

# The Planning Survey 23

*The voice of the planning software user community*

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

**Prophix**

**BARC**



## KPI results

**7** top rankings  
*and*  
**47** leading positions  
*in 5 different peer groups.*

BARC



## Recommendation

**90%**  
of surveyed users  
say they would  
**recommend**  
Prophix.\*

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

BARC



## Workflow

**85%**  
of surveyed users  
rate Prophix's **workflow**  
**functionality** as  
**very good or good**.\*

*\* Compared to 61% for the average planning tool.*

BARC



## Net Promoter Score (NPS)



BARC



## Satisfaction

**93%**  
of surveyed users  
are **satisfied**  
with Prophix.\*

*\* Compared to 90% for the average planning tool.*

BARC



## Project length

**86%**  
of surveyed users  
had Prophix  
**implemented in**  
**less than 6 months**.\*

*\* Compared to 52% for the average planning tool.*

BARC



## Peer Groups and KPIs

### The KPIs

The Planning Survey 23 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 chart titles. 'Top-ranked' indicates first position. 'Leader' usually denotes a position in the top 22-33% or (in peer groups of five vendors) the top 2 products listed in the chart.

### Peer Group Classification

The Planning Survey 23 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. Focus – Is the product focused on and typically used for planning, budgeting and forecasting (e.g., finance, sales & operations, HR, etc.), financial consolidation or business intelligence and analytics?
2. Specialization – Is the vendor a performance management/planning specialist or a business software generalist, offering a broader portfolio of enterprise software for a variety of business requirements?
3. Usage scenario – Is the product typically used in midsize/departmental implementations or large/enterprise-wide implementations?
4. Global presence – Does the vendor have a global reach and offer its products worldwide?

Prophix features in the following peer groups:

- Planning-Focused Products
- Financial Consolidation-Focused Products
- Performance Management Specialists
- Midsize/Departmental Implementations
- Global Vendors

### Peer Groups Overview

**Planning-Focused Products:** Planning-focused products support planning, budgeting and forecasting processes. Since The Planning Survey is focused on exactly this use case, this peer group includes all of the products featured in the survey. Planning-focused products often offer flexibility to model a wide range of individual sub-plans (financial, operational, strategic, etc.) but may also include pre-defined planning solutions designed for particular applications.

**Financial Consolidation-Focused Products:** Besides planning, financial consolidation-focused products have a strong focus on group consolidation and close processes. Typically, these products are standardized applications that offer built-in financial intelligence with predefined business rules for financial management as well as supporting use cases such as financial planning (P&L, balance sheet, cash flow).

**BI & Analytics-Focused Products:** Besides planning and performance management, BI and analytics-focused products also target use cases such as reporting, dashboarding, (ad hoc) analysis and advanced analytics.

**Business Software Generalists:** Business software generalists have a broad product portfolio including most (or all) types of enterprise software for a variety of business requirements (e.g., ERP).

**Performance Management Specialists:** Performance management specialists are software vendors who focus solely on performance management and/or planning. Often, they have just one product in their portfolio.

**Midsize/Departmental Implementations:** Products in this peer group are typically (but not exclusively) used in small and midsize scenarios and/or departmental implementations with a moderate number of users.

**Large/Enterprise-Wide Implementations:** Products in this peer group are typically (but not exclusively) used in large scenarios and/or enterprise-wide implementations with a large number of users.

**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.



*Peer Group*  
**Midsize/Departmental Implementations**

**Top-ranked in**

- Workflow
- Forecasting
- Reporting/Analysis

**Leader in**

- Project Length
- Sales Experience
- Planning Functionality
- Simulation
- Functionality
- Cloud Planning

*Peer Group*  
**Global Vendors**

**Top-ranked in**

- Sales Experience
- Planning Functionality

**Leader in**


- Project Length
- Recommendation
- Vendor Support
- Planning Content
- Workflow
- Forecasting
- Simulation
- Reporting/Analysis
- Financial Consolidation
- Functionality
- Cloud Planning

**BARC Summary**


With seven top ranks and 47 leading positions across five different peer groups, Prophix once again achieves an outstanding set of results in this year's Planning Survey. Convincing ratings in numerous important KPIs help to consolidate its position as a market-leading performance management product that delivers considerable benefits to its customers. Companies can benefit from using Prophix in terms of more precise/detailed planning, increased transparency of planning and reduced planning complexity. Overall, these benefits have led to a better quality of planning results for many customers. 90 percent of Prophix users say they would "definitely" or "probably" recommend their planning product to other organizations – a strong result and a great indicator of customer satisfaction with the vendor and its product.



*Peer Group*  
**Financial Consolidation-Focused Products**


 **Top-ranked in**

- Sales Experience
- Planning Functionality

 **Leader in**

- Project Length
- Recommendation
- Vendor Support
- Planning Content
- Workflow
- Forecasting
- Simulation
- Reporting/Analysis
- Functionality
- Self-Service
- Cloud Planning

*Peer Group*  
**Planning-Focused Products**

 **Leader in**

- Project Length
- Sales Experience
- Planning Content
- Planning Functionality
- Workflow
- Forecasting
- Simulation
- Reporting/Analysis
- Functionality
- Cloud Planning

*Peer Group*  
**Performance Management Specialists**

 **Leader in**

- Project Length
- Sales Experience
- Planning Functionality
- Workflow
- Forecasting
- Simulation
- Reporting/Analysis
- Functionality
- Cloud Planning



# The Planning Survey 23: Prophix top ranks





Very satisfied with the product and support from Prophix.

**BARC**

” Project manager for BI from IT department, retail/wholesale/trade, 100-2,500 employees

Prophix is a great system and company. They are very organized.

**BARC**

” Project manager for departmental BI, media/publishing, <100 employees

Excellent organization who takes customer input seriously.

**BARC**

” Line of business employee, manufacturing, 100-2,500 employees

Generally, I think Prophix is a great system. It has made analyzing financial results much easier and has streamlined our budget and forecasting process. It is highly customizable and typically requires little maintenance.

**BARC**

” Line of business employee, insurance, >2,500 employees

Extremely satisfied as it improved our planning experience.

**BARC**

” Project manager for departmental BI, non-profit, 100-2,500 employees



## What Customers Like Most

“  
Simplicity to add models and adjust/modify structure or accounts. Detailed planning models are easy to create and extremely powerful. Supports multi currency models very well.

BARC

” *Project manager for BI from IT department, retail/wholesale/trade, 100-2,500 employees*

“  
Support from company as well as flexibility to fit our needs.

BARC

” *Head of business department, education, 100-2,500 employees*

“  
Their customer service and internal product knowledge is the best we have experienced.

BARC

” *Project manager for departmental BI, manufacturing, 100-2,500 employees*

“  
Ability to customize the structure of your group within the system. Creating/moving entities around, moving/creating new segments.

BARC

” *Member of a cross-departmental BI team, transportation, 100-2,500 employees*

“  
Ease of access, product support, smooth operations.

BARC

” *Head of business department, non-profit, 100-2,500 employees*





## Prophix overview

Founded in 1987, Prophix began as a software distributor implementing financial applications before it released its own CPM software in the year 2000. Prophix is a private company, backed by Hg Capital, a leading investor in software and services businesses. In 2021, Prophix acquired European-based Sigma Conso for its strength in financial consolidation and close. These applications have been fully integrated into the Financial Performance Management platform. Prophix now has more than 500 employees and over 2,500 active customers across the globe, covering all company sizes and industries. In addition to its market presence and continuous growth in North America, Prophix is increasingly winning customers outside its core market (e.g., in Europe).

Prophix is a flexible, no-code solution. The FP&A application delivers insights into and automates finance, operations, and business performance processes. It covers planning, budgeting, forecasting, reporting, and analytics. Prophix's future product strategy centers on integrating Prophix and Sigma Conso more closely into the unified Prophix Financial Performance Platform with four applications: Financial Planning & Analysis, Report-

ing & Analytics, Financial Consolidation and Intercompany Management. The platform targets the Office of the CFO in mid-size companies across all industries and is available in AWS..

In addition to a traditional consultant-led implementation approach, Prophix offers a self-guided approach built into the FP&A application where customers can follow a series of guided steps to build everything from cubes to workflows or reports based on a company's unique business needs. Prophix focuses on key verticals where pre-built, ready to deploy solutions are available using best practices and industry benchmarks.

Besides planning, Prophix provides capabilities for BI and analytics. Standard reporting in a formatted and print-oriented way is supported, as are ad hoc queries based on OLAP methodologies (drill functionality, slice and dice, pivoting etc.). For visualizing data (e.g., in management cockpits or dashboards), standard business graphics as well as more advanced chart types are available. Reports, like planning templates, are created in a user-friendly, Excel-like environment. An HTML5 web client and Microsoft Office add-ins are available as front ends to enter plan data or to work with reports, analyses and dashboards. In addition, for those customers following a Microsoft strategy, Prophix data sets can be pushed to Power BI for more advanced dashboarding, data visualization and analytics.

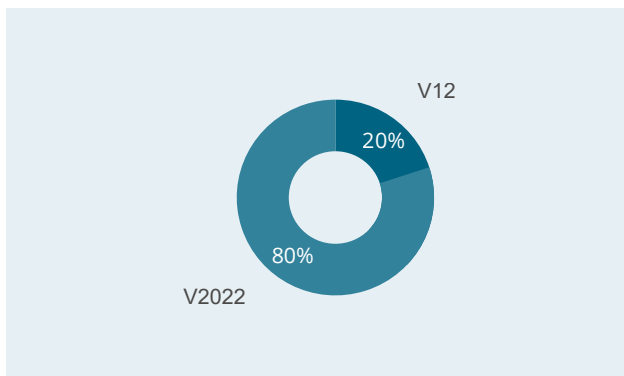
Prophix's future product strategy centers on expanding its applications and capabilities to address a broader range of the Office of the CFO's needs.

## Prophix customer responses

This year we had 29 responses from Prophix users. At the time of the survey, 80 percent of them were using version 2022 and 20 percent were running version 12.

## Versions used

n = 25



## Introduction

Planning Survey 23 is based on findings from the world's largest and most comprehensive survey of planning software users, conducted from November 2022 to February 2023. In total, 1,321 people responded to the survey with 1,046 answering a series of detailed questions about their usage of a named product. Altogether, 19 products (or groups of products) are analyzed in detail.

The Planning Survey 23 examines user feedback on planning product selection and usage across 33 criteria (KPIs) including *Business Benefits*, *Project Success*, *Business Value*, *Recommendation*, *Customer Satisfaction*, *Planning Functionality* and *Competitiveness*.

This document contains just a selection of the headline findings for Prophix. It does not show all the KPI results and focuses mainly on the positive findings.

For more information on the survey, visit [The BI Survey website](#).



# User and Use Case Demographics

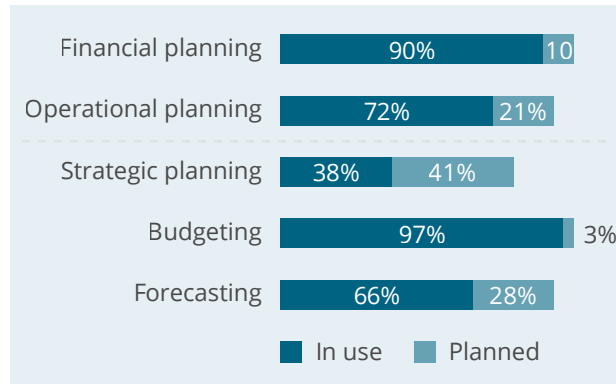
## BARC Comment

68 percent of Prophix users are planning users – just around the survey average of 69 percent – reflecting the fact that Prophix is essentially an integrated planning and CPM tool with strong planning but also BI and analytics functionality. This is also born out in its typical use cases. Customers leverage Prophix mainly for financial planning (90 percent) but also operational planning (72 percent). Here, planning takes place at different aggregation levels. Prophix is used for budgeting (97 percent), forecasting (66 percent) and strategic planning (38 percent). Besides planning, customers mainly use it for ad hoc query (86 percent), standard/enterprise reporting (75 percent) and analysis (57 percent). Many respondents also plan to use it for strategic planning (41 percent), dashboards/BI applications (29 percent) and forecasting (28 percent) in the future.

Prophix targets mid-sized companies across all industries. 72 percent of our sample of Prophix customers come from mid-sized companies (100-2,500 employees) with a median of 25 users (including 25 using planning functionality), but the mean of 61 users (45 for planning) indicates there are also some larger implementations.

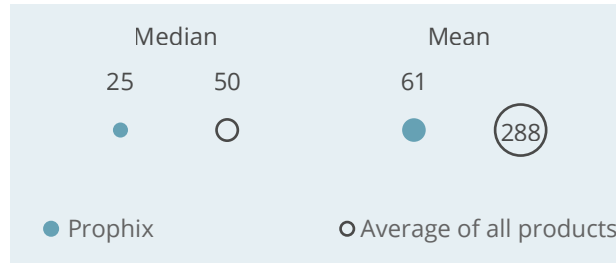
### Current vs. planned use (planning use cases)

n=29



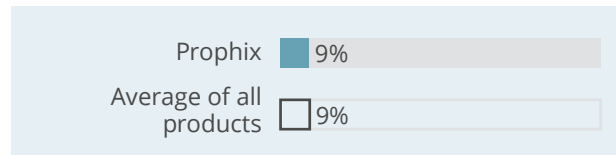
### Total number of users per company

n=29



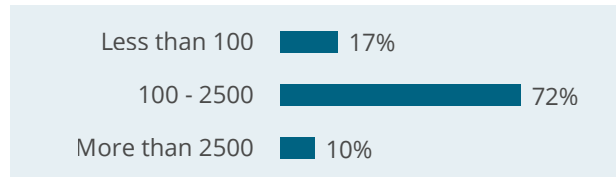
### Percentage of employees using Prophix

n=29



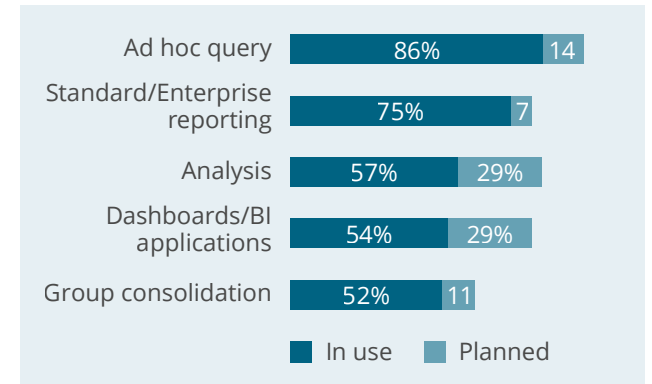
### Company size (employees)

n=29



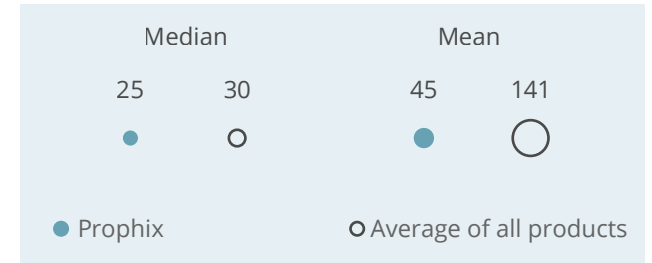
### Current vs. planned use (other use cases)

n=29



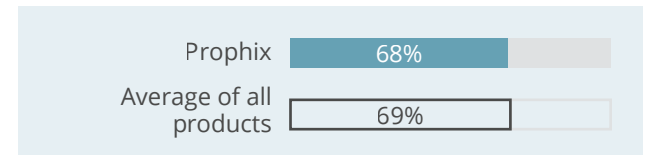
### Planning users per company

n=29

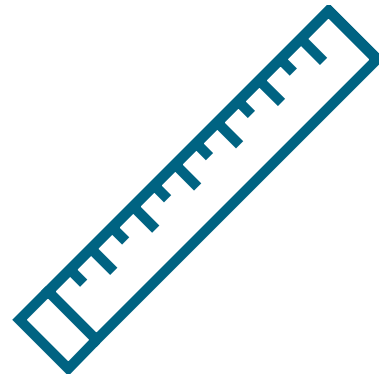


### Planning users (as a percentage of all users)

n=29



# Project Length

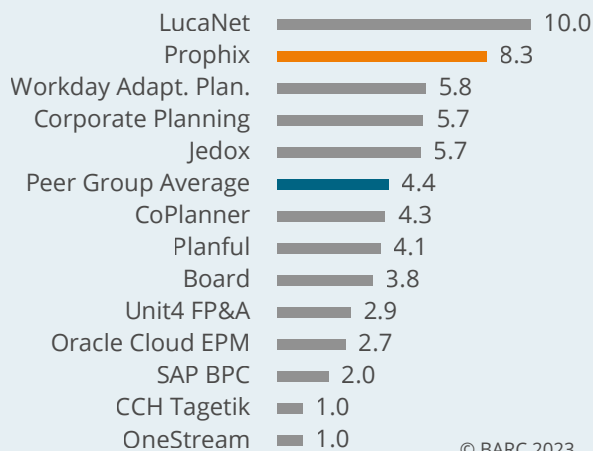


This KPI is based on how quickly the product is implemented.

## Project Length – Leader



Peer group: Financial Consolidation-Focused Products



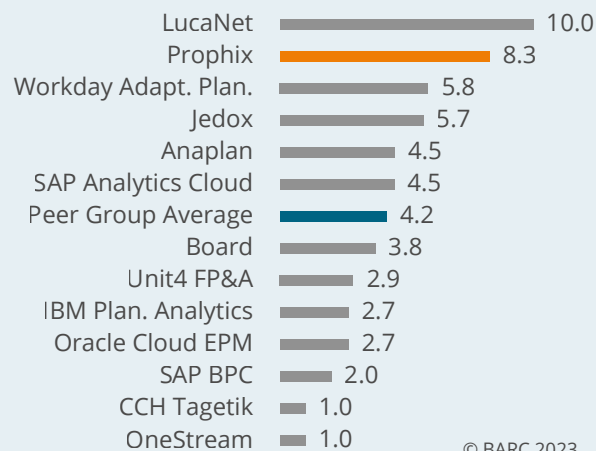
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Project Length – Leader



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

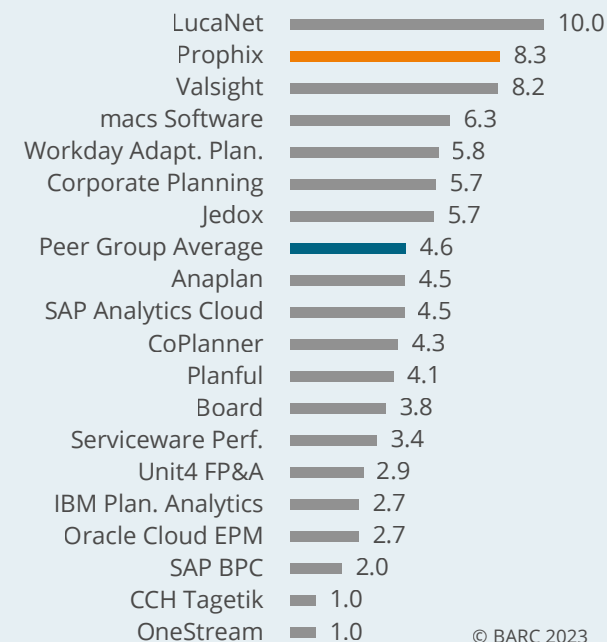
## Project Length



### Project Length – Leader



Peer group: Planning-Focused Products



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

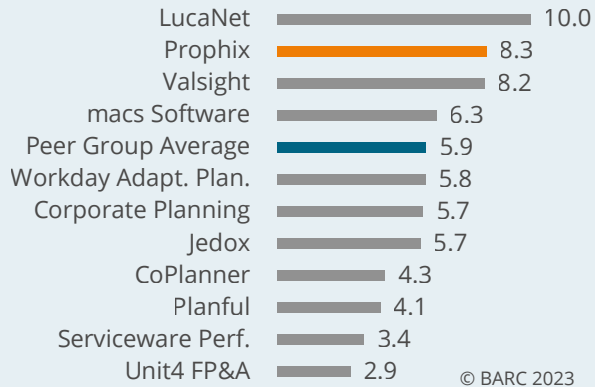
## BARC Viewpoint

Projects with Prophix are usually quite quick, which is vital for fast time to value. Customers are happy with the amount of time spent on their implementation projects and, as a result, Prophix achieves leading ranks in all of its peer groups for *Project Length*. One major reason for this finding is surely the vendor's purely cloud-based deployment model. For new customers, the product is available in the cloud only. Sales of Prophix's on-premises version stopped at the end of 2020 so implementations do not require lengthy hardware procurement processes, enabling customers to get straight into implementing their business needs. However, the product is typically used in smaller, mid-sized and departmental scenarios where business requirements are often straightforward with relatively small data volumes and user numbers. This may be another reason why projects with Prophix are usually quite short.

## Project Length – Leader



Peer group: *Midsize/Departmental Implementations*

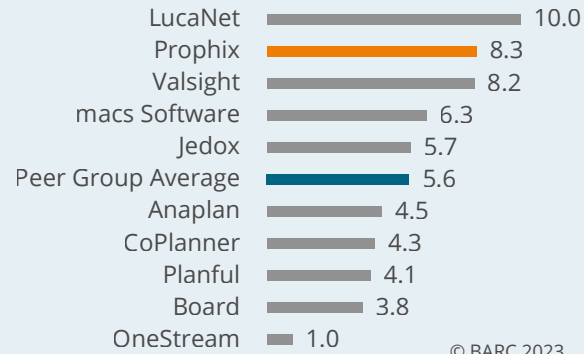


© BARC 2023  
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Project Length – Leader

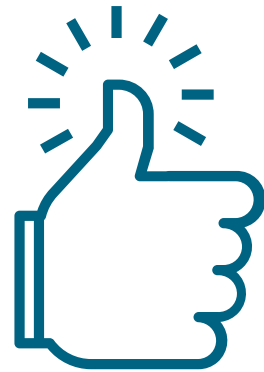


Peer group: *Performance Management Specialists*



© BARC 2023  
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

# Recommendation

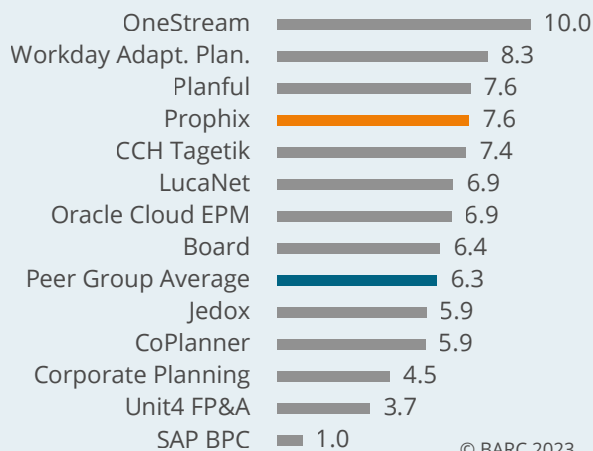


This KPI is based on the proportion of users that say they would recommend the product to others.

## Recommendation – Leader



Peer group: Financial Consolidation-Focused Products



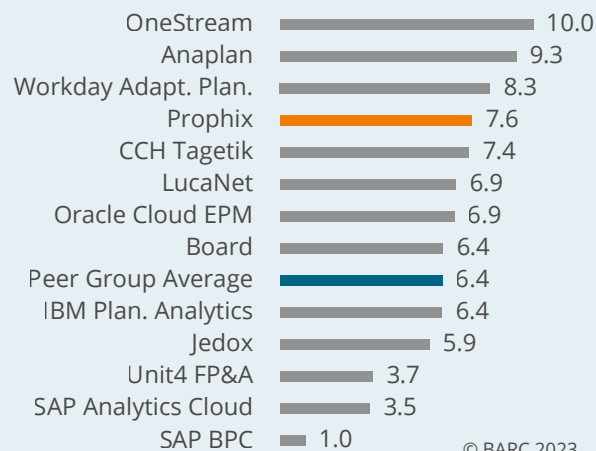
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Recommendation – Leader



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

# Recommendation



## BARC Viewpoint

An impressive 90 percent of Prophix customers say they would “definitely” or “probably” recommend their planning product to other organizations. This result is a great indicator of customer satisfaction with the vendor and its product. In fact, 93 percent of respondents are “somewhat satisfied” or “very satisfied” with Prophix. As a result, the product achieves two leading ranks for *Recommendation* in its peer groups. Year after year, The Planning Survey results confirm that Prophix has a very satisfied and loyal customer base. Thanks to the platform’s flexibility, customers are able to leverage Prophix for various corporate and financial performance management use cases.

# Vendor Support



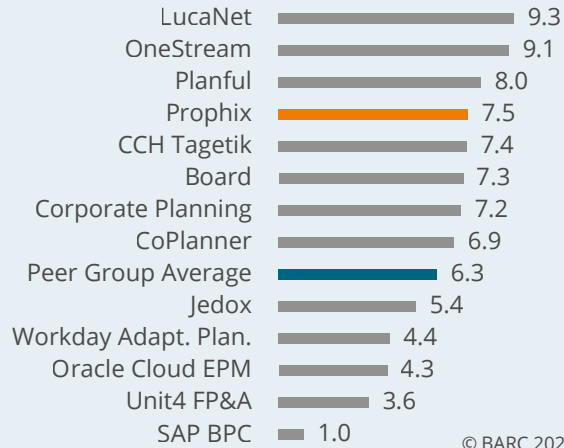
This KPI measures user satisfaction with the level of vendor support provided for the product.



## Vendor Support – Leader



Peer group: Financial Consolidation-Focused Products



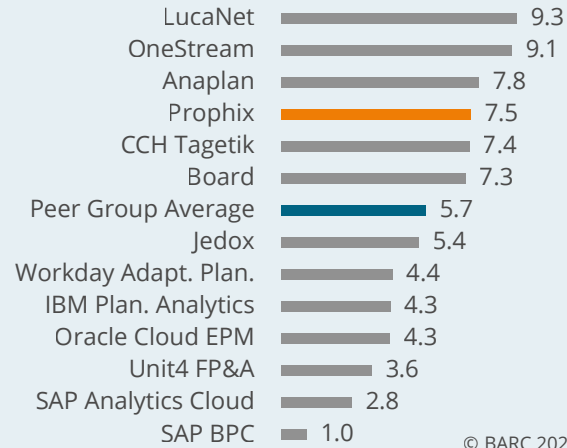
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Vendor Support – Leader



Peer group: Global Vendors



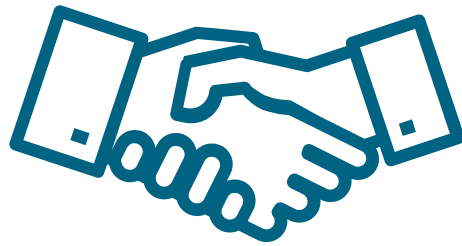
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## BARC Viewpoint

Customers are clearly satisfied with Prophix’s support services and benefit from the vendor’s product knowledge and implementation experience. Several customer quotes praise Prophix’s outstanding technical support and its highly trained staff, who offer excellent product knowledge. As a result, Prophix performs commendably in two of its peer groups for the *Vendor Support* KPI this year. The vendor listens very carefully to customers’ needs and requirements, constantly improving its software with this information. Support is provided through its worldwide headquarters in Toronto and its European headquarters in Copenhagen. A dedicated support platform is available to field requests from customers. Support is available from both the vendor and some reseller partners, who have networks through which they provide support. An online help forum is also publicly accessible.

# Sales Experience

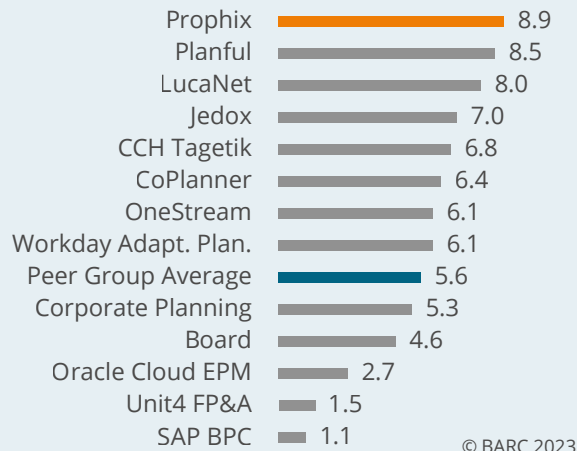


This KPI is based on how respondents rate their sales/purchasing experience with the vendor.

## Sales Experience – Top-ranked



Peer group: Financial Consolidation-Focused Products



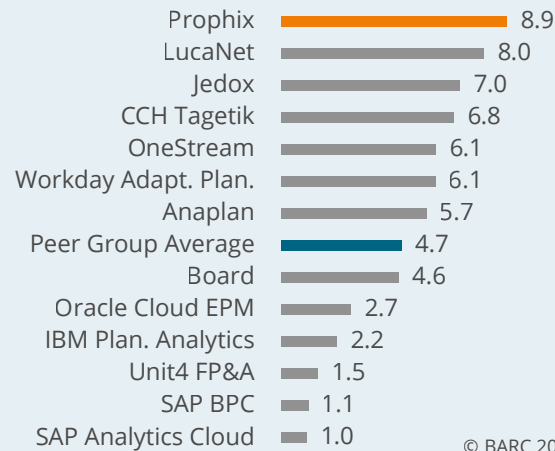
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Sales Experience – Top-ranked



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

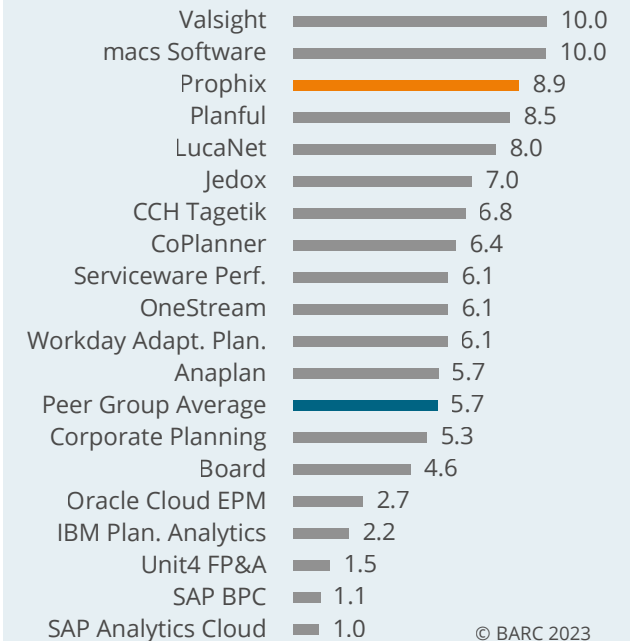
## Sales Experience



### Sales Experience – Leader



Peer group: Planning-Focused Products



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

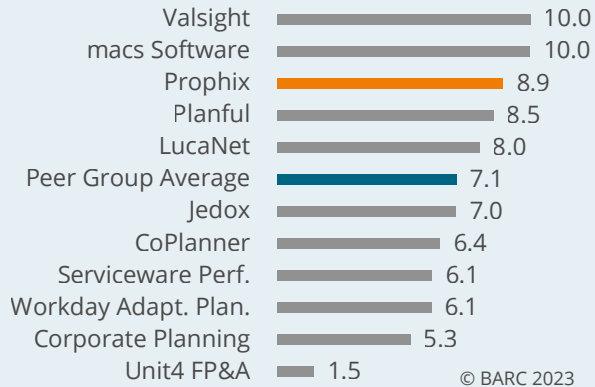
## BARC Viewpoint

Most Prophix customers are happy with their sales/purchasing experience with the vendor. In addition to its general conduct during the product evaluation and contract negotiation phases, respondents rate Prophix's delivery on marketing and sales promises and its responsiveness to product-related questions as excellent. In a competitive market like the planning and CPM software market, a highly professional sales organization is essential for survival and to continue to win new customers. The results of this year's Planning Survey indicate that Prophix sincerely cares for its prospects and customers. With good reason, the vendor receives excellent ratings for *Sales Experience* in all of its peer groups this year.

## Sales Experience – Leader



Peer group: Midsize/Departmental Implementations



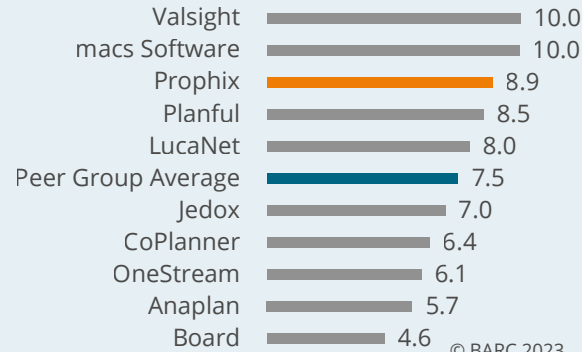
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Sales Experience – Leader



Peer group: Performance Management Specialists



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Sales Experience



# Planning Content

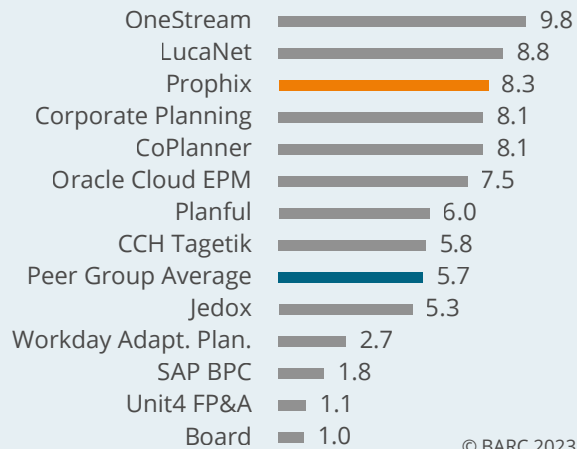


This KPI measures user ratings of the predefined planning content available with the product.

## Planning Content – Leader



Peer group: Financial Consolidation-Focused Products



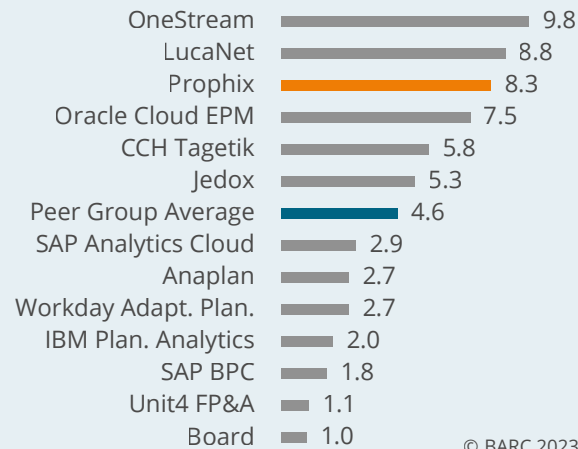
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Planning Content – Leader



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

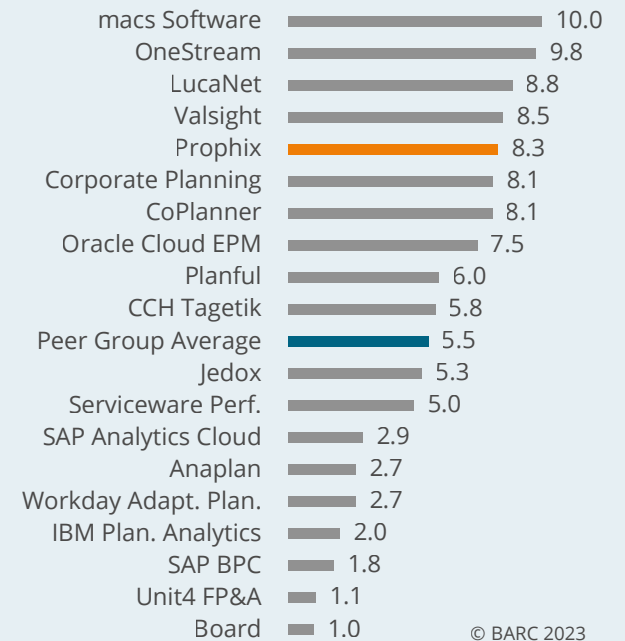
## Planning Content



## Planning Content – Leader



Peer group: Planning-Focused Products



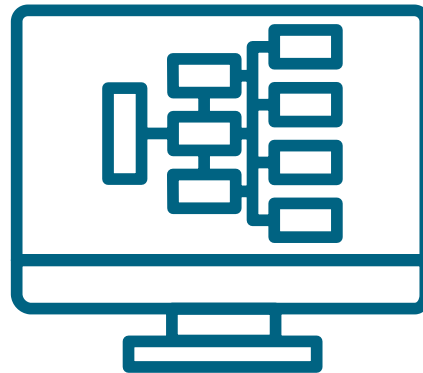
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## BARC Viewpoint

Prophix's comprehensive planning and forecasting capabilities are supplemented by predefined templates and standard planning models for some industries, such as construction and higher education. In general, Prophix submits offers on predefined templates or standard planning solutions to its partners, who have predefined business models and logics in their portfolio (e.g., models for professional services or the public sector). Otherwise, individual planning models are created through the Prophix Model Wizard as part of implementation projects. Prophix can be used to implement planning for a wide range of topics (e.g., sales, production, human resources, finance etc.) or in a wide range of industries.

# Planning Functionality

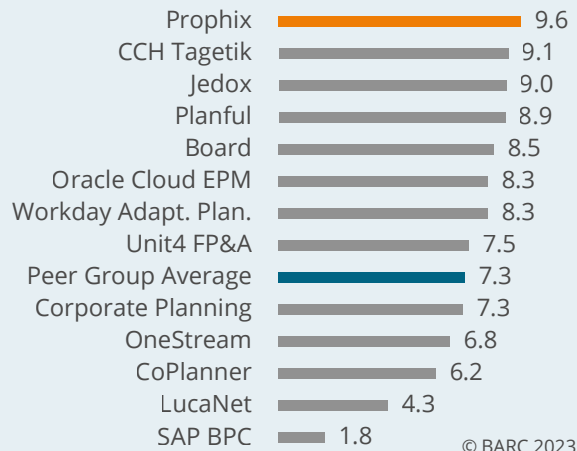


This KPI measures user ratings of the product's coverage of planning-specific requirements.

## Planning Functionality – Top-ranked



Peer group: Financial Consolidation-Focused Products



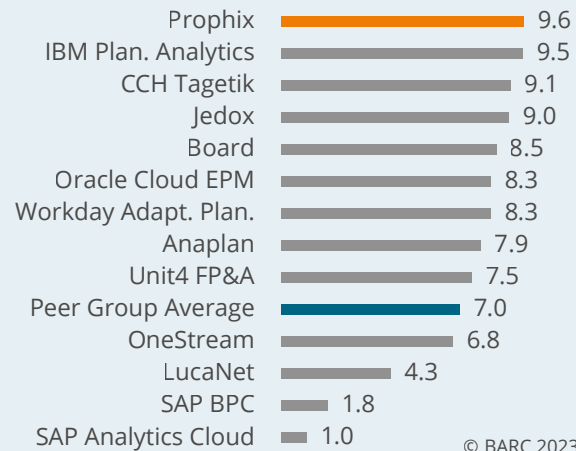
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Planning Functionality – Top-ranked



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

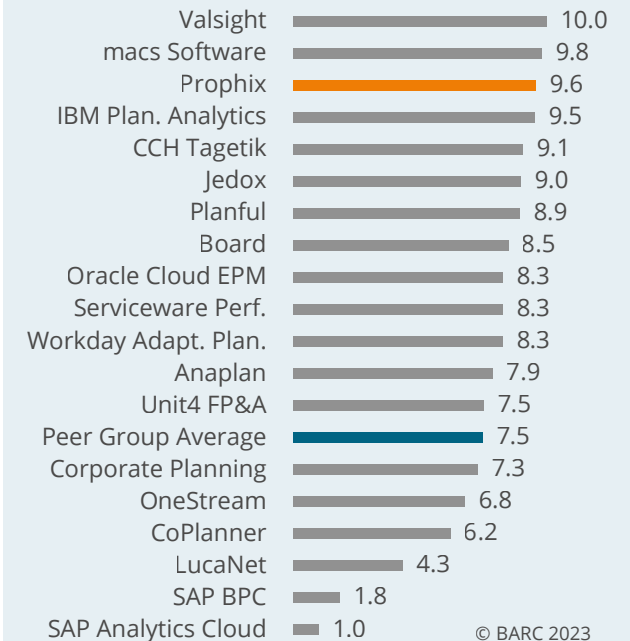
# Planning Functionality



## Planning Functionality – Leader



Peer group: Planning-Focused Products



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## BARC Viewpoint

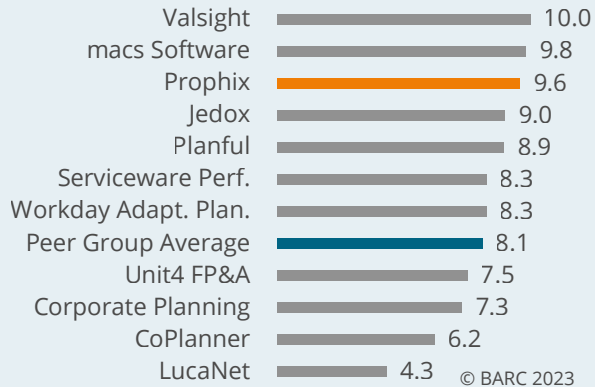
Prophix’s flexible, integrated and feature-rich platform offers comprehensive functionality to address various planning and CPM use cases. At its core, Prophix is a flexible platform for all kinds of planning approaches (top-down, bottom-up or combinations of both). Customers can address various planning topics on one common platform with different aggregation levels (e.g., strategic as well as operational planning) for an integrated enterprise planning approach (including financial planning). Customers greatly appreciate the range of detailed planning functions such as workflow, forecasting and simulation as well as its prebuilt planning content. In turn, the product is highly rated for *Planning Functionality* this year.



## Planning Functionality – Leader



Peer group: Midsize/Departmental Implementations

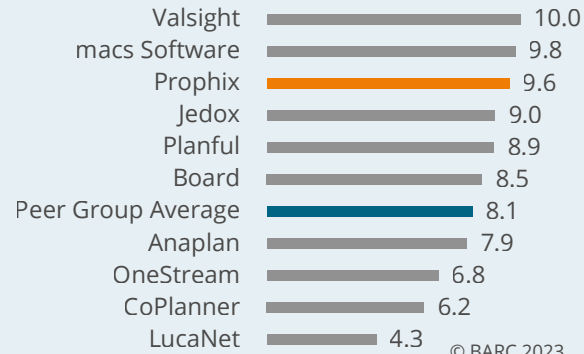


This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Planning Functionality – Leader



Peer group: Performance Management Specialists



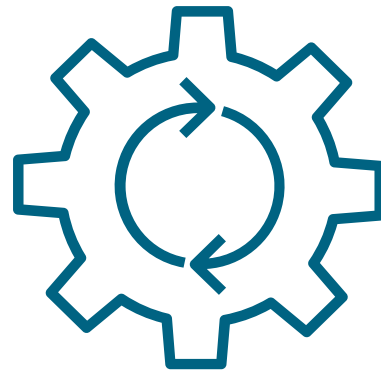
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

# Planning Functionality



# Workflow

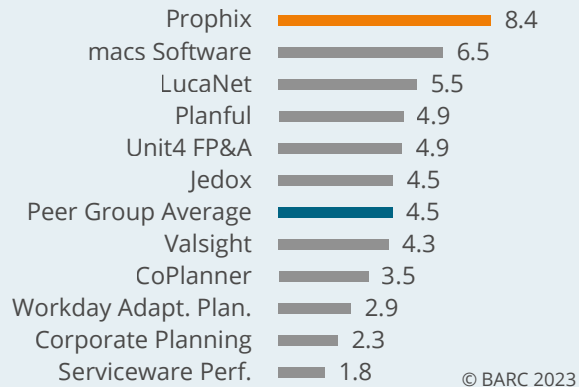


This KPI measures user ratings of the product's workflow functionality.

## Workflow – Top-ranked



Peer group: Midsize/Departmental Implementations



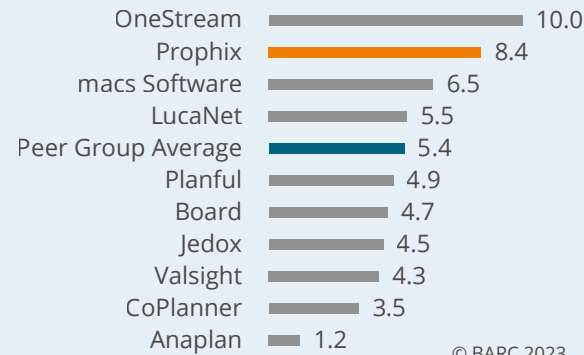
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Workflow – Leader



Peer group: Performance Management Specialists



© BARC 2023

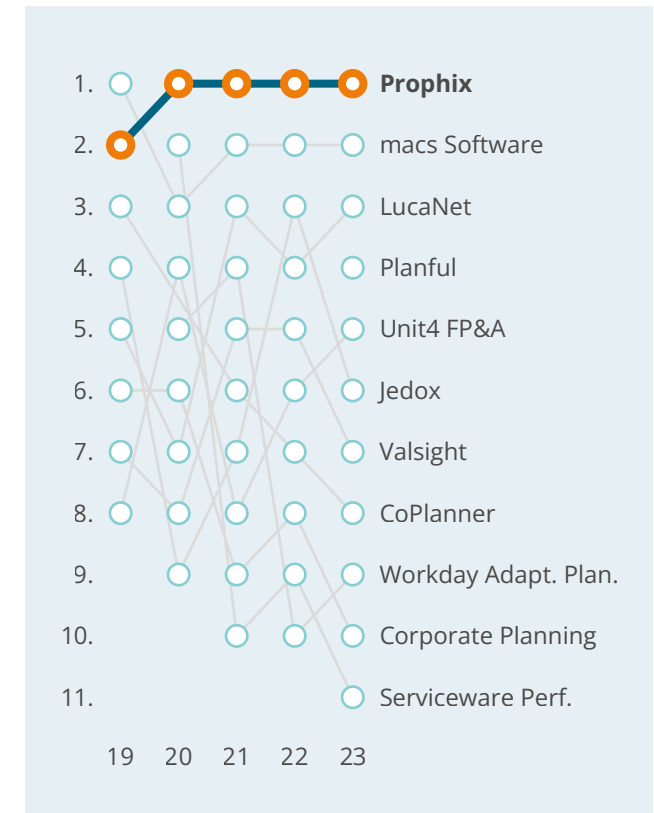
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Workflow



### Consistently outstanding in Workflow

Peer group: Midsize/Departmental Implementations



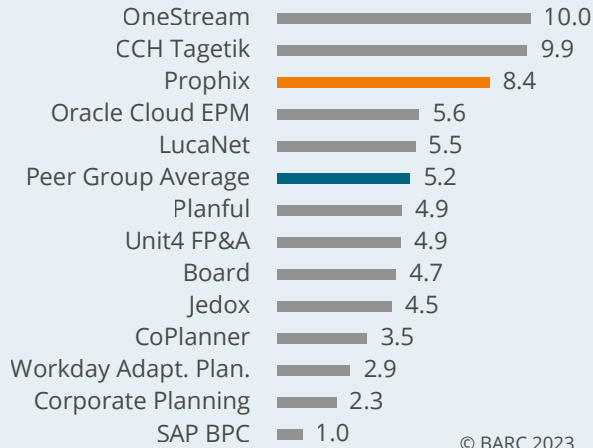
## BARC Viewpoint

When managing planning processes with lots of users involved, workflow functionality can be helpful to coordinate consecutive activities. Prophix provides support for managing these scenarios with embedded workflows and collaboration capabilities. A dedicated workflow designer is available to create projects and tasks that can be contingent on each other, have start dates and end dates, can have multiple owners and approvers, can define a “notification” email cadence and edit the text of these emails. Workflow progress can be tracked in list or waterfall format. Users are advised of time limits and deadlines via email notifications. The Planning Survey results confirm that most customers are satisfied with Prophix’s workflow capabilities, rating the product highly in the *Workflow* KPI in all of its peer groups this year.

## Workflow – Leader



Peer group: Financial Consolidation-Focused Products



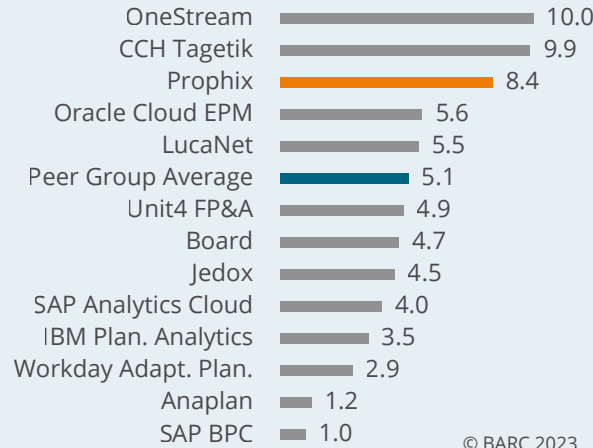
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Workflow – Leader



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

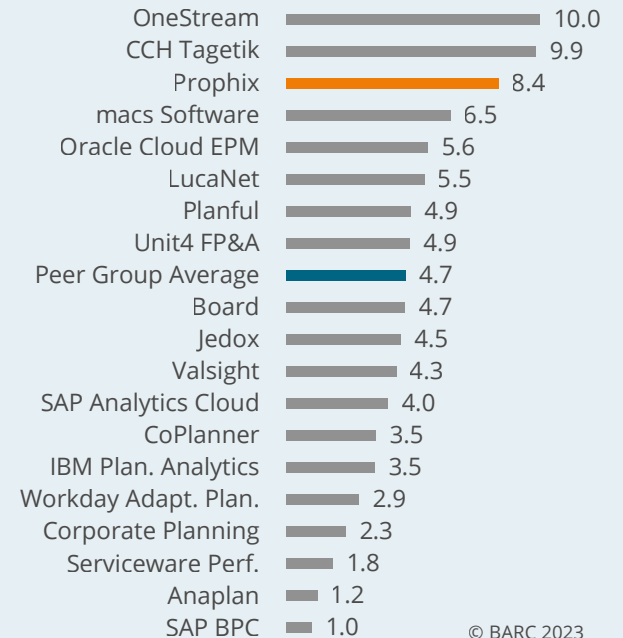
## Workflow



## Workflow – Leader



Peer group: Planning-Focused Products



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

# Forecasting

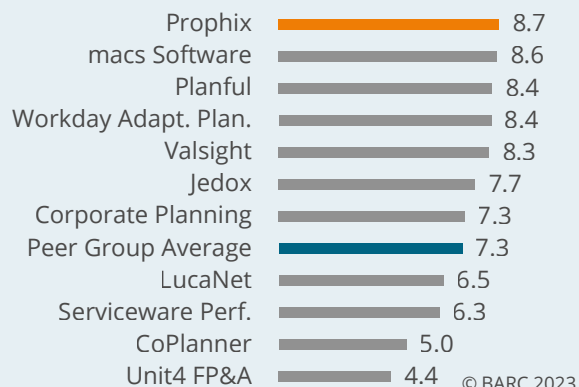


This KPI measures user ratings of the product's forecasting functionality.

## Forecasting – Top-ranked



Peer group: Midsize/Departmental Implementations

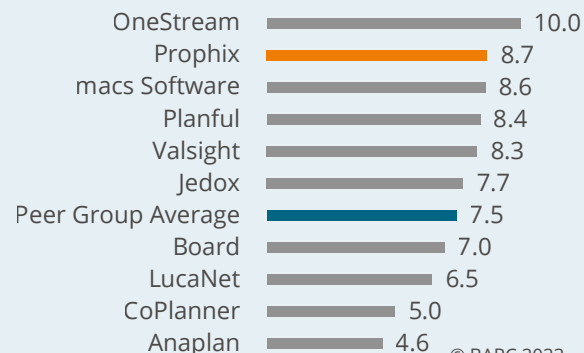


© BARC 2023  
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Forecasting – Leader



Peer group: Performance Management Specialists



© BARC 2023  
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

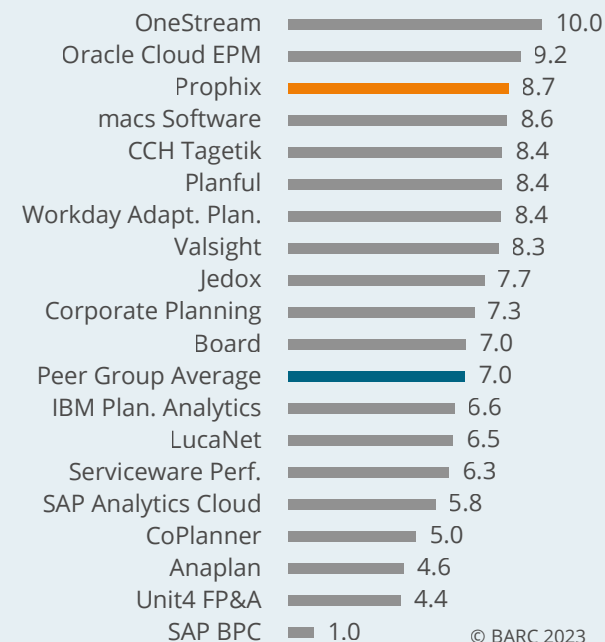
## Forecasting



### Forecasting – Leader



Peer group: Planning-Focused Products



© BARC 2023  
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

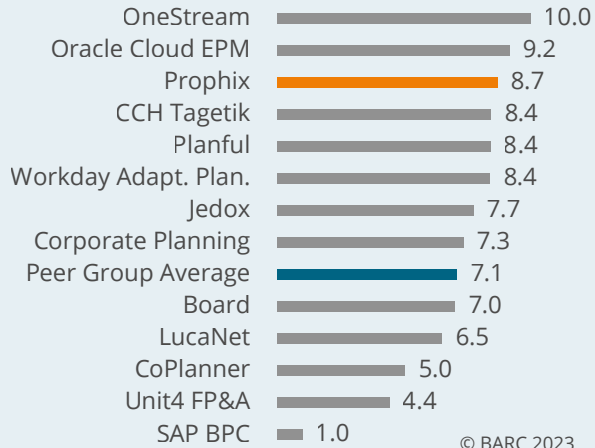
## BARC Viewpoint

For many companies, the importance attached to up-to-date forecasts for corporate management has increased significantly in these recent volatile times. As a result, forecasts have to be updated more frequently. Prophix ensures the integration of different planning levels from strategic planning, operational planning and budgeting to quarterly forecasts and plan adjustments. Based on plan values already entered for certain planning periods and their comparison with realized actuals from operational source systems, Prophix supports forecasts of future corporate development. Forecasts in Prophix can be automated or manual, based on user preference. High rankings in all of its peer groups confirm that many customers are satisfied with the product's forecasting capabilities.

## Forecasting – Leader



Peer group: Financial Consolidation-Focused Products



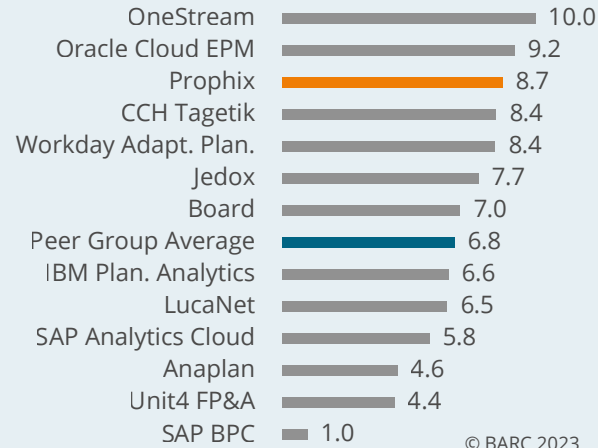
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Forecasting – Leader



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.



# Simulation



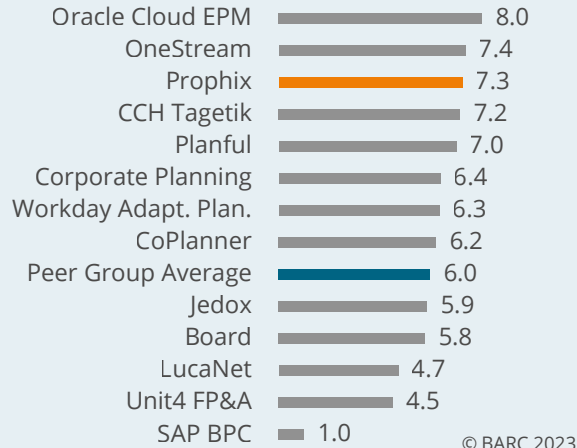
This KPI measures user ratings of the product's simulation functionality.



## Simulation – Leader



Peer group: Financial Consolidation-Focused Products



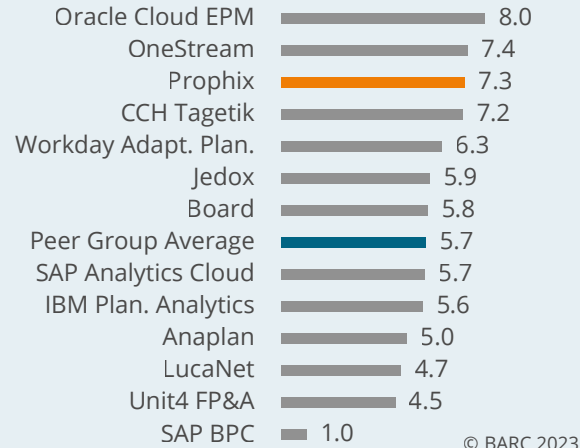
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Simulation – Leader



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

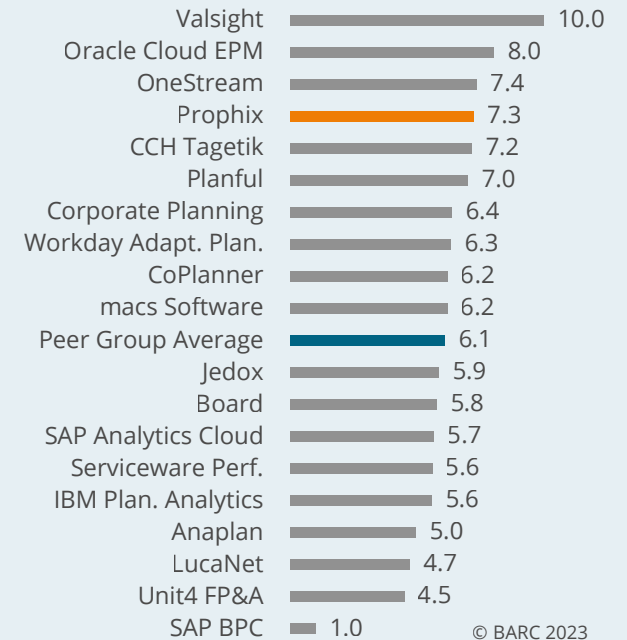
## Simulation



## Simulation – Leader



Peer group: Planning-Focused Products



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

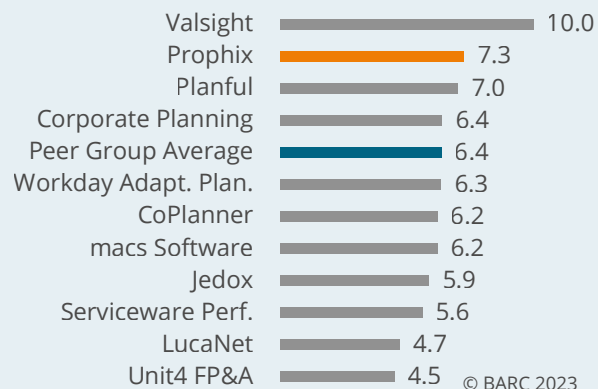
## BARC Viewpoint

Simulations and scenario evaluations are the basis for the well-founded analysis and evaluation of alternative actions, opportunities and risks. Increasing dynamics and uncertainty massively influence the importance of simulations for corporate management. Prophix offers solid functionality for scenario planning and simulations with no technical limitations. Currently, there is no wizard available for carrying out simulations, but a number of functions such as template formulas and processes can support this. There is no limit to how many scenarios can be created. As is typical for multidimensional planning solutions, simulations and versions can be managed using a separate (scenario) dimension in the planning model. Customers rate Prophix highly for *Simulation* in all of its peer groups this year.

## Simulation – Leader



Peer group: *Midsized/Departmental Implementations*



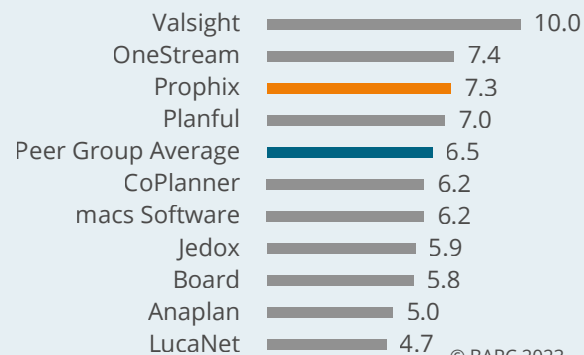
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

© BARC 2023

## Simulation – Leader



Peer group: *Performance Management Specialists*



This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

© BARC 2023



# Reporting/Analysis

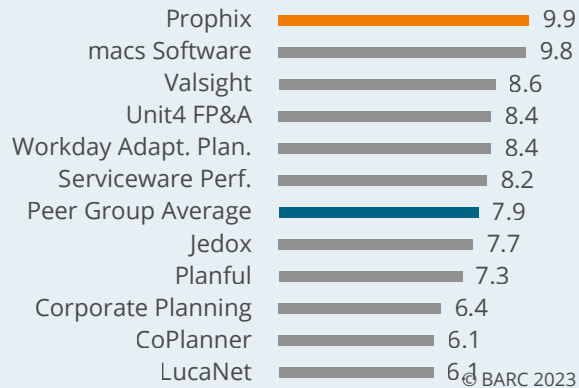


This KPI measures user ratings of the product's coverage of reporting/analysis requirements.

## Reporting/Analysis – Top-ranked



Peer group: Midsize/Departmental Implementations

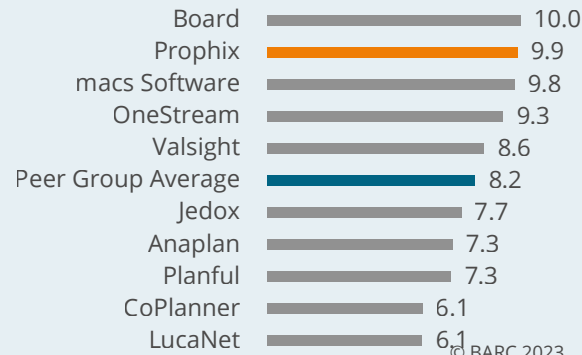


This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Reporting/Analysis – Leader



Peer group: Performance Management Specialists



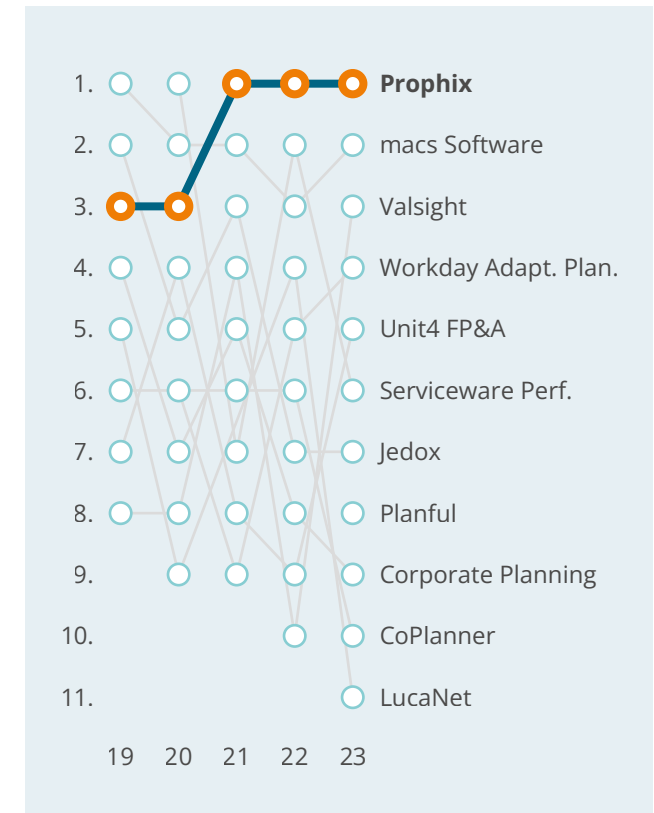
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Reporting/Analysis



### Consistently outstanding in Reporting/Analysis

Peer group: Midsize/Departmental Implementations



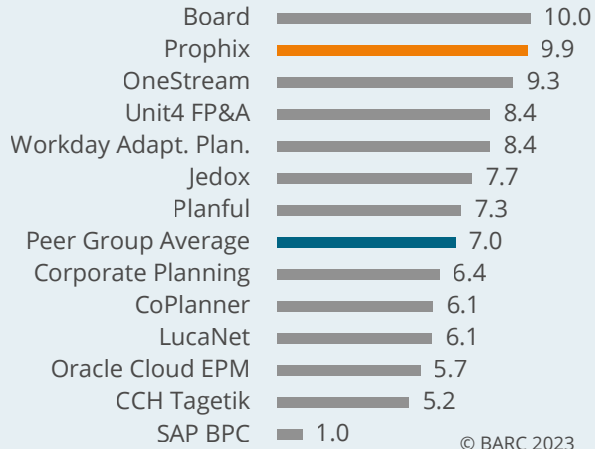
## BARC Viewpoint

Besides planning, Prophix provides capabilities for BI and analytics. Standard formatted and print-oriented reporting is supported, as are ad hoc queries based on OLAP methodologies (drill functionality, slice and dice, pivoting, etc.). Standard business graphics as well as more advanced chart types are available for visualizing data (e.g., in management cockpits or dashboards). Reports, like planning templates, are built in a user-friendly, Excel-like environment. An HTML5 web client and Microsoft Office add-ins are available as front ends to enter plan data or to work with reports, analyses and dashboards. In addition, for those customers following a Microsoft strategy, Prophix data sets can be pushed to Power BI for more advanced dashboarding, data visualization and analytics. Once again this year, Prophix's reporting and analysis capabilities are particularly highly valued by customers.

## Reporting/Analysis – Leader



Peer group: Financial Consolidation-Focused Products



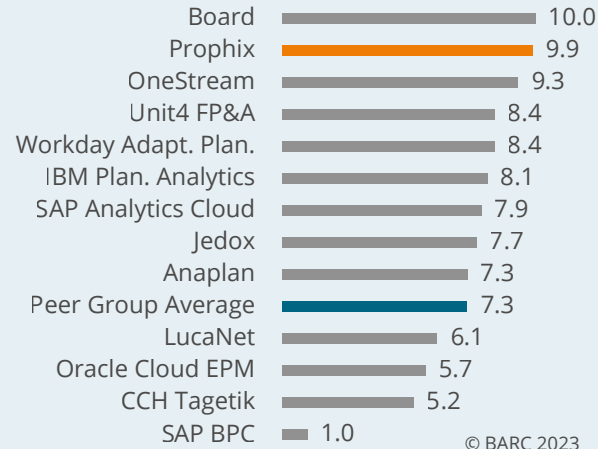
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Reporting/Analysis – Leader



Peer group: Global Vendors



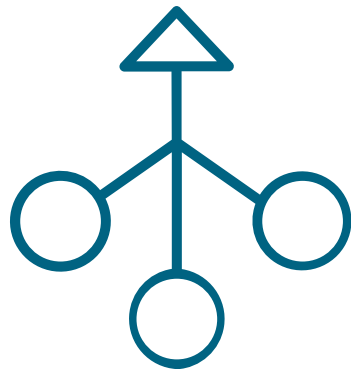
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

# Reporting/Analysis



# Financial Consolidation & Self-Service



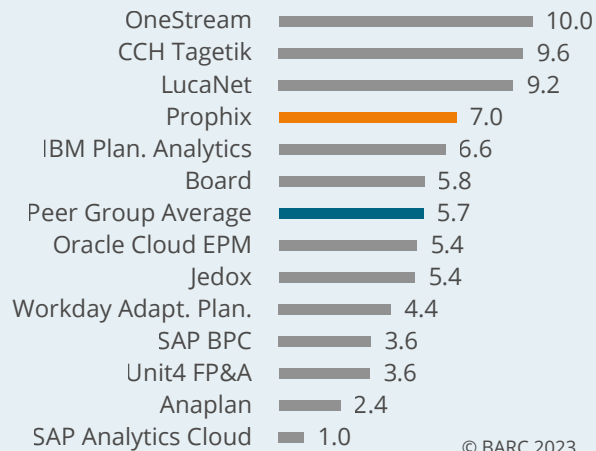
The *Financial Consolidation* KPI is based on how respondents rate the product's functionality to support legal consolidation (e.g., according to IFRS).

The *Self-Service* KPI is based on the proportion of respondents' organizations currently using self-service planning features with their product.

## Financial Consolidation – Leader



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## BARC Viewpoint

## Financial Consolidation

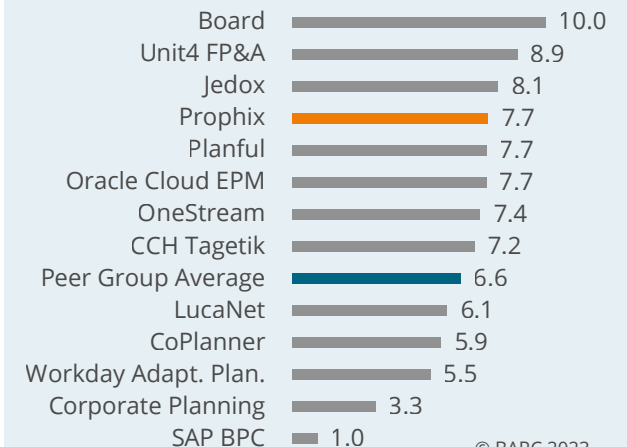


63 percent of Prophix customers in our sample either use the product (52 percent) or plan to use it (11 percent) for financial consolidation. In 2021, Prophix acquired Sigma Conso, a Belgian financial performance management (FPM) specialist, which now forms the strategic component for financial consolidation and close in its portfolio. The solution has its strengths in financial consolidation and close, management reporting and intercompany reconciliation as well as specialty solutions for IFRS 16 and iXBRL. Prophix's future product strategy centers on integrating Prophix and Sigma Conso more closely into the unified Prophix Financial Performance Platform with four applications: Financial Planning & Analysis, Reporting & Analytics, Financial Consolidation and Intercompany Management. A strong rating for *Financial Consolidation* in the *Global Vendors* peer group shows that customers are comfortable using Prophix for financial consolidation and close.

## Self-Service – Leader



Peer group: Financial Consolidation-Focused Products



© BARC 2023

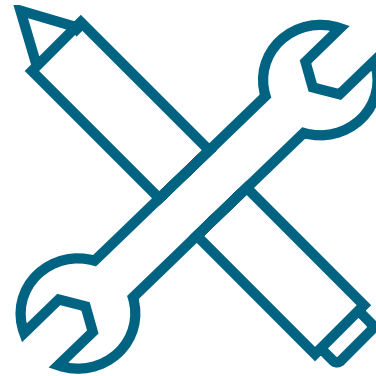
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Self-Service

## BARC Viewpoint

Finance and controlling departments often prefer to use planning and CPM products in a self-service manner. This trend is fueled by the increasing use of software solutions in the cloud, where the provider runs and maintains the system (software-as-a-service). Leveraging a purely cloud-based deployment model, Prophix offers broad and flexible functionality for a range of performance management tasks. Business users can accomplish most tasks with minimal help from IT. Following initial implementation, business power users can develop applications in a self-service manner without the need for programming skills. Prophix is designed for self-service use in business departments (typically the finance and controlling departments). A leading rank for *Self-Service* shows that Prophix is often used in this way.

# Functionality



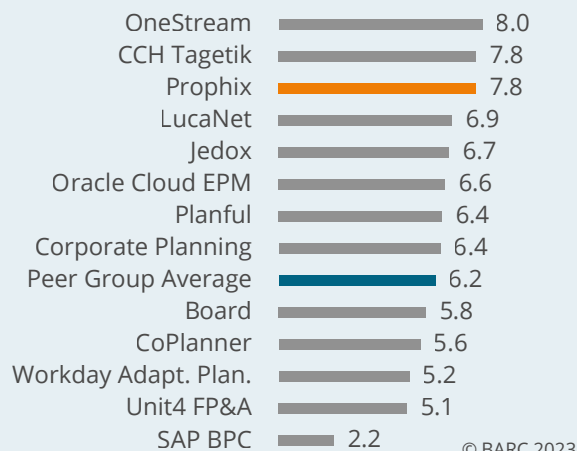
This KPI combines the *Predefined Connectors, Data Integration, Planning Content, Planning Functionality, Workflow, Forecasting, Simulation, Reporting/Analysis* and *Financial Consolidation* KPIs.



## Functionality – Leader



Peer group: Financial Consolidation-Focused Products



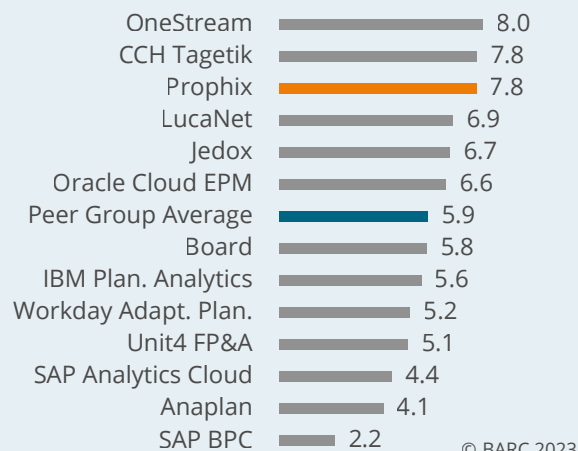
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Functionality – Leader



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

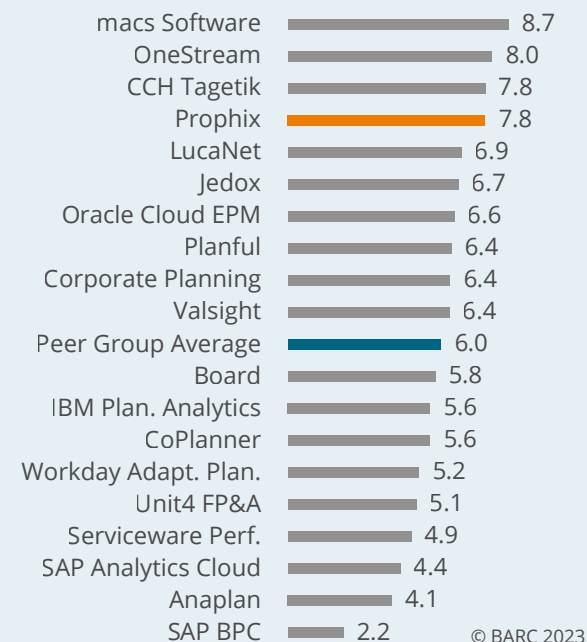
# Functionality



## Functionality – Leader



Peer group: Planning-Focused Products



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

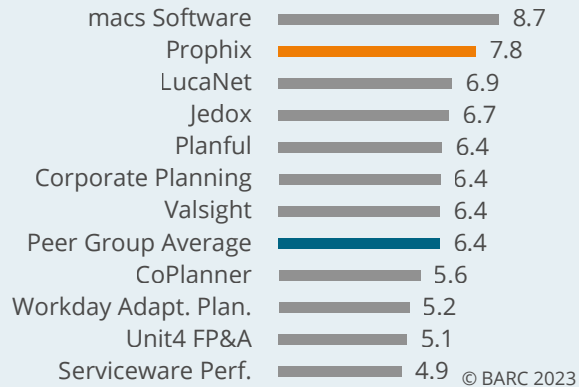
## BARC Viewpoint

Prophix’s solutions for planning, budgeting and forecasting, reporting and analytics, as well as financial consolidation and close, management reporting, intercompany reconciliation, IFRS 16 and iXBRL offer comprehensive functionality. The product is an integrated, feature-rich platform for addressing various corporate and financial performance management use cases. Customers seem to greatly appreciate Prophix’s range of functions, as evidenced by the product’s leading ranks for *Functionality* in all of its peer groups. The platform targets business departments (e.g., finance and accounting) in midsize companies across all industries and is available in the Amazon cloud (AWS). Prophix’s future strategy centers on integrating Prophix and the acquired Sigma Conso product more closely into the unified Prophix Financial Performance Platform.

## Functionality – Leader



Peer group: Midsize/Departmental Implementations

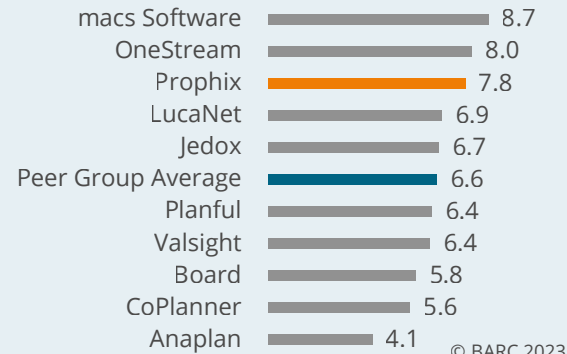


© BARC 2023  
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Functionality – Leader



Peer group: Performance Management Specialists



© BARC 2023  
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.



# Cloud Planning

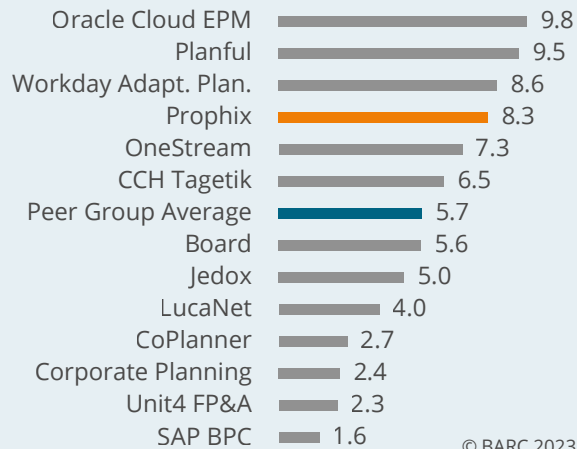


This KPI is based on the proportion of survey respondents that currently use planning products in the cloud.

## Cloud Planning – Leader



Peer group: Financial Consolidation-Focused Products



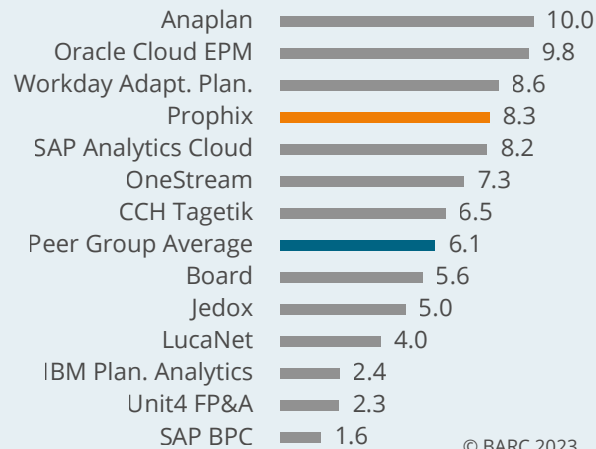
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Cloud Planning – Leader



Peer group: Global Vendors



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

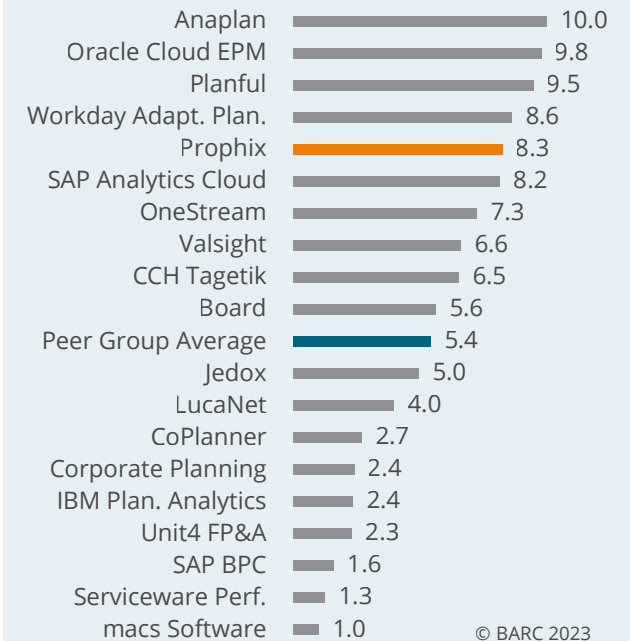
## Cloud Planning



### Cloud Planning – Leader



Peer group: Planning-Focused Products



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

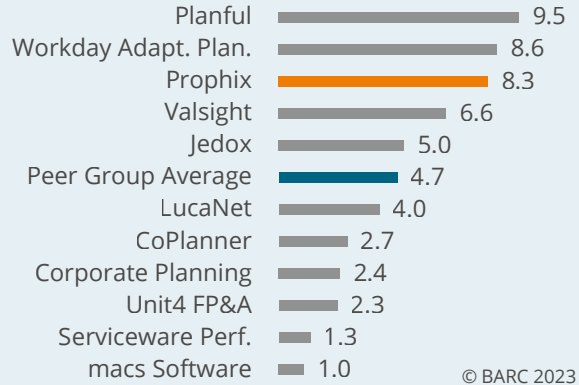
## BARC Viewpoint

A high proportion of customers leverage Prophix for use cases such as cloud-based planning, rating it as a deserved leader for *Cloud Planning* in all of its peer groups. With its pure cloud-based deployment approach since 2020, leveraging the Amazon cloud (AWS), the majority of customers now use it for cloud-based planning. The product is used via an HTML5 web client and Microsoft Office add-ins as front ends to enter plan data or to work with reports, analyses and dashboards. Leveraging Prophix’s purely cloud-based model, implementation projects are usually quite quick, which is vital for fast time to value, and do not require lengthy hardware procurement processes, enabling customers to get straight into implementing their business needs.

## Cloud Planning – Leader



Peer group: Midsize/Departmental Implementations



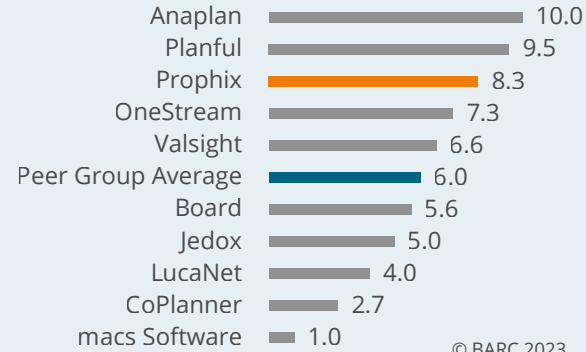
© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

## Cloud Planning – Leader



Peer group: Performance Management Specialists



© BARC 2023

This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

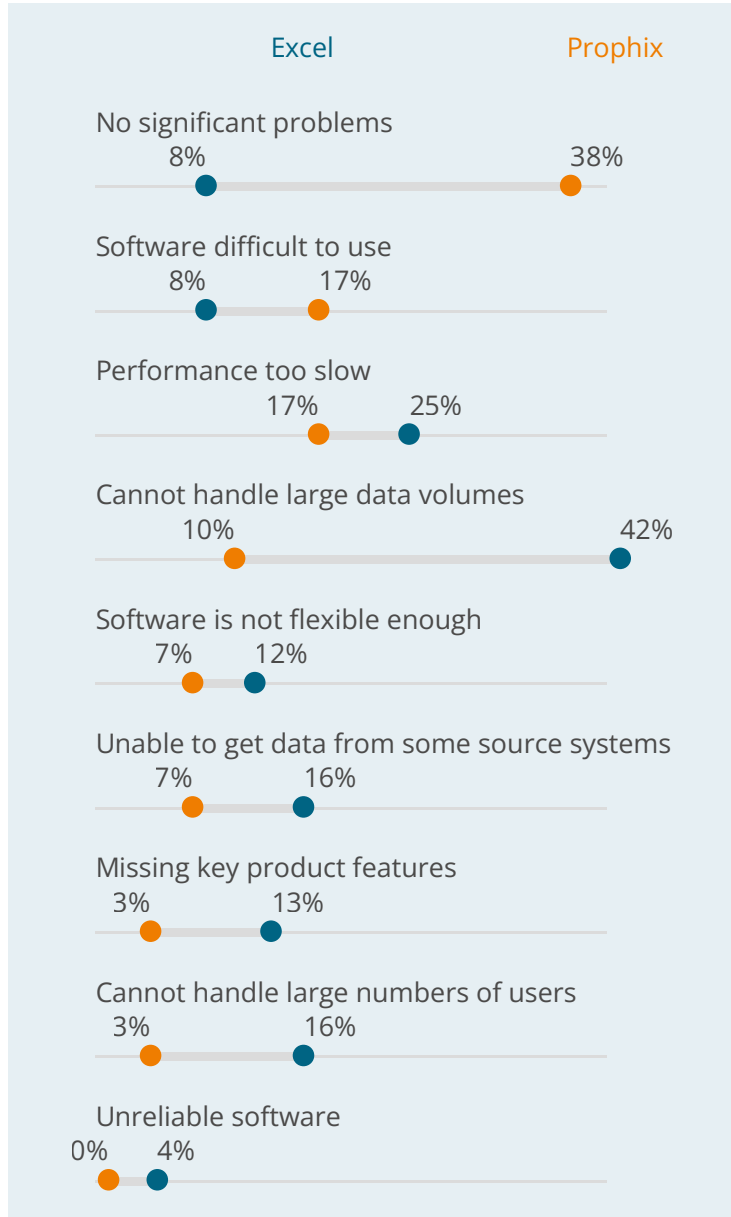


# Prophix vs. Excel



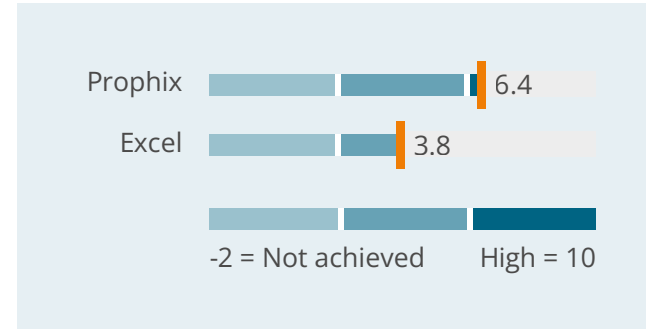
## Problems encountered by Prohix and Excel users

n=29/150



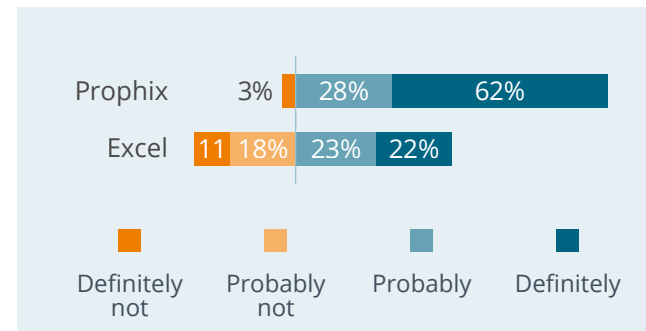
## Business Benefits Index\*

n=29/149



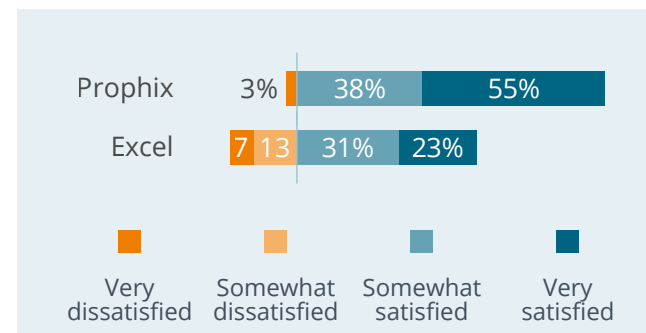
## Recommendation\*\*

n=29/152



## Satisfaction level\*\*

n=29/154



## Prohix vs. Excel



## BARC Viewpoint

Year after year, BARC's Planning Survey reveals that Excel remains one of the world's most widely used products for planning and analytics. However, many users and companies are dissatisfied with it. Prohix users have far fewer complaints than Excel users. Common issues in planning projects such as performance, inflexibility and handling of large numbers of users or data volumes do not seem to be a major problem for Prohix customers. 38 percent even report having no significant problems at all with the product. Business benefits regularly achieved by Prohix users (and achieved more frequently than with Excel) include more precise/detailed planning, increased transparency of planning, better quality of planning results and reduced planning complexity. 90 percent of Prohix users say they would "definitely" or "probably" recommend their planning product to other organizations, while 93 percent of respondents are "somewhat satisfied" or "very satisfied" with Prohix.

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

\*\* Neutral category not shown

# Data Decisions. Built on BARC.



# BARC

## BARC

BARC is one of Europe's leading analyst firms for business software, focusing on the areas of data, business intelligence (BI) and analytics. The company was founded in 1999 as a spin-off of the chair of Business Administration and Information Systems at the University of Würzburg, Germany. Today, BARC combines empirical and theoretical research, technical expertise and practical experience, and a constant exchange with all market participants to provide market-leading research publications, events and advisory.

### Research

BARC user surveys, software tests and analyst assessments in blogs and research notes give you

the confidence to make the right decisions. Our independent research gets to the heart of market developments, evaluates software and providers thoroughly and gives you valuable ideas on how to turn data, analytics and AI into added value and successfully transform your business.

### Consulting

The BARC Advisory practice is entirely focused on translating your company's requirements into future-proof decisions. The holistic advice we provide will help you successfully implement your data & analytics strategy and culture as well as your architecture and technology. Our goal is not to stay for the long haul. BARC's research and

experience-founded expert input sets organizations on the road to the successful use of data & analytics, from strategy to optimized data-driven business processes.

### Events

Leading minds and companies come together at our events. BARC conferences, seminars, round-table meetups and online webinars provide more than 10,000 participants each year with information, inspiration and interactivity. By exchanging ideas with peers and learning about trends and market developments, you gain new impetus for your business.

## Germany

BARC GmbH  
Berliner Platz 7

D-97080 Würzburg  
+49 931 880 6510  
[www.barc.com](http://www.barc.com)

## Austria

BARC GmbH  
Hirschstettner Straße 19  
/ / / IS314

A-1220 Wien  
+43 660 6366870  
[www.barc.com](http://www.barc.com)

## Switzerland

BARC Schweiz GmbH  
Täferstraße 22a

CH-5405 Baden-Dättwil  
+41 56 470 94 34  
[www.barc.com](http://www.barc.com)

## Rest of the World

[www.barc-research.com](http://www.barc-research.com)

+44 1536 772 451