

NUCLEUS
RESEARCH

CPM TECHNOLOGY VALUE MATRIX 2022

ANALYST

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THE BOTTOM LINE

We are not “back to normal.” Organizations still contend with complex regulatory requirements, fluctuating demand, labor shortages, and supply disruptions. As such, demand for corporate performance management (CPM) solutions remains high. Over the past few years, businesses have deployed CPM solutions to connect and leverage the data of disparate departments to generate accurate financial forecasts and budgets. Going beyond financial planning and analysis (FP&A), we are now seeing businesses leverage their CPM solutions to address the planning activities of their HR, marketing, sales, and operations departments. CPM vendors differentiate their products by providing the tools to work with metrics and units other than dollars. Customers extract additional value from their software investments by consolidating workforce, sales, supply, and demand planning under a single platform. Robust consolidation functionality underpins FP&A and financial reporting. Therefore, customers continue to factor in their future M&A strategy, growth outlook, and accounting requirements when selecting a CPM solution.



OVERVIEW

Businesses are still reeling from the effects of the Covid pandemic as they contend with supply disruptions, fluctuating demand, and labor shortages. To combat uncertainty and rapidly shifting market conditions, businesses must plan and execute on shorter time horizons than ever before. In the past, where quarterly sales and operational plans might

have been sufficient, we see organizations implement weekly strategies, sometimes down to the day. CPM Technology enables this business agility, encompassing both Financial Planning and Analysis (FP&A) and Financial Consolidation and Close (FCC) functionality.

These days, organizations prioritize integrated business planning (IBP) initiatives to generate plans that reflect current business operations and their ability to execute. To create accurate budgets and financial forecasts, organizations need information from all aspects of their business, such as marketing, sales, HR, IT, operations, and supply chain. With a focus on IBP, many CPM vendors have extended FP&A functionality into supply chain planning or sales and operational planning (S&OP) territory.

From a user perspective, centralizing financial and operational planning activities under a single technology platform presents opportunities for functionality gains, process efficiency improvements, and potential cost savings. Customers adopting a CPM product to pursue IBP must be wary of the following areas: the selected solution's ability to integrate with their IT ecosystem to push and pull data, the flexibility to conform to their business processes and data, and maturities of non-traditional FP&A functionality, such as workforce and demand planning.

On the other side of the house, demand for FCC has increased as well. As the economy shakes out, M&A activity has ramped up across the board because businesses that have prospered during the pandemic are acquiring smaller, cash-poor companies. Today, mid-market companies are more complex than ever before, often spanning various geographies and industries with multiple subsidiaries. Prospective CPM customers prioritize consolidation and reporting functionality to support this M&A activity. CPM vendors must provide robust consolidation capabilities, such as transaction matching, account reconciliations, and intercompany eliminations while contending with complex organizational structures, international tax codes, local industry reporting requirements, and multiple currency conversions.

Speed is paramount for M&A, scenario planning, and ad-hoc reporting activities; therefore, vendors differentiate their products through the time-to-value of deployments and ease of use. While many organizations strive to be up and running for consolidation and basic budgeting in under six months, they must also consider their ability to expand the use of their CPM software post-deployment. For example, organizations will need to add entities, bring in data sources, build workflows, configure rules and calculations, and leverage new models and reports on an ongoing basis. Administrators' and power users' ability to manage these activities without heavy consultant usage imparts greater business agility and increases the overall value of their CPM solution.

For this Value Matrix, Nucleus evaluated CPM vendors based on their usability and functionality, as well as the value that customers realized from each product's capabilities (Nucleus Research s142 – Understanding the Value Matrix – September 2018). The research

is intended to serve as a snapshot of the CPM technology market, help inform customers about how vendors are delivering value, and take stock of what can be expected in the future based on present investments.

LEADERS

BOARD INTERNATIONAL

Board is recognized as a leader in the 2022 CPM Technology Value Matrix. Board was founded in Chiasso, Switzerland in 1994 and later established a US headquarters in Boston, MA. Since the release of the 2021 CPM Value Matrix, Board has expanded from 17 offices in 15 countries to 27 offices in 19 countries. Focusing on servicing enterprise-sized businesses, Board combines Business Intelligence (BI) and CPM functionality. This allows companies with fragmented or siloed data to consolidate their operational and financial data into a single platform. Board currently offers users XP&A, FP&A, Consolidation and Close, Lease Accounting, Supply Chain Management, and Retail Planning functionality.

Since the release of last year's Value Matrix, Board has come out with significant product updates. With the release of Board 2021 Spring Release, users now have access to updated unbalanced hierarchy management, which allows for the combination of an unlimited number of levels. The new version also comes with an improved UX, which allows for the scaling of large numbers with faster visual rendering. A new Excel add-in gives users the ability to view, import, manipulate, distribute, and share data within Excel while also retaining Board's data entry and data navigation functionalities. When coupled with new R integration and Board's AI and ML capabilities, it ensures that users can continue to develop and refine the reporting and FP&A processes that work best for their businesses. Board has also introduced native support for major cloud-storage providers such as AWS, Google, and Azure. This gives users the ability to import their data without switching to other cloud storage platforms. Board 2021 Spring Release has also introduced new REST/APIs providing the seamless integration businesses require.

Board is often accredited for its ease of consolidation and intuitive BI by its customers. Board provides its customers with the ability to accurately forecast, plan, and build budgeting plans by integrating data from every department. This allows for the creation of actionable plans and strategies for sales, operations, and workforce management that allows businesses to achieve operational efficiency. Board competes with Anaplan and OneStream with its planning solutions. The seamless integration of information from platforms like Excel and R with the combination of AI and ML separates Board from its competitors. Board allows for the handling of large volumes of data which ensures scalability

and support for large enterprises. The combination of data integration with AI/ML and BI functionalities makes Board an attractive choice for a full-service CPM solution.

ONESTREAM SOFTWARE

OneStream Software is a leader in the 2022 CPM Value Matrix. Founded in 2012, OneStream has established itself as one of the leading CPM solution providers by offering a wide variety of capabilities in one unified platform. The CPM platform combines financial close and consolidation (FCC), budgeting, planning, forecasting, reporting, analytics, and scenario modeling capabilities. OneStream breaks down data siloes between functional departments and provides greater visibility by integrating financial and operational data from internal and external data sources, such as ERP, HCM, CRM, and other systems. With the OneStream Marketplace, users can choose from over 50 additional solutions to further increase productivity and extend and complement their existing applications at no extra cost. The platform enables organizations to cover a variety of use cases and replace multiple legacy applications, point solutions, and spreadsheets across financial and operational reporting, planning, and analysis use-cases. With built-in reporting and analytic capabilities such as Extensible Dimensionality, Analytic Blend, and Predictive Analytics, users are empowered with insights to make faster and more accurate business decisions.

OneStream has made significant product improvements over the last year, which include Application Control Manager, built-in Auto AI, and new eXtended Planning & Analysis (XP&A) capabilities.

- **The Application Control Manager MarketPlace solution** provides a framework for users to submit application change requests, such as adding or modifying new accounts, cost centers, and user privileges. Individual requests are tracked from start to finish and, once approved, get implemented into their OneStream system.
- **Built-in Auto AI capabilities** will allow finance and operations teams to easily incorporate advanced forecasting and other ML techniques into their existing planning processes. Users can share more accurate predictions faster and utilize sophisticated demand planning, revenue forecasting, and anomaly detection capabilities.
- **XP&A enhancements** include direct data loading, entity aggregation, and hybrid scenario capabilities. Direct data loading reduces the transforming and loading times while entity aggregation speeds calculation times for planning and analysis cycles. Hybrid scenarios empower users to quickly share and reuse existing scenarios to accelerate reporting, planning, and analysis.

OneStream's comprehensive platform covers a variety of uses cases and streamlines financial and operational planning, reporting, and analysis processes. Nucleus expects

OneStream will continue to make predictive analytics and machine learning enhancements to bolster its XP&A capabilities and help users identify new trends and risk factors on a more granular level.

PLANFUL

Planful is a leader in this year's CPM Technology Value Matrix. Founded in 2001 and headquartered in Redwood City, California, Planful established its position in the CPM solution space, emphasizing FP&A and consolidations for the mid-market while also scaling up for enterprise companies. The vendor's cloud-based solution standardizes, optimizes, and automates the period close process through consolidation and reporting tasks while streamlining the budgeting, planning, forecasting, budgeting, and period close process. The platform provides transparency, flexibility, and a frictionless user experience through audit management, customizable dashboards, visualizations, built-in collaboration tools, no-code administration, process automation, purpose-built workflows, and self-service reporting capabilities. The CPM vendor follows a dual approach through a flexible but controlled platform environment of structured and continuous planning, which enables users to standardize data and workflows while simultaneously being able to adjust plans, budgets, and forecasts in real-time. Planful made significant product enhancements in the past year, which include embedded AI, forecasting, trend recognition, improved calculation engine, and a new UI. Planful furthered the investment in close and consolidations through an integrated partnership with Adra by Trintech for close management along with improved workforce planning features and new collaboration tools.

- **Predict Signals** leverages AI models that utilize past performance data, which enable users to quickly recognize, collaborate, suggest, and adjust forecasts across millions of cells of data. Customers leverage their reports with Predict Signals to immediately recognize abnormalities in their data in the way they are comfortable viewing their data.
- **Predict Projections** enables customers to forecast their data across any number of periods leveraging AI as the core engine to arrive at a more insightful forecast quickly, accurately, and with the visibility of all components of the calculations so business users understand how their balances are forecasted.
- **Planful's new calculation engine** grants customers greater application performance than before, resulting in hours in savings over the year for their teams.
- **The workforce management** feature breaks down data silos between HR and finance departments and offers improved reporting capabilities, which provide more detailed information, such as employee level actuals.

- **New collaboration tools**, such as the Dynamic Commentary feature, empower users to engage with each other in real-time and share commentary for more context and improved decision-making. Individual stakeholders can assign tasks and track statuses in the task manager.

With Planful's continued investment in its capabilities and user experience positions, customers can expect increased planning agility with AI-based models and accelerated reporting with the help of automation and integration. Nucleus believes Planful will further drive user engagement with UI enhancements, which streamline the analysis and forecasting of tasks and facilitate financial modeling and data manipulation. Planful was recognized as one of eleven Hot Companies positioned for continued success in 2022.

PROPHIX

Prophix is a leader in the 2022 CPM Value Matrix. Founded in 1987, Prophix provides a unified platform that combines planning, budgeting, forecasting, financial close and consolidation (FCC), and reporting capabilities, and has over 2500 customers worldwide. In January 2021, the CPM vendor was acquired by Hg Capital, expanding its global presence. Prophix consolidates financial information from various third-party data sources into a single and secure cloud database, while other vendors may use multiple databases that require data transformation and long processing times. The CPM platform offers an intuitive web-based user interface (UI) designed to reduce the complexities of using spreadsheets while offering seamless integration with Microsoft Excel, which enables a broader range of users to use their preferred interface of choice when working with Prophix data for high user adoption. One of the core value propositions is Prophix's workflow and task automation capabilities, which streamline budgeting, planning, and the entire financial closing process. Prophix leverages natural language and machine learning AI capabilities to identify anomalies in data, generate a consistent narrative surrounding your data, and automate FP&A tasks to streamline FP&A processes further.

Prophix has made significant product improvements over the last year, including updated AI technology, new financial consolidation & reconsolidation features, and reporting capabilities.

- **The Improved AI** provides faster and more accurate forecasting and planning capabilities, which reduce the number of errors and better align departmental efforts and driver profit. Users can automate repetitive processes, such as data imports, report generation, and allocations, thus further shortening the financial closing times.
- **New financial consolidation capabilities** through Prophix's recent acquisition of Sigma Conso. Users can now utilize enterprise-class consolidation capabilities,

including dynamic reporting and scenario analysis to calculate the impact of mergers, acquisitions, and sales of businesses in real-time.

- **The upgraded reporting feature** supports collaboration across functional departments for stakeholders to share detailed edits, AI-generated narrative, and intelligent reports. This allows users to create more meaningful reports faster and automate their distribution.

Prophix's platform provides a solid option for small-mid size businesses that want to expedite their financial reporting process and for financial and operations teams that require the agility to succeed in ever-changing market conditions. Nucleus expects Prophix will continue to make further enhancements to its AI capabilities to improve its predictive analytics and scenario analysis functionalities.

WOLTERS KLUWER CCH TAGETIK

Wolters Kluwer is a leader in the 2022 CPM Value Matrix for its CPM solution, CCH Tagetik. CCH Tagetik is a full-service CPM solution that provides accounting and finance teams, up to the CFO, with financial and operational planning insights. CCH Tagetik's functionality includes financial close and consolidation, financial and business planning, regulatory compliance management, analytics, reporting, and disclosures, all in a single platform. Powered by the Analytic Information Hub, CCH Tagetik allows businesses to consolidate granular financial and operational data across every functional department, facilitating its integrated business planning capabilities. CCH Tagetik's analytic capabilities enable companies to create and implement strategies supported with machine learning methodologies. By giving customers access to accurate forecasts that facilitate the decision-making process, CCH Tagetik ensures that relevant and accurate data drive business decisions. Given the scope of CCH Tagetik's solutions, it is best suited for medium to enterprise-sized businesses.

Since last year's value matrix release, CCH Tagetik has pushed out several key updates. With the release of CCH Tagetik Predictive Intelligence, customers now have access to out-of-the-box predictive planning. This new predictive planning capability provides businesses with easily interpretable predictions and actionable insights, enabling companies to extract value from their data in a short amount of time and without the need for deep technical knowledge. By acquiring Vanguard Software in 2021, CCH Tagetik is expanding its business planning capabilities to supply chain planning and S&OP (Sales and Operations Planning). CCH Tagetik Supply Chain Planning helps businesses build resiliency and optimize performance and costs by connecting demand, inventory, supply, and production plans. This gives businesses the visibility to sense and predict supply chain disruptions, the downstream impacts, and prescriptive actions to impart greater resilience. CCH Tagetik SmartInsight is a self-service reporting and analytics tool. It gives financial professionals the

ability to quickly create reports and perform analysis, enabling finance teams to make better, data-driven decisions, collaborate easily with others, and reduce risk.

CCH Tagetik provides a comprehensive portfolio of CPM solutions for the financial close and consolidation, financial and business planning, supply chain planning, and regulatory compliance management. The open platform and unified nature of CCH Tagetik ensures that businesses can reduce the burden and money spent on IT and free up personnel resources to focus on driving operational improvements.

VENA SOLUTIONS

Vena is a leader in the CPM Technology Value Matrix. Founded in 2011, the vendor is headquartered in Toronto, Ontario. Vena runs on AWS and stores all financial, operational, transactional, and audit trail data for a fully scalable platform best suited towards medium-sized to enterprise-scale businesses. Vena focuses on financial and operational planning, budgeting, forecasting, reporting, and financial close and consolidation capabilities. The Vena Growth Engine serves as the baseline for the vendor's solutions, enabling cross-departmental planning for workforce management, sales and operations planning, and holistic strategic planning through extensive integration capabilities to unify organizational data.

Beyond planning, Vena offers a one-stop-shop for all finance, operational, and Excel processes such as Financial Close Management, Account Reconciliations, and Incentive Compensation Management. The platform is flexible and comes with out-of-the-box API connectors and pre-built solutions to minimize IT involvement and accelerate users' time to value: users note Vena's easy-to-use modeling and forecasting capabilities as an attractive value proposition.

Over the past 12 months, the vendor has made the following additions:

- **Power BI Embedded** consists of an embedded version of Power BI within the Vena Complete Planning solution. This solution provides out-of-the-box and guided business intelligence and supports the full analytics workflow from data preparation to visual exploration to insight generation.
- **Vena 365 Connect** is Vena's cloud-based planning platform that combines Microsoft 365 with the Vena Growth Engine. It integrates Vena customers' data across their business and connects all Windows and Mac platforms for a device-agnostic experience. Vena 365 Connect offers a modern user experience for both template and report building as well as improved end-user collaboration, including threaded discussion commentary and full audit history review capabilities.

- **Vena Data Model Optimization** is Vena's new data model wizard. The tool streamlines and simplifies the task of building data models while ensuring that customers are following industry best practices. Customers can use a standard data model template based on Vena's recommendations, or they can build their data model from scratch. The recommended model option contains Vena's default standard dimensions for a data model.
- **Pre-Configured Solutions** provide a prescriptive approach to plan for a customers' business. They provide a planning foundation made up of templates, data models, connectors, and business logic customized to meet the specific business and industry requirements of companies. Currently, there are over 20 pre-configured solution business and industry use cases, including Vena for Higher Education, Banking and Credit Unions, Professional Sports Teams, SaaS, Insurance, Professional Services, Hotel & Lodging, Property Management, Not for Profit, and Healthcare.
- **Vena Preview** provides a guided experience to prospects or customers to experience Vena's Complete Planning platform with a 7-day preview. It provides hands-on experience to Vena's planning platform and a guided walkthrough of Vena's budgeting, reporting, workflow, and audit trail capabilities.

EXPERTS

ANAPLAN

Anaplan is an expert in this year's CPM Technology Value Matrix. Founded in 2006 and headquartered in San Francisco, California, Anaplan has established itself as one of the leading planning solutions with its "Connected Planning" approach. The vendor combines finance, sales, marketing, HR, workforce, IT, and supply chain planning capabilities into one unified platform. Anaplan improves organizational visibility with its CloudWorks infrastructure by centralizing operational data from multiple systems, such as third-party databases and applications. Anaplan's platform is powered by its proprietary Hyberblock engine, which empowers users to incorporate large volumes of data and run fast calculations at scale to tackle complex business challenges, such as long-term planning and scenario analysis. Users can perform high-level FP&A functions across the entire organization and drill down to detailed information to better coordinate financial activities with operations. The planning platform is highly configurable and supports a variety of use cases for both financial and operational planning. It also enables users to tailor reports and dashboards to match the individual needs of each functional stakeholder.

Anaplan continues to innovate the platform, delivering significant enhancements throughout the past year, including expanded collaboration and reporting features in the user experience (UX), a new modeling calculation engine, ML-based forecasting capabilities, and recent public cloud partnerships.

- **The enhanced UX** provides users with more collaboration functionalities, such as file sharing, commenting, notifications, @mentions, and Slack integrations, which streamline processes and reduce reporting errors that save organizations valuable time and money. The recently released Management Reporting with the Anaplan UX allows customers to create pixel-perfect, highly formatted reports that are designed to deliver key insights to management and internal stakeholders.
- **Polaris**, the newly announced calculation engine powered by Anaplan Hyperblock technology, helps organizations add more dimensions to their business models so they can plan, analyze, and report on their data at its natural dimensionality. Anaplan HyperModel allows users to incorporate large volumes of data into their models, which provides users with the agility to adapt faster to new use cases. In addition, an intuitive modeling experience drives faster time to value with model building enhancements, such as a formula editor with syntax verification, which helps check the accuracy of model formulas.
- **Anaplan PlanIQ** delivers artificial intelligence (AI) and machine learning (ML)-based forecasting to help business users optimize their plans. The predictive insights feature can be utilized across different functional departments, such as sales and marketing, to predict buyer intent more accurately.
- **Recent public cloud partnerships** with Google Cloud Platform (GCP), Amazon Web Services (AWS), and strategic System Integrator (SI) will enable Anaplan to deliver all platform capabilities at a global scale.

With Anaplan's new collaboration capabilities, the vendor is well-positioned in usability and functionality. While Anaplan maintains its strategic focus of providing the most flexible planning solution on the market, Nucleus believes that Anaplan can provide additional value to its customers by improving its FCC capabilities, especially as users prioritize the unification of solutions within their tech stacks.

ORACLE FUSION CLOUD ENTERPRISE PERFORMANCE MANAGEMENT (EPM)

Oracle Cloud EPM is recognized as an expert in the 2022 edition of the CPM Technology Value Matrix for its comprehensive financial platform offering. Leveraging Oracle's cloud infrastructure and database services, Oracle can deliver its Cloud EPM alongside Oracle's ERP, HCM, and CRM applications within the Fusion Cloud Suite or as a standalone product. As an end-to-end EPM platform, Oracle Cloud EPM offers a broad set of capabilities to

address FP&A, profitability and cost management, FCC, and financial reporting functions alongside sales planning, S&OP, and strategic workforce planning functions for needs outside of finance. Oracle Cloud EPM is well suited to support the complex operations of large enterprises with differentiated FCC capabilities such as narrative and tax reporting and close process orchestration. Oracle complements these capabilities with extensive FP&A functionalities, including support for top-down, bottom-up, and zero-based budgeting. Because of the functional breadth of Oracle Cloud EPM, the solution is often considered by organizations undergoing end-to-end financial system transformations. Oracle has also experienced sustained growth in its Standard Edition of Cloud EPM that appeals to mid-market customers leveraging the platform's flexibility. In addition, Oracle offers a version of its solution for smaller organizations, delivering native integration with NetSuite ERP.

Over the past year, Oracle has delivered various new features and capabilities to extend the value of its Cloud EPM offering.

- **IPM Insights** uses data science to automate data analysis enabling finance professionals to spend less time analyzing data, giving them more time to act on insights such as anomalies, biases, and variances.
- **New enterprise journals capability** streamlines the creation, management, and posting of journal entries to the cloud and on-premises ERP systems.
- **FreeForm applications** accelerate the development of reporting and planning applications across diverse financial, operational, or corporate use cases. This functionality is also helpful for customers moving custom Essbase analytics applications to the cloud.
- **An embedded AI-guided digital assistant** within the Cloud EPM platform accelerates decision-making with a natural language conversational UI.

To deliver a seamless user experience across all Oracle Fusion Cloud applications, the vendor continues to invest significantly in UX modernization. Oracle also continues to invest in embedded AI and machine learning capabilities, with the intent of bringing further value to its product offerings over time. As these capabilities mature, Oracle cloud customers can expect continued improvements to usability and embedded natural language processing across the Fusion platform and expanded functionality such as ML algorithms to automate insight detection and predictive AI to promote data-driven financial and operational decisions. As Oracle continues to invest in refreshed UX, new AI/ML-based functionalities, and expanded services, Nucleus expects customers to experience smoother implementations, faster return on data, and improved ROI.

SAP


SAP is an expert in the 2022 CPM Value Matrix. SAP was founded in Waldorf, Germany in 1972 and is a provider of a broad range of solutions ranging from CPM, CRM, ERP and Spend Management to HCM, SCM, and Business Technology. SAP provides CPM functionality through several cloud-based solutions. SAP S/4HANA provides businesses with Financial Close and Consolidation functions, Profitability and Performance Management assists companies in creating actionable profitability insights, and SAP Analytics Cloud provides the Financial Planning and Analysis functions. These solutions are offered through the SAP HANA cloud platform or Amazon Web Services.

SAP Analytics Cloud is SAP's central location for data input and analysis. It is the primary application for FP&A for both standalone users and SAP S/4HANA customers. SAP allows businesses to work collaboratively by letting users from various departments leverage SAP Analytics Cloud to work together on financial, operational, sales, marketing, and strategic planning. SAP continuously works to integrate its customers' pre-existing SAP applications allowing for tighter connections, and an updated UI brings a more seamless experience to its user.

Since last year's Value Matrix release, SAP has had significant product updates. Advancement in data integration provides live connections to SAP Business Warehouse, allowing users to enable or disable BW query conditions in table visualizations and configure text display options in tables. This enables users to choose what BW conditions to set as active or inactive in the context menu and visually enhance dimensions' descriptions. Updates to data discovery functionality allow users to utilize the Data Analyzer directly from the start menu in a BW or HANA data source. Data Analyzer users will also have access to the styling panel, which allows users to change number formattings, such as measure selection, scale format, display unit or currency, and decimal place. SAP has also added significant updates to its dashboard and story design functionality. Users can now leverage SAP's best practices for story designing and ensure an optimal end-user experience. Support for Search to Insight in Optimized View Mode is now active as well. Additionally, Optimized View Mode has new features like storytime range filters, independent rank and sort, wild card search, and zero suppression. Other updates have been made to their ERP, augmented analytics, analytics design, Microsoft integration, cataloging, and platform functionality improvements bolster the value proposition of users that leverage SAP for the full spectrum of financial planning and reporting.

WORKDAY

Workday is recognized as an expert in this year's CPM Technology Value Matrix. Founded in 2005 and is currently headquartered in Pleasanton, California, Workday offers a cloud technology platform for enterprise management software that includes financial



management, human resources, planning, spend management, procurement, and analytic applications. After acquiring Adaptive Insights in 2018, Workday launched Workday Adaptive Planning, the company's flagship FP&A solution. Workday Adaptive Planning provides businesses with a broad range of functionality, including PBF (planning, budgeting, and forecasting), modeling, reporting, data analytics, data visualization, and configurable dashboards. Workday Adaptive Planning, coupled with Workday's centralized data management tool, gives businesses the ability to create actionable plans with data gathered from all aspects of their business and operations.

Since the release of the 2021 CPM Value Matrix, Workday Adaptive Planning has expanded its Partner Marketplace offering. Workday partnered with Huron Consulting Group to bring a demand planning solution that enables healthcare providers to forecast expected demand accurately and align resources to meet it, helping organizations manage risk and control costs more efficiently. Workday partnered with Deloitte on an ESG initiative that provides climate risk scenario modeling to help businesses reduce or eliminate their carbon emissions. Workday has also added new headcount planning and reconciliation functionality that allows organizations to track and manage their labor spend and headcount while maximizing profitability by optimizing labor costs. When used in conjunction with Workday HCM, users can leverage the Plan-to-Hire functionality by publishing their planned positions directly into Workday HCM and reconciling newly created positions back into the planning platform. In addition, Workday has grown its machine-learning-driven capabilities with intelligent demand forecasting to automate the generation of forecasts with AI and ML (based on historical data) and enrich plans with external data sources. Updates to the functionality of Workday Adaptive Planning have brought optimizations to modeling tools and have simplified the current modeling process. Continuous updates over the last year have brought greater automation of workflows and a more unified look and feel with other core Workday solutions.

Workday has been known by its customers for its ease of use, top-tier data storage capacity, and calculations engine. The ease of scalability allows businesses to analyze and grow with the valuable data its customers produce. Scalability and robust cloud storage capabilities ensure that companies are not hindered from creating accurate models and forecasts based on the size of their cloud storage agreement. Combining the administrative ease of use with an intuitive UX, Workday's CPM tools score high marks in user adoption.

FACILITATORS

INSIGHTSOFTWARE

insightsoftware is a facilitator in the 2021 CPM Value Matrix. The vendor was founded in 2018 and is headquartered in Raleigh, North Carolina, with offices around the world. insightsoftware provides enterprise performance management software to enable accountants, finance professionals, and the CFO to connect and make sense of their data in real-time. Product focus is on financial reporting, close and consolidation, budgeting and planning, business dashboards, tax provisioning, and transfer pricing.

One of insightsoftware's key differentiators is its product's ability to connect to over 140 different ERP and EPM solutions, which makes integration an easier task. Because of its connectivity, the solutions are an attractive option to customers who have multiple ERPs and data sources from different vendors. In the past twelve months, the vendor has focused on cloud maturity capabilities, Tax and Transfer Pricing functionality, audit trail and reporting enhancements, and integration with the wider insightsoftware portfolio.

Notable announcements over the past year include:

- In March 2021, insightsoftware completed the integration of its Bizview solution with Spreadsheet Server and Jet Report. Users of Bizview can expect greater automation as they can pull data with Jet Reports and Spreadsheet Server and plug the information into Bizview with minimal reformatting.
- In April 2021, insightsoftware acquired Logi Analytics, an embedded analytics solution. For insightsoftware customers, the acquisition means they can expect greater operational analytics functionality within the user interface as well as improved reports, dashboards, and KPI calculations.
- In April 2021, insightsoftware acquired Izenda, an embedded analytics solution. The acquisition delivers greater dashboards, visualizations, and operational reporting capabilities to complement insightsoftware's purchase of Logi Analytics.
- In July 2021, insightsoftware acquired Calumo, a CPM specialist with a large presence in the Asia Pacific Region. The acquisition supports insightsoftware's global expansion initiative, granting it greater selling power in the Australian mid-market.
- In October 2021, insightsoftware acquired Magnitude, an operational reporting and analytics solutions vendor. By bringing Magnitude into the insightsoftware portfolio, customers can keep their eyes out for greater self-service capabilities for operational reporting and process analytics as Magnitude offers an extensive library of reporting templates for Oracle and SAP ERP systems.

SAGE INTACCT

Sage is a facilitator in this year's Value Matrix, recognized for its Sage Intacct Accounting and Sage Intacct Planning solutions that enable SMBs to manage and digitize their financial and accounting processes. The vendor also provides HCM products, including Sage HR and Sage People, to assist with talent acquisition and workforce management. Sage Intacct Accounting is the core financial management solution, and Sage Intacct Planning is Sage's dedicated cloud-based FP&A add-on solution. Sage Intacct Planning and Sage Intacct Accounting are integrated at the ledger, account, entity, and dimension level, leveraging historical financial data to initiate the budgeting and planning process, increasing accuracy and the speed of implementation. Sage Intacct Planning provides users with tools for granular planning, budgeting, and forecasting across user-defined groupings and hierarchies. It will be available as a standalone product offering starting in February 2022. This standalone offering enables customers of any mid-market ERP solution to utilize Sage Intacct Planning to accelerate data-driven decision-making. Users often use Sage Intacct Accounting for close and reporting tasks by leveraging the consolidated financial information that is readily and natively available.

Customers that Nucleus interviewed regularly cite the ease of use for both the Sage Intacct Planning and Sage Intacct Accounting applications as a major selling point. For this reason, users generally choose to supplement their Sage Intacct Accounting deployment with Sage Intacct Planning. It offers a wide variety of modern FP&A software functionalities such as multi-dimensional budgeting, driver-based modeling, monthly forecasting, and what-if scenario modeling capabilities that are set up via self-discoverable tools and guided workflows. Further, Sage Intacct offers an extensive Marketplace that provides users with access to over 200 third-party applications for specific industries and unique functional operations.

In December 2021, Sage announced its acquisition of Brightpearl, a cloud-native multichannel retail management system designed for wholesalers and retailers. This acquisition supports Sage's growth strategy, expanding Sage's digital network and scaling Sage Intacct. The combination of product features will enable users to integrate data more easily from their financial management, sales order management, CRM, and inventory management efforts.

Throughout 2021, Sage had periodic releases that brought new features and capabilities to Sage Intacct users. One notable announcement was the launch of Sage Intelligent Time. This tool enables users to operate more efficiently by streamlining billing, and by providing access to continuous actionable insights to help executives make financially driven business decisions. Sage also announced the Sage Intacct Interactive Visual Explorer, providing users with the capabilities to explore financial data using multi-angle and multi-dimensional graphical tools. Teams are now able to utilize this feature to turn real-time insights into

visual storytelling and narration, supporting Sage's continued efforts to expand its modeling and forecasting capabilities.

UNIT4 FP&A

Unit4 is a facilitator in the 2022 edition of the CPM Technology Value matrix, recognized for its Unit4 FP&A solution. Headquartered in the Netherlands and founded in 1980, Unit4 provides solutions in ERP, HCM, and CPM classes and specializes its solutions to the public, professional services, education, and non-profit sectors. Previously focused primarily in the EMEA region, Unit4 has steadily grown its North American mid-sized and enterprise customer base. Heavy investments to AI-driven capabilities are a differentiator for Unit4. Wanda, the solutions digital assistant, leverages natural language processing to perform low-value, repetitive tasks such as entering timesheets or checking absence balances. In FP&A AI-validated data entry detects potential human error by analyzing patterns and variances from historical data and user-defined rules to ensure accuracy.

Unit4 FP&A saw several product enhancements and updates in 2021, highlighted by improved integration of master data, user types, structures, and values through web API, iFrame, deep-link, postbacks, and consistent user authentications within the Unit4 ERP and FP&A solutions. Unit4 also announced added functionalities for reporting, dashboarding, and data storytelling with predefined IBCS reports.

In November, Unit4 acquired Compright, a comprehensive compensation planning solution with a customer base that extends across 40 countries. Compright enables users to automate the entirety of the compensation planning process through data integration and analytics. This acquisition primarily expands the capabilities of Unit4's ERPx platform; however, it complements the combined potential of ERP and FP&A tools for higher education, professional services, and public sector organizations.

CORE PROVIDERS

CENTAGE

Centage is a core provider in the 2022 CPM Value Matrix. Centage is a Massachusetts-based organization founded in 2001, and is recognized for its flagship product, Planning Maestro. Centage focuses on delivering a variety of CPM functionalities, including planning, budgeting, forecasting, reporting, and analytics. Centage is primarily used by SMBs in the distribution, education, healthcare, and manufacturing industries that are looking to transition away from Microsoft Excel and implement a cloud-based CPM solution. In the last

year, Centage expanded its functionalities with new intelligent dashboarding capabilities and is now offering three new product tiers to accommodate the needs of organizations with various budgeting and forecasting requirements. As Centage continues to broaden the capabilities of its solutions and provide modern FP&A features to its users, Nucleus expects that it will remain a strong choice for SMBs looking to upgrade from Excel.

In February 2021, Centage announced three new editions of Planning Maestro: Standard Edition, Professional Edition, and Enterprise Edition. Each edition equips users with reporting capabilities for balance sheets, income statements, and a handful of other KPIs tailored to their organization's specific needs. Standard Edition is geared towards small businesses looking to automate and simplify budgeting and forecasting processes. In contrast, the professional and enterprise editions are ideal for companies with larger teams that require more powerful automation and complex budgeting and planning capabilities.

In April 2021, Centage announced new intelligent dashboarding capabilities for Planning Maestro. This update followed the release of the three separate editions of Planning Maestro and is designed to support companies of various sizes scale their planning and budgeting efforts. The web-based dashboards provide users from any department with simple to understand and actionable insights, complete with workflow status to help monitor the progress of budgeting and forecasting tasks.

INFOR D/EPM

Infor d/EPM (Dynamic Enterprise Performance Management) is recognized as a core provider in the 2022 edition of the CPM Technology Value Matrix. Infor d/EPM enlists a comprehensive approach to performance management with specialized solutions for budgeting, forecasting, financial reporting, and consolidation, as well as sales and operational planning. Infor d/EPM supports cloud deployments as a component of Infor CloudSuite and on-premise deployments for companies not ready for cloud modernization. Organizations can also connect Infor d/EPM with third-party applications leveraging Infor d/EPM's data injection and ETL capabilities as needed to integrate data streams from their accounting and financial processes for informed analytics, forecasting, and planning. With the Infor OS platform, organizations can connect their on-premises and cloud applications by automating data flows to Infor Data Lake to streamline analytics and ensure a seamless user experience. By focusing on integration across data and environment, Infor d/EPM enables a wide variety of planning initiatives beyond traditional budgeting and planning, such as product and investment forecasting, workforce planning, and supply and demand planning.

Over the past year, Infor has delivered several new features and capabilities:

- Infor introduced a new Financial Consolidation solution built for the cloud on top of Infor d/EPM version 12.
- Infor also released various Microsoft Office various Integration tools, including integrations with MS Word and MS Excel
- Recently, Infor also announced the upcoming release of Infor d/EPM for MS Azure Cloud, expanding the vendor's potential customer base.

Although users interviewed by Nucleus report the most value using d/EPM in conjunction with a combination of solutions from the larger Infor application ecosystem, Infor d/EPM's broad functionalities can address a variety of client needs as a standalone product. Furthermore, customers in consumer, discrete, energy and natural resource, hospitality, public, and service industries gain enhanced out-of-the-box value from Infor's industry-specific approach to product development with pre-built capabilities relevant to the industry. As Infor d/EPM continues to build out self-service UI design tools and BI functionality, Nucleus expects Infor d/EPM to advance along the usability axis.

JEDOX

Jedox is a core provider in the 2022 CPM Value Matrix. Founded in 2001, the global vendor is headquartered in Germany and offers a CPM solution that provides capabilities such as planning, budgeting, forecasting, and FP&A. Deployable in the cloud, as a hybrid solution, or on-prem, the platform offers pre-built applications called Jedox models. These Jedox models are designed to be best-practice applications and enable users to achieve an integrated and comprehensive CPM solution. The Jedox Core Finance suite includes pre-built applications for integrated financial planning: balance sheet, CF, P&L, HR, sales, profit center, and cost center. Jedox fully integrates with Microsoft Excel, equipping users with CPM features in an Excel environment. Jedox has furthered its AI capabilities throughout the platform with consistent improvements to its "Assisted Planning" suite of data preparation, predictive forecasting, and performance management solutions.

In July, Jedox continued its quarterly update schedule with Jedox 2021.2. With this update, users can utilize a new Driver Analysis wizard to gain new insights into business drivers, data, and connections, refining the driver-based predictions and increasing forecasting accuracy. This update also brought further design improvements to the platform's existing "Assisted Planning" wizards, enhancing the usability with more intuitive interfaces and step-by-step walkthroughs to make planning easier and more accessible.

In December, Jedox announced Jedox X, enabling users to adapt more quickly to evolving business challenges and providing users with access to Jedox's most up-to-date product features and version upgrades. Jedox X offers a full-service package, giving users the option to independently operate Jedox, which should reduce internal IT support costs. A new

Jedox OData hub allows users to gain and share insights more efficiently and can be integrated with third-party analysis and reporting tools.

SYNTELLIS

Syntellis is a core provider in the 2021 CPM Value Matrix for its specialized service for healthcare, financial service, and higher education industries. Syntellis deploys its CPM software solutions, Axiom, as a specialized suite for each of these three industries to enable budgeting, planning, reporting, forecasting, and scenario modeling functions. Axiom is available for cloud deployments on Microsoft Azure; however, many Syntellis customers still use on-premises options. Syntellis appeals to customers as a more specialized CPM solution with detailed knowledge of these three select industries and out-of-the-box capabilities to meet the needs of its customers.

In terms of Healthcare, Syntellis delivers planning and decision support software geared to address the complexities of hospitals and health systems with capabilities beyond traditional CPM, including clinical analysis to improve the efficiency of clinical trials. Syntellis offers the Axiom Financial Institutions Suite with built-in capabilities for funds transfer profitability, driver-based financial planning, relationship profitability, reporting, and analytics to address common needs within the financial service industry. Syntellis also provides pre-built functionality for the higher education industry with the Axiom Higher Education Suite, featuring modules for tuition planning, grants planning, and labor planning.