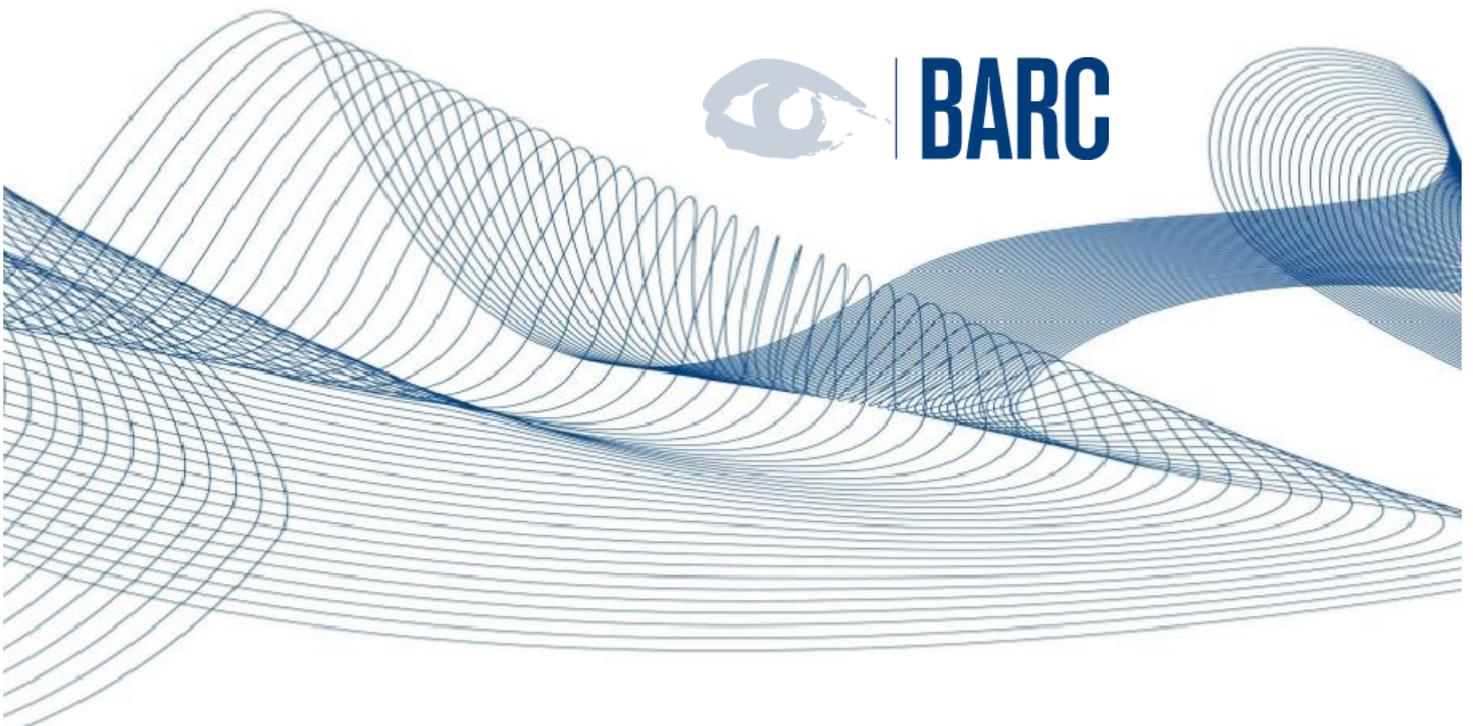




# Continuously Top Ranked Planning and Enterprise Reporting Vendor in several categories

arcplan Scores High in **THE BI SURVEY 14**



## BARC's summary on arcplan

arcplan's approach to business intelligence – offering a highly flexible development platform that can access numerous data sources – proves to be a big hit with customers in this year's BI Survey with excellent ratings in both the '*Product Satisfaction*' and '*Customer Satisfaction*' KPIs.

Notably, arcplan achieves top rankings in the **Large Scale Enterprise Reporting** peer group, for Cloud BI, Collaboration, Data discovery/visualization and Innovation, showing that the vendor is leading its rivals in addressing new technologies and the evolving requirements of today's BI users. Its mobile BI rating is also very strong.

Paragraphs prefacing the arcplan logo  is commentary by arcplan. No BI Survey or BARC finding.

## Introduction

arcplan has achieved over a dozen #1 rankings in its three peer groups in The BI Survey 14, the world's largest survey of business intelligence software users, and continuous to maintain its impressive ranking as the **most widely deployed third-party BI front-end** to SAP BW, Oracle Essbase, and IBM Cognos TM1.

 The company has boasted a number of notable accomplishments in its 20-year history – as the BI software vendor with the most data connectors, the only independent BI provider with integrated planning, and the BI front-end with the most powerful built-in calculation engine, arcplan has stood up against the BI giants and remains critical to analysts and executives who need business insight in real time on any device. The results of The BI Survey 14 prove that arcplan's customers value these achievements and have ranked the platform accordingly.

In The BI Survey 14, arcplan came out on top in many categories in the Planning and Large Scale Enterprise Reporting peer groups including:

- **Business Benefits** <sup>2</sup>
- **Innovation** <sup>1</sup>
- **Competitive Win Rate** <sup>1</sup>
- **Customer Satisfaction** <sup>1</sup>
- **Ease of Use** <sup>1</sup>
- **Mobile BI** <sup>2</sup>

This document summarizes arcplan's results in the 2014 survey for the above mentioned KPIs, putting them in context against the company's peer groups, and provides commentary on how the results line up with arcplan's core mission: to simplify and accelerate decision-making for all users.



 Companies evaluating business intelligence software would do well to **look at arcplan as an alternative to the BI giants**, since arcplan clearly derives huge benefits for its customers without the high price of other vendors.

1) In Large Scale Enterprise Reporting peer group  
2) In Planning peer group

## BI Survey Facts and Peer Groups

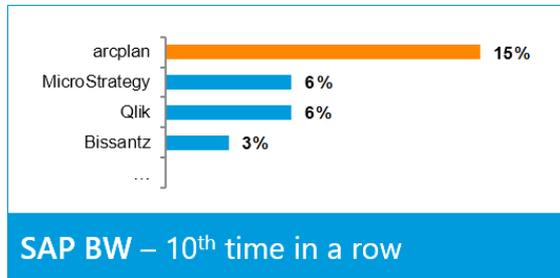
The BI Survey, administered on an annual basis by the Business Application Research Center (BARC), is the most comprehensive independent collection of in-depth BI product evaluations and market analysis. This year, feedback from 3,224 users separated 34 rated BI products into ‘**peer groups**’ – groups of products that have similar audiences or functions – for easier comparison of products that are likely to compete. arcplan was placed in the **Large Enterprise Reporting**, **Dashboard**, and **Planning** peer groups along with companies like IBM, Information Builders, MicroStrategy, Oracle, Tableau and SAP. These peer groups support arcplan’s positioning as a Unified Business Analytics platform that provides the flexibility and functionality necessary for the varied BI and CPM (Corporate Performance Management) applications that enterprises require.

See below for descriptions of arcplan’s peer groups, as well as the vendors arcplan was rated against. Vendors are ranked against each other in these peer groups according to how their customers responded in the BI Survey 14.

Peer Group	Description	Vendors
<b>Large Scale Enterprise Reporting</b>	The ‘Large Scale Enterprise Reporting’ peer group includes products that can provide standard formatted reporting in a large scale enterprise situation (i.e. thousands of users served by a scalable reporting server).	arcplan, IBM Cognos BI, Infor, Information Builders, Microsoft SSRS, MicroStrategy, Oracle BI Foundation Suite, SAP BW, SAP BO WebI, SAS
<b>Dashboard</b>	The ‘Dashboard’ peer group includes products that are focused on creating advanced dashboards.	arcplan, BOARD, Dimensional Insight, Dundas, Entrinsik, Evidanza, IBM Cognos BI, Information Builders, MicroStrategy, Oracle BI Foundation Suite, Pyramid Analytics, Qlik, Tableau, Tibco, Yellowfin
<b>Planning</b>	The ‘Planning’ peer group includes products that serve companies whose projects are predominantly planning-related.	arcplan, Bissantz, BOARD, Corporate Planning, Cubeware, cubus, Evidanza, IBM Cognos TM1, Infor, Jedox, Oracle Essbase, prevero

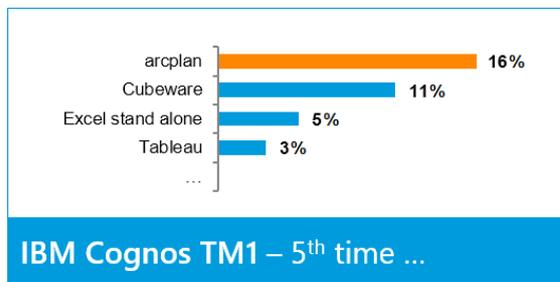
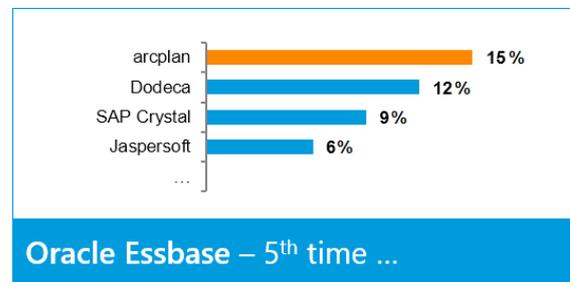
## Leading Third-Party BI Front-End

 The BI Survey 14 has continuously confirmed arcplan as a leading provider of BI solutions for companies with a heterogeneous systems infrastructure. This is especially true for SAP, Oracle and IBM environments.



Fifteen percent of **SAP BW** users responded that they use arcplan for their reports and analysis, reconfirming arcplan as the leading third-party front-end for the 10<sup>th</sup> time in a row and also demonstrating its popularity over several of SAP's own tools.

arcplan is also ranked as the most essential third-party BI front-end to **Oracle Essbase**, with 15 percent of users responding in arcplan's favor. Prominent organizations such as Turner Broadcasting, Wegmans, Sodexo, IMAX, Deutsche Telekom, and Southwest Airlines use arcplan to analyze their Essbase data. This is the 5<sup>th</sup> consecutive year that arcplan has been #1 for Essbase reporting and analysis.



Lastly, arcplan remains the leading third-party front-end to **IBM Cognos TM1** for the 5<sup>th</sup> year in a row, besting Cubeware Cockpit, Tableau and others.

 Being confirmed once again as the leading third-party vendor for the major multidimensional databases is a testament to arcplan's commitment to delivering solutions that match customers' needs, especially when other vendors cannot – solutions that simplify and automate the analysis of complex data.

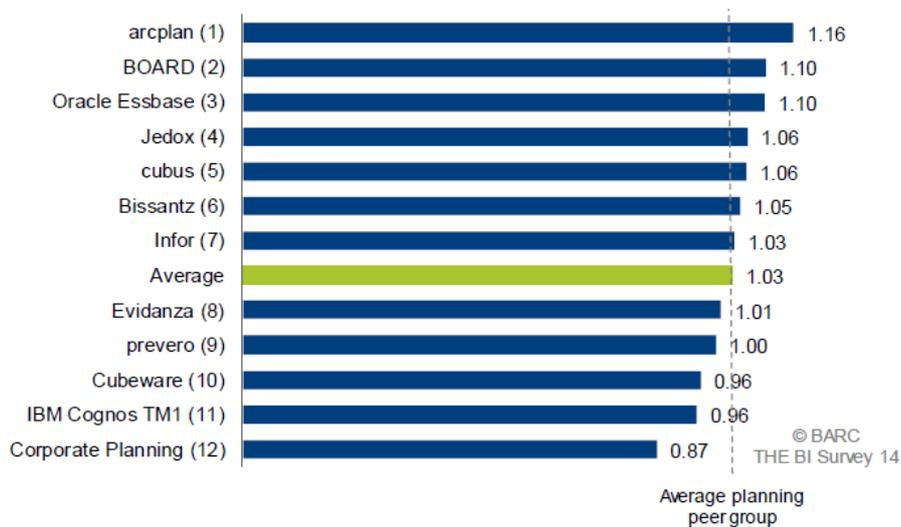
## #1 for Business Benefits - Planning peer group

arcplan achieves excellent results in the 'Business benefits' KPI, one of the most important measures in The BI Survey, focusing on bottom-line benefits of BI projects, rather than individual technical aspects. BI deployments cannot claim to be successful if they do not deliver some level of business benefits.

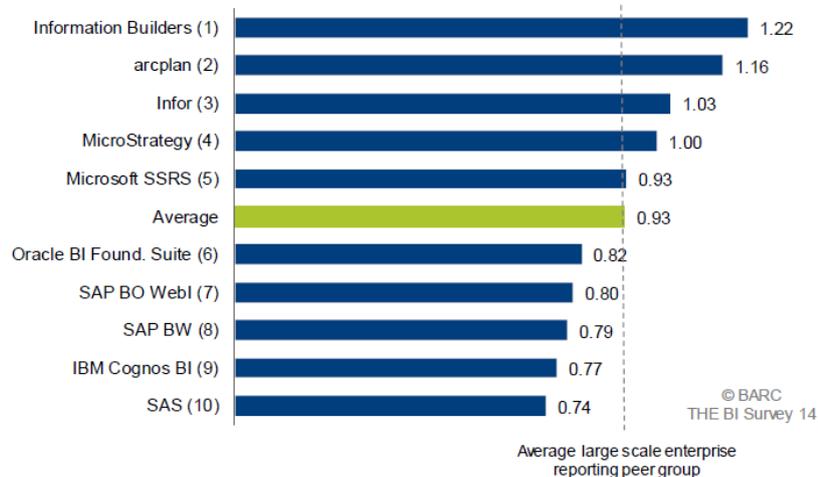
The top four benefits achieved by arcplan customers this year are 'Faster reporting, analysis or planning', 'More accurate reporting, analysis or planning', 'Improved employee satisfaction through time savings' and 'Improved customer satisfaction through enhanced product quality and/or service levels'. Furthermore, arcplan respondents are much more likely than average to state that 'reduced external IT costs' and 'saved headcount' in both IT and business departments have been achieved.

arcplan is one of the most flexible BI tools on the market, boasting functionality to build tailored BI applications so the business requirements of its customers can be fully met. This is its key strength.

### Top ranked *Planning* vendor in Business Benefits



### Leading *Large Scale Enterprise Reporting* vendor in Business Benefits



 arcplan is well-known for its flexibility in allowing customers to create BI applications that meet all users' requirements without compromise. Whether they need to integrate data from a number of different sources into one table or report, deploy executive dashboards on mobile devices, or plan collaboratively across the organization, arcplan makes it not only possible but easy. For companies whose needs grow and change over time, arcplan remains the BI standard. In fact, the average customer has worked with arcplan for more than 8 years. Its ability to drive business value through all types of analysis is simply unparalleled.

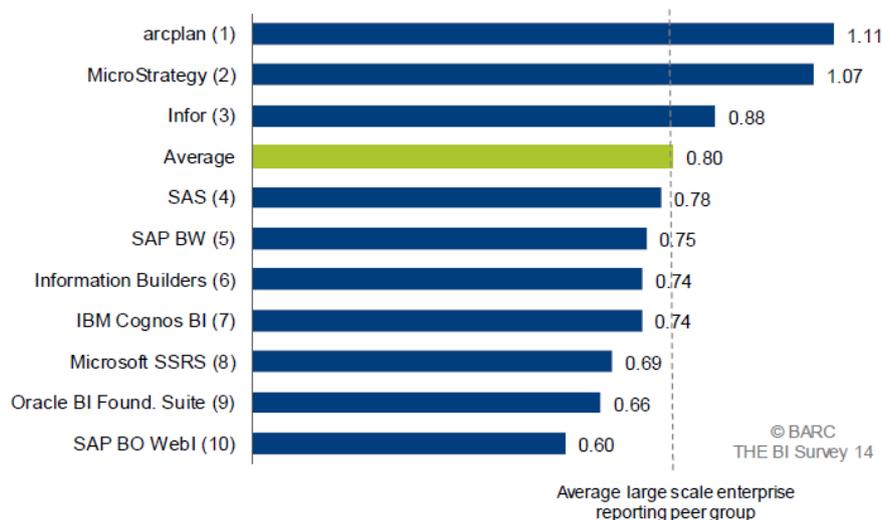
### #1 for Innovation - Large Scale Enterprise Reporting peer group

The 'Innovation' KPI looks at seven technologies – *cloud BI, collaboration, data discovery/visualization, mobile BI, operational BI, streaming analytics, and visual design standards* – to measure a product's level of innovation.

arcplan has reinvigorated itself in the last five years with the launch of the arcplan Edge and arcplan Engage products and considerable investment in trending areas, and can now be regarded as an innovator in the BI space.

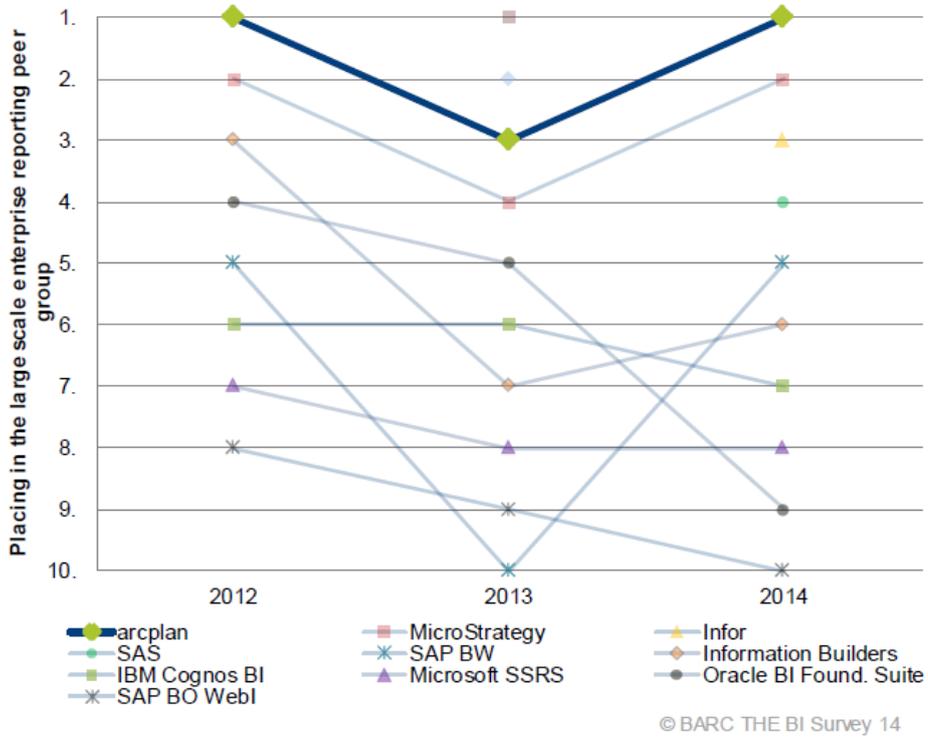
Mobility – via the responsive design approach – was one of the big themes around the 2013 launch of arcplan 8, leading to a considerable improvement in the 'Mobile BI' KPI this year. Support for visual design standards was enhanced in the latest version too, while collaboration and visualization are also areas in which arcplan performs well.

### Top ranked *Large Scale Enterprise Reporting* vendor in Innovation



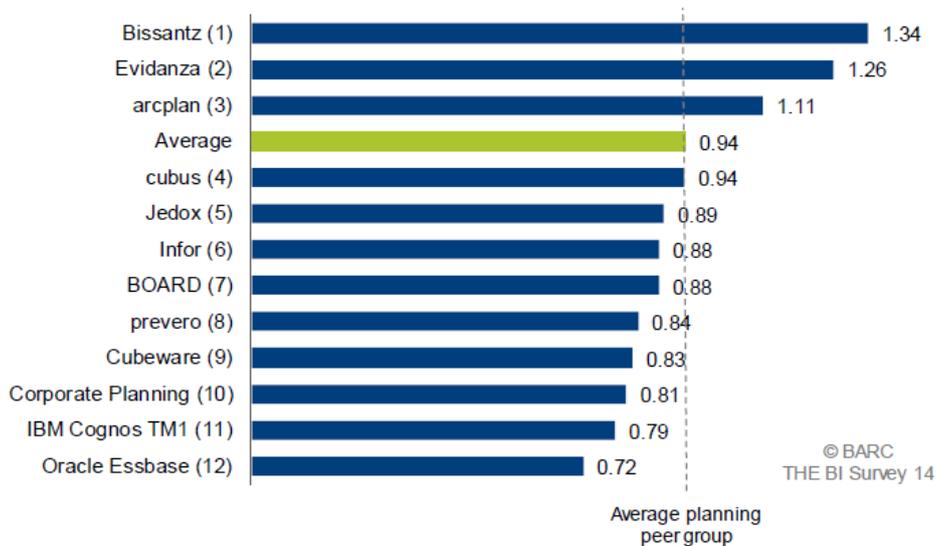
arcplan is consistently an outstanding large scale enterprise reporting vendor in Innovation. BARC offers a three year overview about a vendor's performance for this.

### High ranked *Enterprise Reporting* vendor in Innovation in the past three years



arcplan shows a high ranking in the planning peer group for innovation too.

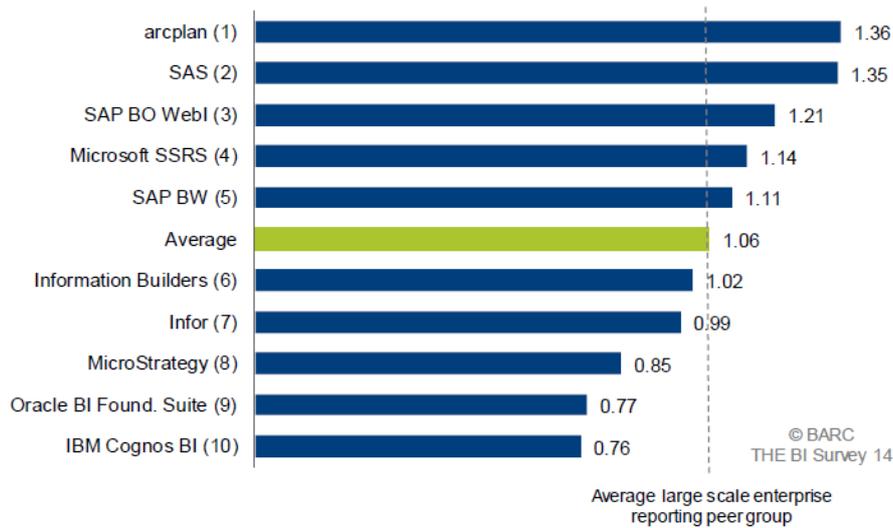
### Leading *Planning* vendor in Innovation



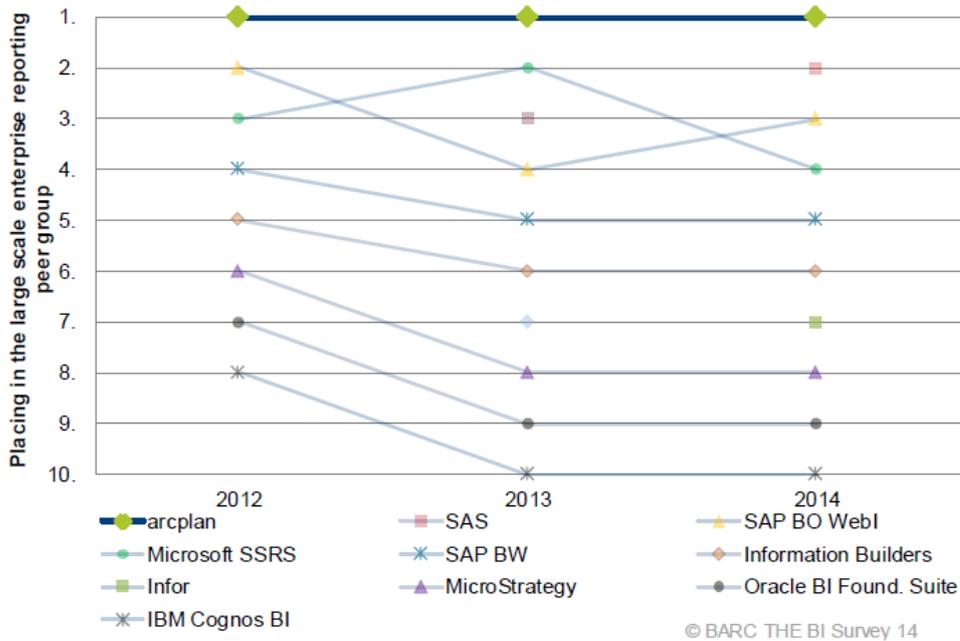
## #1 for Competitive Win Rate - Large Scale Enterprise Reporting peer group

arcplan's competitive win rate has been consistently excellent over the last three years. In competitive situations, it is vital for sales consultants to demonstrate an understanding of customers' business requirements and to show how the product can translate them into easy-to-use tailored applications. arcplan can do this admirably with its powerful, flexible development platform and customers are clearly impressed by what they see.

### Top ranked Large Scale Enterprise Reporting vendor in Competitive Win Rate



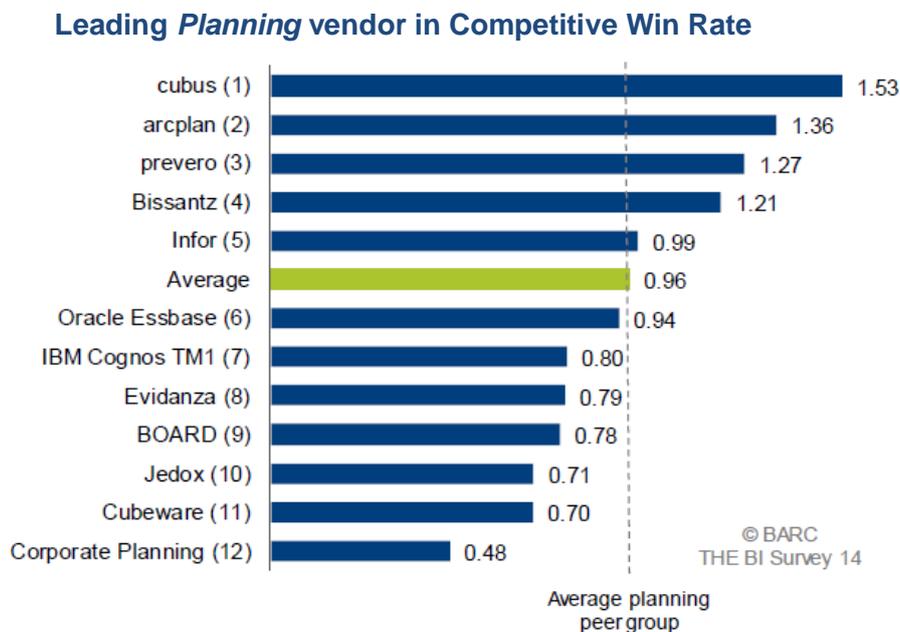
### Top ranked Large Scale Enterprise Reporting vendor in Competitive Win Rate in the past three years



— In recent years, arcplan has bested the vendors on this list for enterprise reporting. Large and small companies alike choose arcplan as their BI platform because of its ability to meet their needs now and in the future. This is also reflected in BARC’s review of arcplan results for the past 3 years.

— Companies who seek a long-term solution see arcplan as the right fit for facilitating a wide range of applications when other vendors simply cannot. While an arcplan project may begin with a standardized reporting or dashboard application, many customers soon see the limitless possibilities of rolling it out to other departments or creating entirely new applications and deployment strategies like planning and forecasting.

Even in large enterprise projects where companies have often standardized on larger vendors, arcplan is able to hold its own. According to BARC, this is an effect of the platform’s flexibility to adapt to different requirements in competitive situations and its ability to translate business requirements into solid applications. arcplan also ranked #2 for this KPI in the Dashboard and Planning peer groups.

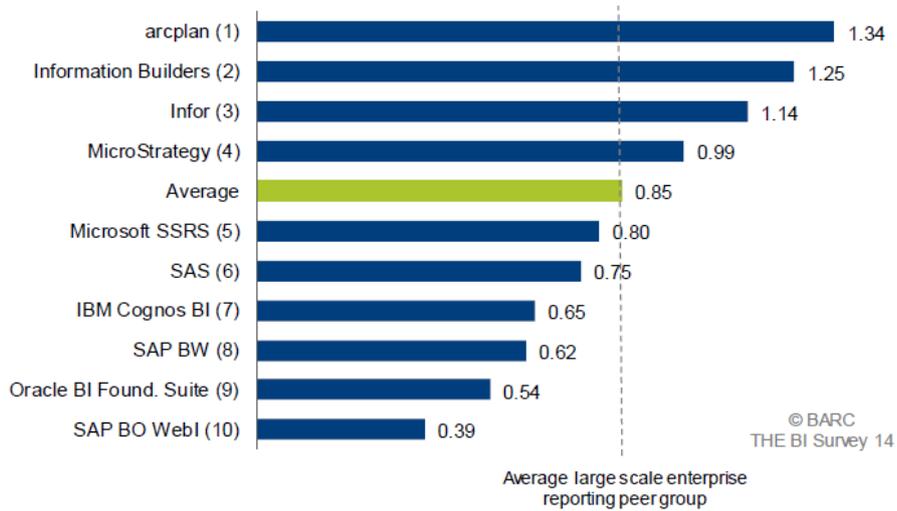


— Plus, arcplan is unmatched when it comes easing the burden on IT, which is often involved in the decision to purchase a BI platform. arcplan acts as a front-end to existing systems, making it unobtrusive from an infrastructure standpoint. As the vendor with the most data connectors, it ties together multiple sources without the need for data replication, including SAP, Oracle, cloud data, and big data from Teradata and SAP HANA, into single reports and dashboards for a truly comprehensive view of corporate performance – giving users what they need while providing a flexible framework for building BI applications.

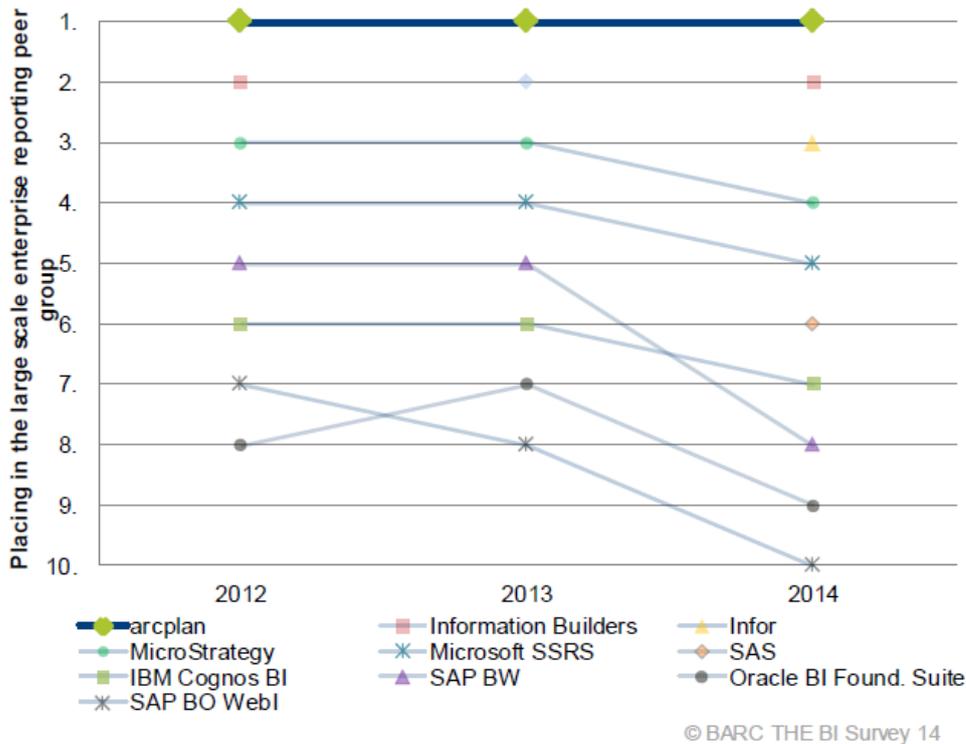
## #1 for Customer Satisfaction - Large Scale Enterprise Reporting peer group

The ranking reflects an aggregation of *Product Satisfaction*, *Implementer Support* and *Vendor Support*. arcplan's excellent showing in the 'Customer satisfaction' KPI speaks volumes for the job arcplan has done in maintaining a reliable product with good support from implementers and the vendor itself.

### Top ranked *Large Scale Enterprise Reporting* vendor in Customer Satisfaction



### Top ranked *Large Scale Enterprise Reporting* vendor in Customer Satisfaction in the past three years



In less than twenty years, arcplan has built up a loyal base of over 3,000 customers worldwide by sticking by a core stable product and building in functionality along the way, such as the recent additions arcplan Spotlight and arcplan Engage.

 On average, arcplan's customers have been using its solutions for more than 8 years – much longer than most other vendors. arcplan has several points of differentiation that keep customers happy, including easy integration of multiple data sources and the ability to meet any analytical need with the platform – from dashboards and self-service reporting to planning and mobile BI.

Implementer support – as part of Customer Satisfaction KPI – is an important topic for arcplan due to its worldwide network of more than 100 partners in Europe, North America, Asia, CIS, and Latin America. With 50% of arcplan installations originating from partners, customers can rely on the quality of their expertise; many of them have been successfully building and deploying arcplan projects for more than a decade.

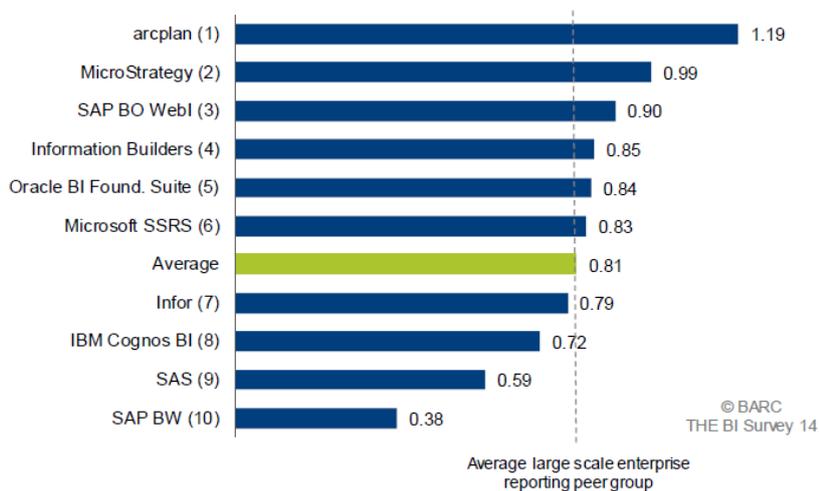
## #1 for Ease of Use - Large Scale Enterprise Reporting peer group

The 'Ease of Use' KPI measures the degree to which respondents consider their BI software to be easy to use. It is based on how often the product was chosen for ease of use and the level of complaints about ease of use post-implementation.

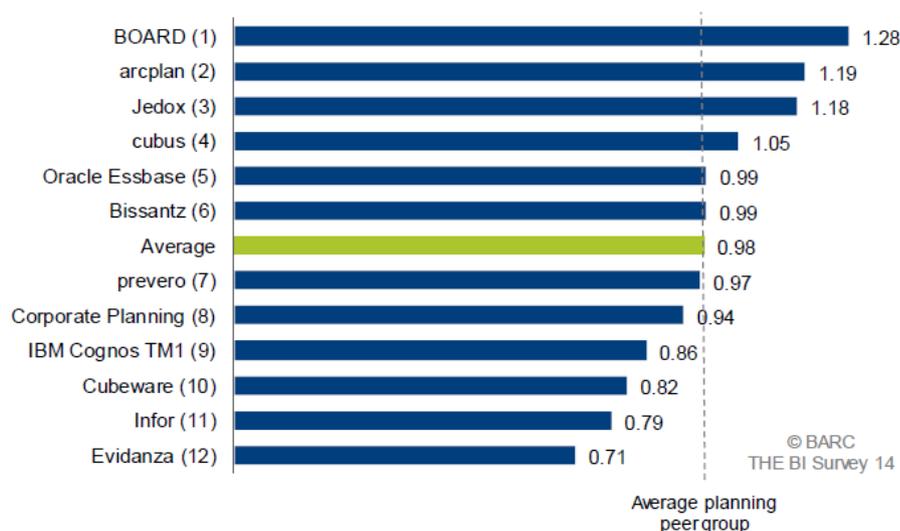
Importantly for most end users, applications built in arcplan can be highly customized. This enables developers to build foolproof applications delivering exactly what business users require-no more, no less. A level of training and technical skill is required to use the Application Designer and ease of use is very much dependent on the complexity of the application being built. However, its drag and drop interface does promote ease of use to some extent.

Thanks to the vendor's responsive design approach, no extra development effort is required to adapt applications for tablets and mobile devices.

### Top ranked *Large Scale Enterprise Reporting* vendor in Ease of Use



### Leading *Planning* vendor in Ease of Use

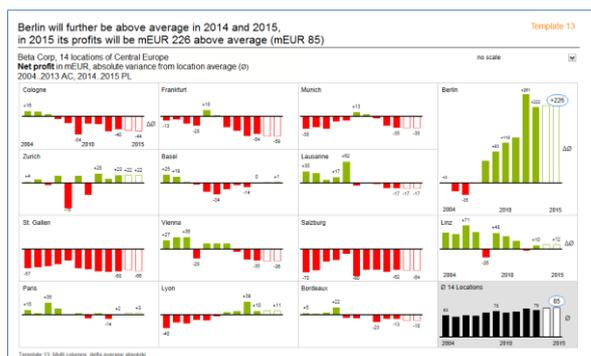


arcplan has made it a priority to enhance the ease of use with every release of its software. With arcplan 8 this included the DORA principle for seamless deployment on every device. In April 2014 arcplan 8 also became the first BI software to be certified HICHERT®/IBCS compliant by BARC, based on a series of tests of its capacity to create standardized, easy-to-interpret reports and dashboards.

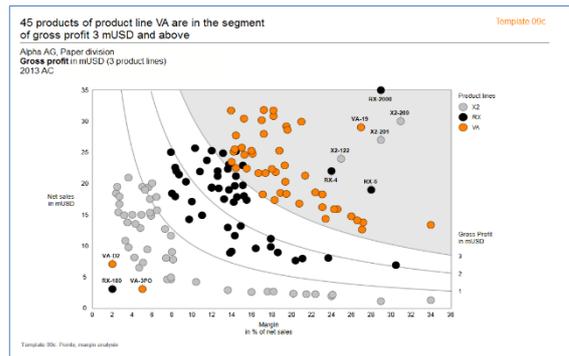


This goes beyond simply assessing the functionality of an application. IBCS assesses the ability to offer data transparency and structure, which in turn provides consistency across all business communication, and confidence for decision-making.

arcplan offers excellent charting opportunities – including bullet graphs, sparklines (micro charts) and pareto charts – and has features allowing customers to create reports adherent with their corporate identity and to meet the standards of the IBCS. Here are two samples of the arcplan certification:



*Small Multiples – displaying charts of the same type on the same scale.*



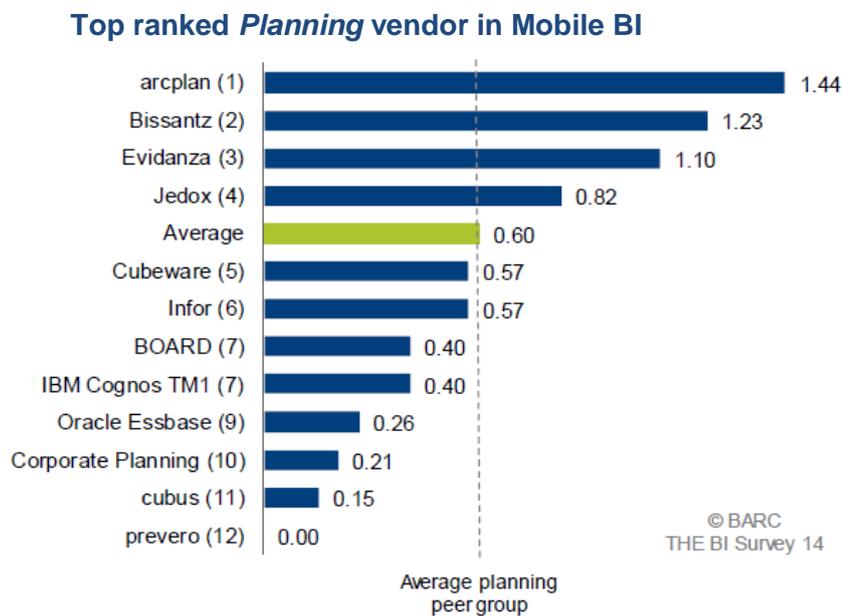
*Point Chart – arranges points in a chart with two value axes.*

See more details and examples here: [www.arcplan.com/en/company/ibcs-certification](http://www.arcplan.com/en/company/ibcs-certification)

## #1 for Mobile BI - Planning peer group

This metric measures how many respondents use mobile BI with their BI or planning environment. BARC notes that arcplan regards mobile BI as a major growth area and that it has invested significantly in delivering mobile capabilities.

In version 8 arcplan introduced responsive design –a practice rooted in web programming – allowing customers to build single applications that can be run on multiple devices. This so called ‘DORA’ approach (Design Once, Run Anywhere) works by automatically adapting to the screen resolution of the device accessing the application, be it a laptop, desktop, tablet or smartphone device. With this comes the advantage of delivering identical functionality across all devices while reducing development cost and effort.



— In building arcplan 8, the company made its mission to drastically improve the entire mobile BI experience, from easing the burden on developers to optimizing the experience for users, all at a huge savings to the organization.

— With arcplan 8, a new HTML5 became available which enables simple and rapid deployment of BI and planning apps on any mobile device. Built into the new platform is a concept rooted in Responsive Design called DORA – *Design Once, Run Anywhere*. With customizable Views, application designers can lay out a dashboard design for example just one time for desktop monitors, conference room TVs, tablets, smartphones and any other device in use at the company – and of course with no programming required in arcplan’s point-and-click development environment, and with the advanced, interactive visualizations and real-time data connectivity arcplan is known for. arcplan customers realize up to 70% savings in development and maintenance costs for mobile BI with arcplan as compared to other vendors.

## About arcplan

arcplan is a leader in innovative Business Intelligence, Dashboard, Corporate Performance and Planning software solutions for desktop and mobile use. Since 1993, arcplan has enabled more than 3,200 customers worldwide to leverage their existing infrastructure for better decision making. Empowering all users to connect and collaborate with relevant information is crucial for improving business performance. *With arcplan – it simply works.*

arcplan's flagship product arcplan Enterprise was rated the #1 third-party tool for SAP BW, Oracle Essbase, and IBM Cognos TM1 in The BI Survey 14 (2014).

### *Philadelphia Office*

*arcplan, Inc.  
1265 Drummers Lane  
Glenhardie Three, Suite 106  
Wayne, PA 19087, USA*

*P: +1 610 902 0688  
F: +1 610 902 0689*

### *Düsseldorf Office*

*arcplan Information Services GmbH  
Elisabeth-Selbert-Str. 5  
40764 Langenfeld, Germany*

*P: +49 2173 1676 - 0  
F: +49 2173 1676 -100*

### *Singapore Office*

*218 Orchard Road  
Level 6 Orchard Gateway @ Emerald  
Singapore 238851*

*P: +65 6809 7538  
F: +65 6809 7701*

### **Contact us globally:**

*E: [sales@arcplan.com](mailto:sales@arcplan.com)  
W: [www.arcplan.com](http://www.arcplan.com)*

