consultant, consulting, 101-2,500 employees

"Sehr gute Erfahrungen bei der Planung mit LucaNet, Bankenreporting und als Basis für Plan/IST-Vergleiche.

BARC THE PLANNING SURVEY 19

Line of business employee, consulting, 101-2,500 employees

"Kurze Einführung, hochautomatisierte Lösung und einfach in der Bedienung bei einem sehr guten Preis-Leistungsverhältnis.

BARC THE PLANNING SURVEY 19

Head of business department, packing industry, 101-2,500 employees

"Sehr flexibles System, einfaches Customizing ohne Beraterbedarf, sehr gut zusammen mit Cubeware und Excel verwendbar.

BARC THE PLANNING SURVEY 19

Person responsible/Project manager for departmental BI, utilities, 101-2,500 employees

"Die Erfahrungen mit LucaNet, speziell auch mit dem Support sind umfassend positiv.

BARC THE PLANNING SURVEY 19

Line of business employee, manufacturing, 101-2,500 employees

Peer Groups and KPIs

The KPIs

The Planning Survey 19 provides the reader with well-designed KPI dashboards packed with concise information, which can be absorbed at a glance. The KPIs all follow these simple rules:

- Only measures that have a clear good/bad trend are used as the basis for KPIs.
- KPIs may be based on one or more measures from The Planning Survey.
- Only products with samples of at least 15 - 30 (depending on the KPI) for each of the questions that feed into the KPI are included.
- For quantitative data, KPIs are converted to a scale of 1 to 10 (worst to best).
- A linear min-max transformation is applied, which preserves the order of, and the relative distance between, products' scores.

The terms 'top-ranked' and 'leader' are used in the following KPI chart titles. 'Top-ranked' indicates first position. 'Leader' usually denotes a position in the top 25-35% of products listed in the chart.

Peer Group Classification

The Planning Survey 19 features a range of different types of planning, budgeting and forecasting products so we use peer groups to help identify competing products. The peer groups have been defined by BARC analysts using their experience and judgment, with segmentation based on the following key factors:

1. Category of planning product – Is the product focused on flexibly implementing completely individual planning requirements, on predefined planning solutions for particular topics or industries, or on supporting financial corporate management within companies?

2. Specialization – Is the vendor a performance management/planning specialist or does it offer a broader portfolio of enterprise software for a variety of business requirements?

3. Geographical reach – Does the vendor have a truly global reach or does it do the vast majority of its business in Europe?

4. Focus – Is the product focused on planning and performance management only or also on business intelligence?

LucaNet features in the following peer groups:

- Financial Performance Management Products
- European Vendors

Peer Groups Overview

Flexible Planning Platforms: Flexible planning platforms are most suitable for developing and implementing bespoke planning solutions to meet a unique set of requirements. They usually offer limited predefined content.

Solution-focused Planning Products: Solution-focused planning products are usually based on, or supplemented by, predefined planning solutions designed for particular applications (e.g., integrated financial planning, HR) or industries (e.g., energy, manufacturing).

Financial Performance Management Products: Financial performance management products are standardized applications that support use cases such as financial planning (P&L, balance sheet, cash flow), consolidation and financial reporting.

Enterprise Software Vendors: Enterprise software vendors have a broad portfolio including most (or all) types of business software.

Global Vendors: Global vendors have a truly global sales and marketing reach. They are present worldwide, and their products are used all around the world.

European Vendors: European vendors are headquartered in Europe and do the majority of their business there.

BI-focused Products: Besides planning and performance management, BI-focused products target use cases such as standard reporting, ad hoc reporting, analysis, advanced analytics and dashboarding.

North American Vendors: North American vendors are headquartered in North America and do the majority of their business there.
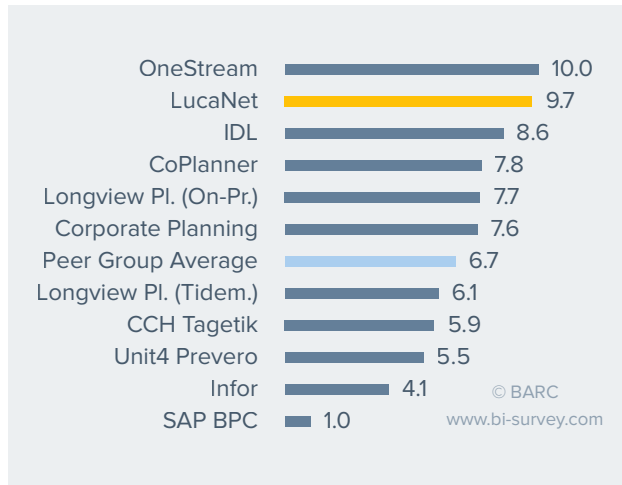
Project success

This KPI is based on the implementation satisfaction level and the frequency of projects completed on time and on budget.
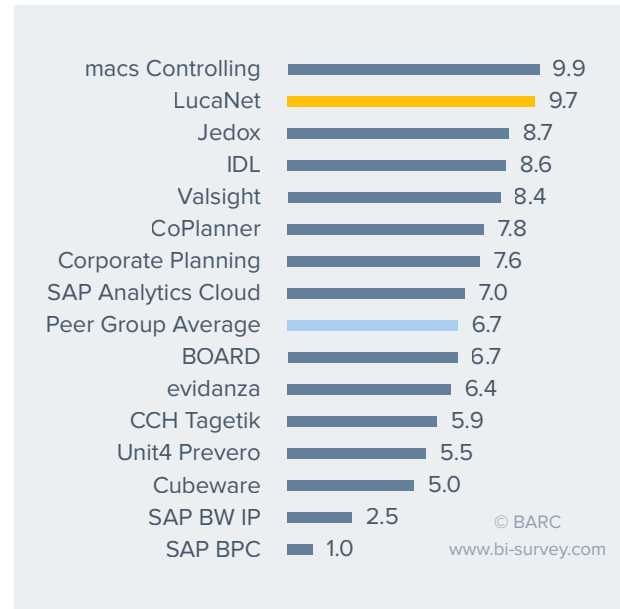
Project success – Leader

Peer Group: Financial Performance Management Products

Vendor	Score
OneStream	10.0
LucaNet	9.7
IDL	8.6
CoPlanner	7.8
Longview Pl. (On-Pr.)	7.7
Corporate Planning	7.6
Peer Group Average	6.7
Longview Pl. (Tidem.)	6.1
CCH Tagetik	5.9
Unit4 Prevero	5.5
Infor	4.1
SAP BPC	1.0

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Project success – Leader

Peer Group: European Vendors

Vendor	Score
macs Controlling	9.9
LucaNet	9.7
Jedox	8.7
IDL	8.6
Valsight	8.4
CoPlanner	7.8
Corporate Planning	7.6
SAP Analytics Cloud	7.0
Peer Group Average	6.7
BOARD	6.7
evidanza	6.4
CCH Tagetik	5.9
Unit4 Prevero	5.5
Cubeware	5.0
SAP BW IP	2.5
SAP BPC	1.0

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BARC Viewpoint

LucaNet ranks second best for 'Project success' in both of its peer groups. The results show that the level of implementation satisfaction and the frequency of projects completed on time and on budget are high. Project goals defined at the outset are often reached. LucaNet projects are either implemented by the vendor itself or by experienced partners. Its worldwide partner network is a major reason behind LucaNet's growth in recent years. The vendor now has more than 2,500 customers in over 50 countries worldwide. LucaNet and its partners support customers by advising them how best to implement the software according to their particular business needs. Many projects are considered successful by customers. Successfully implemented projects are a prerequisite for strong customer satisfaction and the business value a product can create.
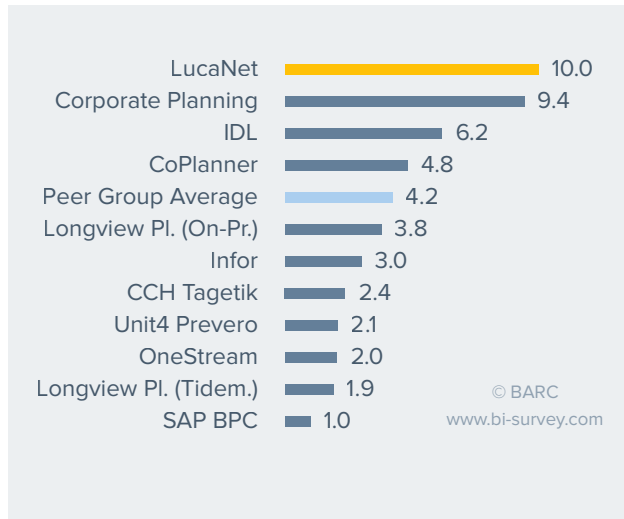
Project length
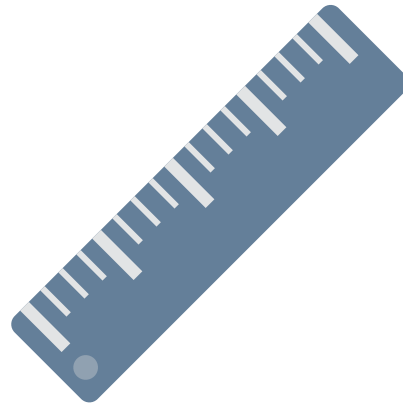
This KPI is based on how quickly the product is implemented.
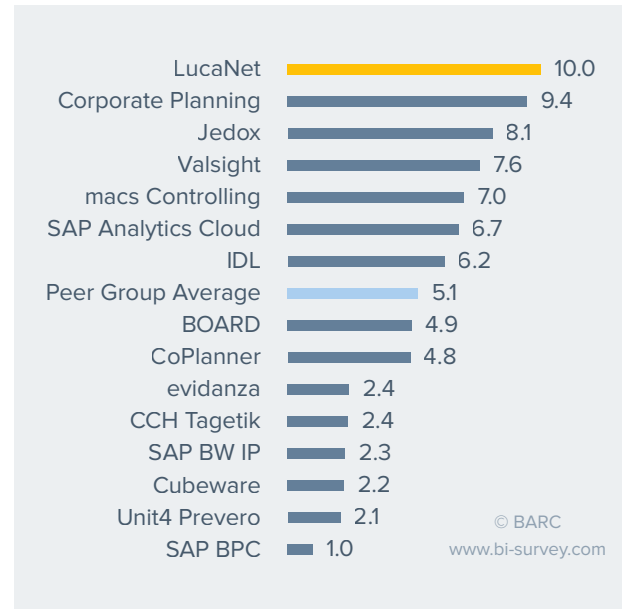
Project length – Top-ranked

Peer Group: Financial Performance Management Products

Vendor	Score
LucaNet	10.0
Corporate Planning	9.4
IDL	6.2
CoPlanner	4.8
Peer Group Average	4.2
Longview Pl. (On-Pr.)	3.8
Infor	3.0
CCH Tagetik	2.4
Unit4 Prevero	2.1
OneStream	2.0
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Project length – Top-ranked

Peer Group: European Vendors

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BARC Viewpoint

LucaNet provides a predefined financial (planning) data model with intertwined business rules, which can typically be adapted to the customer's requirements in a relatively short timeframe. Another reason why LucaNet projects are often short is its range of predefined data connections to common ERP and accounting systems. Overall, customers are quite satisfied with the level of implementation satisfaction and the frequency of projects completed on time and on budget. Project goals defined at the outset are often reached. Consequently, LucaNet is ranked top in its two peer groups for 'Project length'
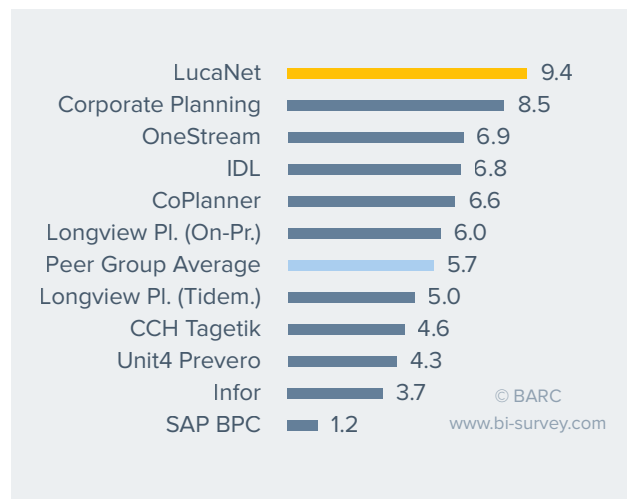
Business value

This KPI combines the 'Business benefits', 'Project success' and 'Project length' KPIs.
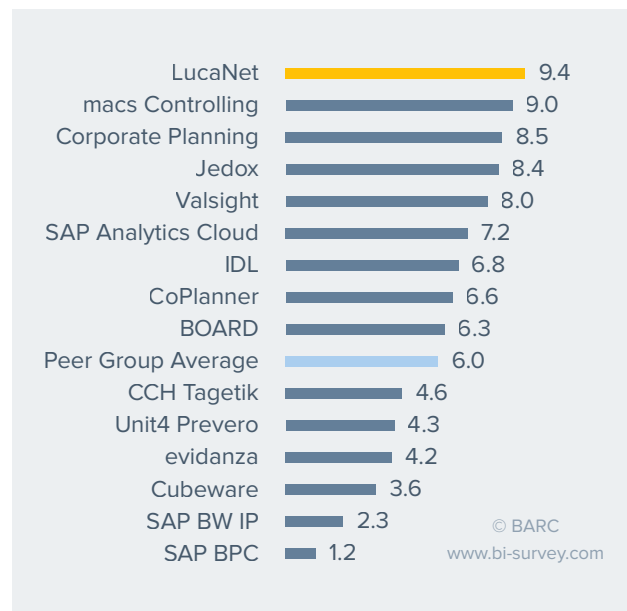
Business value – Top-ranked

Peer Group: Financial Performance Management Products

1.

LucaNet	9.4
Corporate Planning	8.5
OneStream	6.9
IDL	6.8
CoPlanner	6.6
Longview Pl. (On-Pr.)	6.0
Peer Group Average	5.7
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CCH Tagetik	4.6
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Business value – Top-ranked

Peer Group: European Vendors

1.

LucaNet	9.4
macs Controlling	9.0
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BARC Viewpoint

Companies can benefit from using LucaNet for planning. Many customers confirm that the product creates real business value for their organizations and they are largely satisfied with both the vendor and its planning product. Business benefits regularly achieved with LucaNet, and by an above-average proportion of LucaNet users compared to other planning products, include improved integration of planning with reporting/analysis, increased transparency of planning, improved employee satisfaction, improved integration of different sub-budgets and improved integration of strategic and operational planning. Moreover, the level of implementation satisfaction and the frequency of projects completed on time and on budget are high, underpinning the business value the product creates for its customers. Top ranks in its two peer groups for 'Business value' follow as a result.
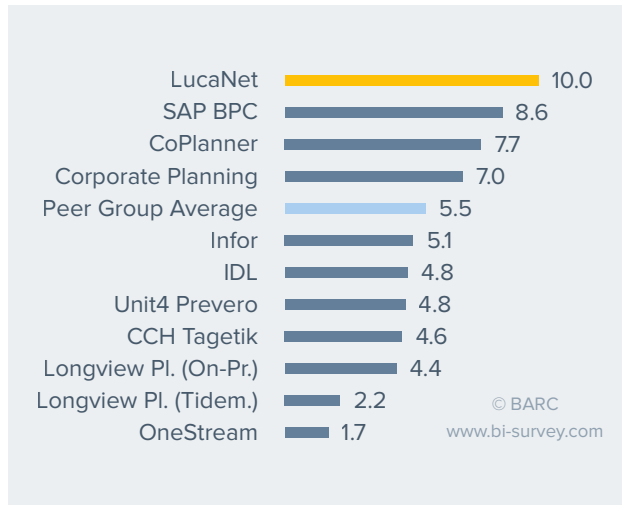
Predefined data connectivity
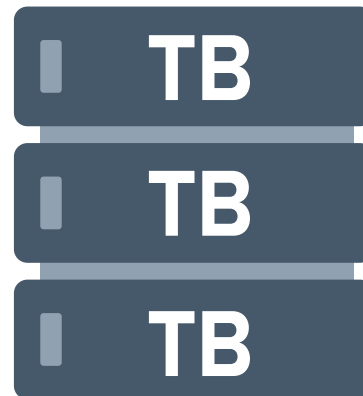
This KPI is based on how often the product was chosen for its predefined data connection to systems in use, and on the frequency of complaints about being unable to access data from source systems.
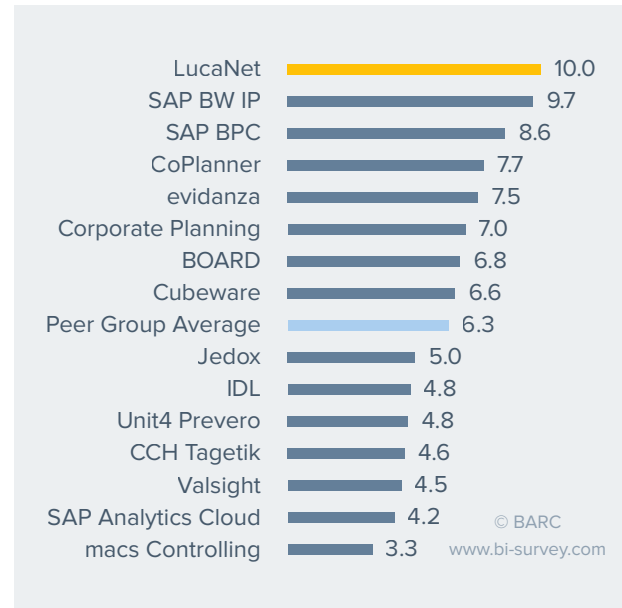
Predefined data connectivity – Top-ranked

Peer Group: Financial Performance Management Products

LucaNet	10.0
SAP BPC	8.6
CoPlanner	7.7
Corporate Planning	7.0
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CCH Tagetik	4.6
Longview Pl. (On-Pr.)	4.4
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OneStream	1.7

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Predefined data connectivity – Top-ranked

Peer Group: European Vendors

LucaNet	10.0
SAP BW IP	9.7
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CoPlanner	7.7
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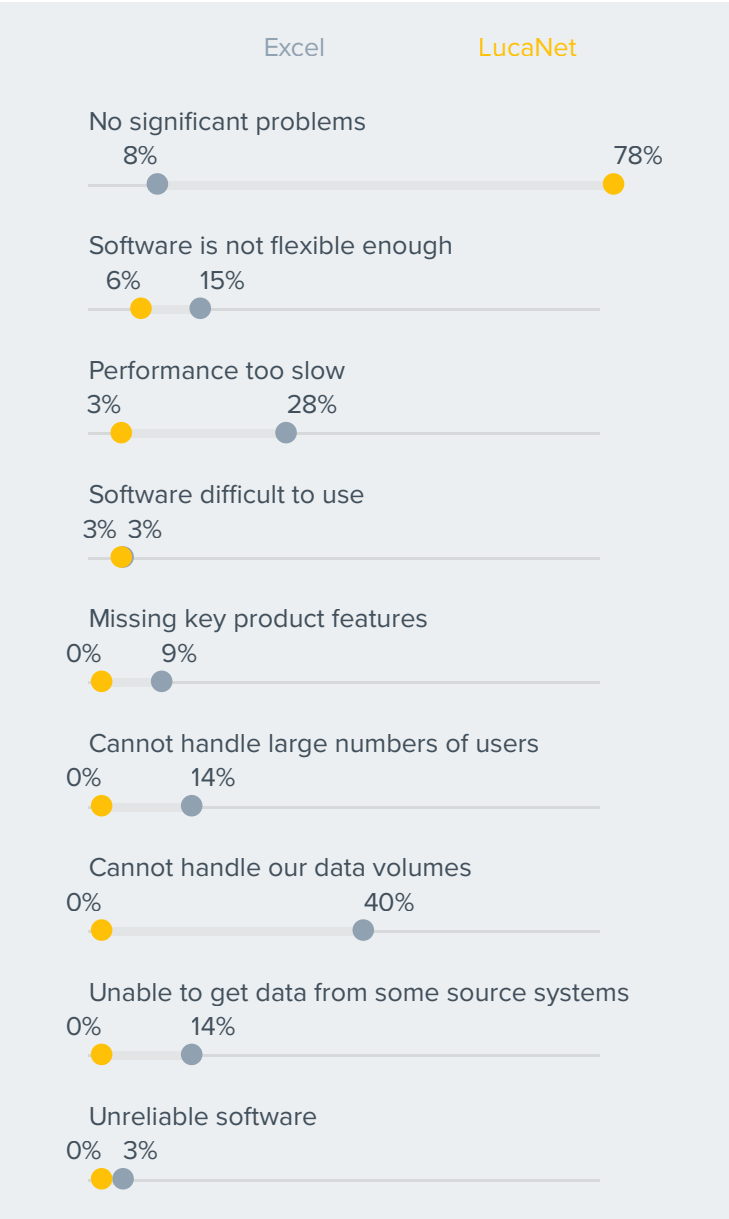www.bi-survey.com

BARC Viewpoint

Predefined data connections to systems in use is the joint most popular reason why companies buy LucaNet products. LucaNet ranks top in both its peer groups in this category, well above the survey average. For data integration purposes, LucaNet offers its own script-based ETL functionality to access data sources and transfer data. In addition to its standard interfaces, there are over 140 predefined standard connectors for importing source data from common ERP and accounting systems, which can significantly speed up data migration projects. It is also possible to collect and validate data via a web interface, including intercompany reconciliation.
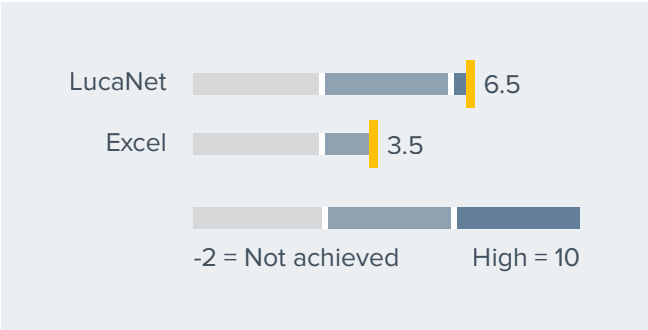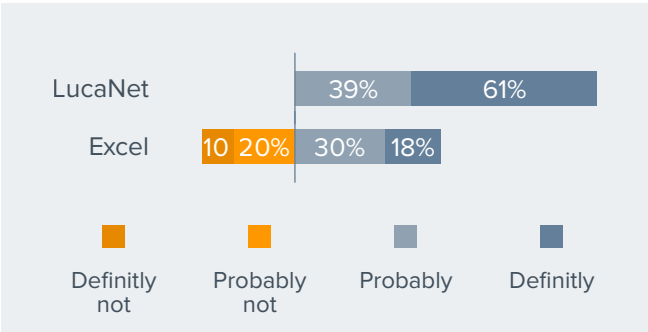
LucaNet vs. Excel
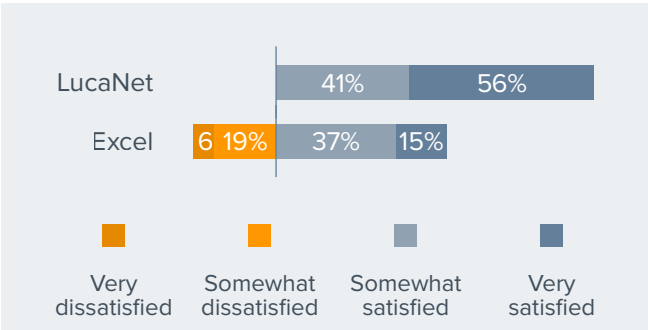
Problems encountered by LucaNet and Excel users

Excel   **LucaNet**

No significant problems
8%   78%

Software is not flexible enough
6%   15%

Performance too slow
3%   28%

Software difficult to use
3%   3%

Missing key product features
0%   9%

Cannot handle large numbers of users
0%   14%

Cannot handle our data volumes
0%   40%

Unable to get data from some source systems
0%   14%

Unreliable software
0%   3%

Business Benefits Index*

LucaNet   6.5

Excel   3.5

-2 = Not achieved   High = 10

Recommendation**

LucaNet   39%   61%

Excel   10   20%   30%   18%

■ Definitly not   ■ Probably not   ■ Probably   ■ Definitly

Satisfaction level**

LucaNet   41%   56%

Excel   6   19%   37%   15%

■ Very dissatisfied   ■ Somewhat dissatisfied   ■ Somewhat satisfied   ■ Very satisfied

BARC Viewpoint

Excel remains one of the most widely used planning and BI products in the world. However, many users and companies are dissatisfied with it. LucaNet software users have far fewer complaints than Excel users. Common issues in planning projects such as missing key product features (e.g., for planning), inflexibility and handling of large numbers of users or large data volumes do not seem to be a problem for LucaNet software users. A healthy 78 percent of customers even report having no signifi-cant problems with the product. Business benefits regularly achieved with LucaNet software (and achieved more frequently than with Excel) include improved integrati-on of planning with reporting and analysis, increased transparency of planning and im-proved employee satisfaction. 61 percent of LucaNet software users say they would defi-nitely recommend their planning product to other organizations, while an impressive 97 percent of respondents are 'somewhat satisfied' or 'very satisfied' with LucaNet.

* For 12 potential benefits, respondents are asked to in-dicate the level of achievement, if any, with five levels. We use a weighted scoring system, from -2 to 10, to de-rive a composite score – the Business Benefits Index (BBI).

** Neutral category not shown

BARC is a leading enterprise software industry analyst and consulting firm delivering information to more than 1,000 customers each year. Major companies, government agencies and financial institutions rely on BARC's expertise in software selection, consulting and IT strategy projects.

For over twenty years, BARC has specialized in core research areas including Data Management (DM), Business Intelligence (BI), Customer Relationship Management (CRM) and Enterprise Content Management (ECM).

BARC's expertise is underpinned by a continuous program of market research, analysis and a series of product comparison studies to maintain a detailed and up-to-date understanding of the most important software vendors and products, as well as the latest market trends and developments.

BARC research focuses on helping companies find the right software solutions to align with their business goals. It includes evaluations of the leading vendors and products using methodologies that enable our clients to easily draw comparisons and reach a software selection decision with confidence. BARC also publishes insights into market trends and developments, and dispenses proven best practice advice.

BARC consulting can help you find the most reliable and cost effective products to meet your specific requirements, guaranteeing a fast return on your investment. Neutrality and competency are the two cornerstones of BARC's approach to consulting. BARC also offers technical architecture reviews and coaching and advice on developing a software strategy for your organization, as well as helping software vendors with their product and market strategy.

BARC organizes regular conferences and seminars on Business Intelligence, Enterprise Content Management and Customer Relationship Management software. Vendors and IT decision-makers meet to discuss the latest product updates and market trends, and take advantage of valuable networking opportunities.

For further information see:
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