

The Planning Survey 20

The voice of the planning software user community

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

IDL





KPI results

12 top-rankings
and
37 leading
positions

*in 3 different
peer groups.*

THE PLANNING
SURVEY 20



Recommendation

94%

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

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

THE PLANNING
SURVEY 20



Problems

64%

of surveyed users
report **no significant
problems** in the use of
IDL.*

** Compared to 45% for the average
planning tool.*

THE PLANNING
SURVEY 20



Requirements

97%

of surveyed users rate
IDL's **coverage of
planning specific
requirements** as
excellent or good.*

** Compared to 89% for the average
planning tool.*

THE PLANNING
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Implementer support

97%

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

** Compared to 78% for the average
planning tool.*

THE PLANNING
SURVEY 20



Ease of use



97%

of surveyed users rate
IDL's ease of
use for planners as
excellent or good.*



** Compared to 80% for the average
planning tool.*

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Peer Group
Financial
Performance
Management
Products

-  **1.** Top-ranked in
 - Business benefits
 - Business value
 - Competitive win rate
 - Competitiveness
-  **Leader in**
 - Project success
 - Price-to-value
 - Recommendation
 - Vendor support
 - Implementer support
 - Product satisfaction
 - Customer satisfaction
 - Planning content
 - Workflow
 - Reporting/analysis
 - Legal consolidation
 - Functionality
 - Sales experience
 - Performance satisfaction



Peer Group
BI-focused Products

-  **1.** Top-ranked in
 - Business benefits
 - Business value
 - Workflow
 - Legal consolidation
-  **Leader in**
 - Project success
 - Project length
 - Price-to-value
 - Recommendation
 - Vendor support
 - Implementer support
 - Product satisfaction
 - Customer satisfaction
 - Data integration
 - Planning content
 - Functionality
 - Sales experience
 - Competitive win rate
 - Competitiveness

The Planning Survey 20 IDL Highlights



Peer Group
European Vendors

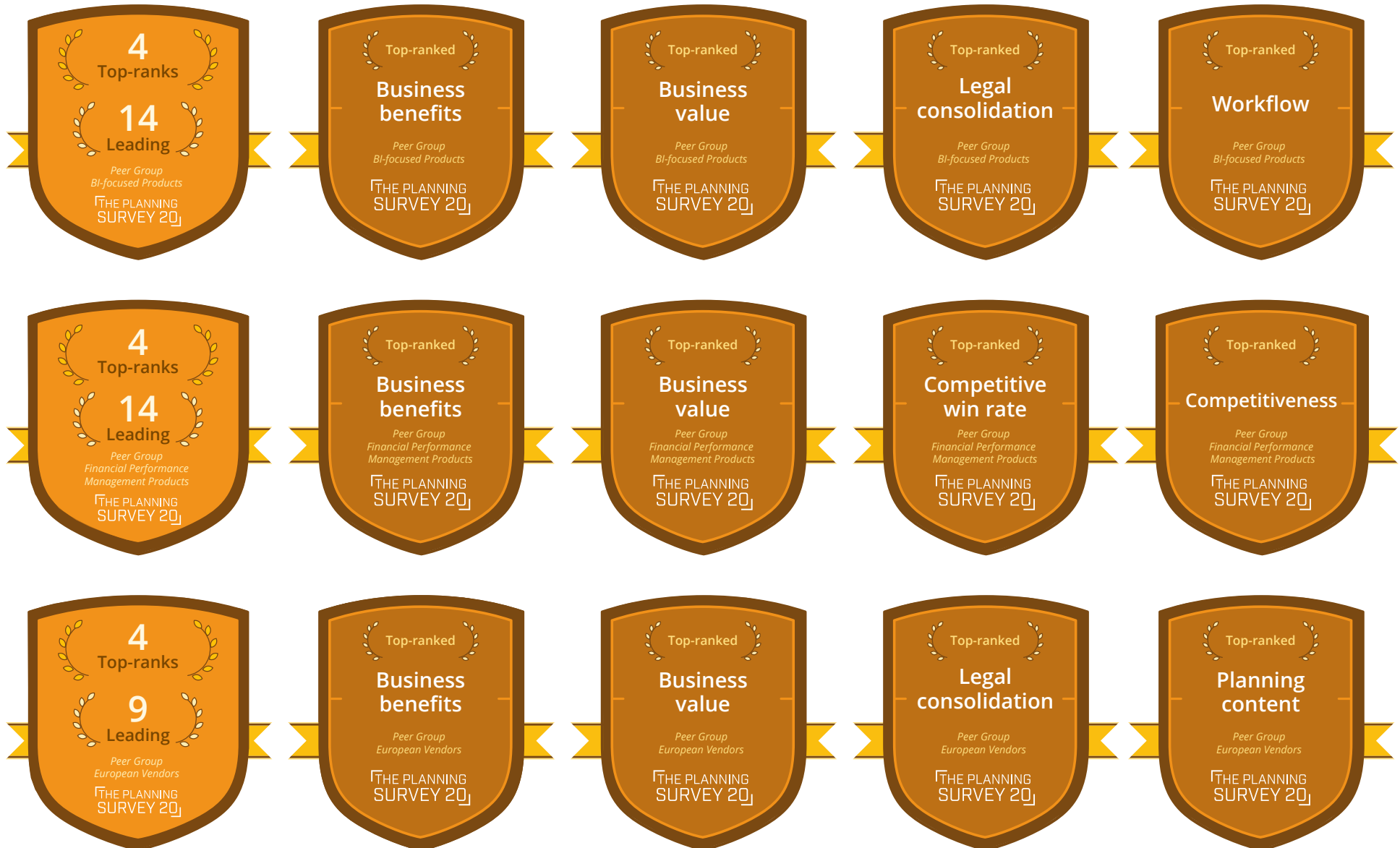
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 - Product satisfaction
 - Customer satisfaction
 - Workflow
 - Sales experience
 - Competitiveness

 **BARC Summary**

With 12 top ranks and 37 leading positions in three different peer groups, IDL achieves an outstanding set of results in this year's Planning Survey. Impressive ratings in the majority of its KPIs help to consolidate its position as a market-leading financial consolidation and planning product in the DACH region that is delivering considerable benefits to its customers. Companies can benefit from using IDL in terms of improved integration of strategic and operational planning, reduced planning complexity and increased planning frequency. 65 percent of IDL users say they would definitely recommend their planning product to other organizations. This result is a great indicator of customer satisfaction with the vendor and its product. IDL offers a comprehensive CPM suite, which customers appear to be very happy with.



The Planning Survey 20 IDL top ranks





Sehr kompetente Berater,
schnelle Reaktionszeiten.

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Person responsible/Project
manager for BI from IT department,
aid organization, 100-2,500
employees

Erstklassig.

THE PLANNING
SURVEY 20

Consultant, manufacturing, 100-
2,500 employees

Verlässlich, offenes Ohr für persönliche
Anliegen.

THE PLANNING
SURVEY 20

Consultant, transportation and logistics,
100-2,500 employees

Eine sehr gute Software, insbesondere
nachdem IDL sehr viel Zeit und Geld in die
Aktualisierung der Software investiert hat.

THE PLANNING
SURVEY 20

Consultant, consulting, <100 employees





THE PLANNING SURVEY 20

The Planning Survey 20 is based on findings from the world's largest and most comprehensive survey of planning software users, conducted from November 2019 to February 2020. In total, 1,406 people responded to the survey with 1,211 answering a series of detailed questions about their use of a named product. Altogether, 23 products (or groups of products) are analyzed in detail.

The Planning Survey 20 examines user feedback on planning product selection and usage across 30 criteria (KPIs) including business benefits, project success, business value, recommendation, customer satisfaction, customer experience, planning functionality and competitiveness.

This document contains just a selection of the headline findings for IDL. 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](#).

IDL overview

IDL is a solutions partner offering business, methodological and technological competencies in all aspects of consolidation, planning, reporting and analysis. The company was founded in 1990 and currently employs about 150 people, based in its offices in Germany, Austria, Switzerland and France.

IDL's CPM suite includes modules for financial planning (IDL.FORECAST), operational planning, reporting and analysis (IDL.DESIGNER), and financial consolidation (IDL.KONSIS). It also has complementary products for annual financial reports, e-balance filings, XBRL reporting requirements in banks and structuring of raw data for analysis. Moreover, predefined solutions for specific industries and use cases are available (e.g., for professional sports, public sector). IDL solutions can either run on-premises, as cloud services (Microsoft Azure) or as hybrid scenarios (a combination of both cloud and on-premises). According to IDL, 1,100 corporate groups currently use its solutions. If required, third-party products can be used to enhance the product portfolio (e.g., for ETL and operational planning). The vendor maintains a partnership with Cubeware (OEM products: IDL.IMPORTER, IDL.COCKPIT).

IDL.FORECAST is targeted at business departments, which often belong to a group of compa-

nies. Company-wide financial results plans (balance sheet, P&L, cash flow) at subsidiary or group level can be created using the product. Therefore, IDL.FORECAST provides a predefined financial (planning) data model with intertwined business rules, based on relational data storage. To address operational planning scenarios other than financial planning (e.g., sales or HR planning), IDL.FORECAST is complemented by IDL.DESIGNER. Operational plans, based on multidimensional databases (Microsoft SQL Server Analysis Services, IBM TM1), are integrated with financial plans at data level with predefined routines for data integration using ETL technologies that are available with the underlying databases (e.g., Microsoft SQL Server Integration Services, IBM TM1 Turbo Integrator). Thanks to the tight integration of IDL.FORECAST with IDL.KONSIS, it is possible to immediately consolidate plan data (or actuals) also taking into account planned intercompany allocations. IDL.KONSIS offers comprehensive capabilities for legal consolidation (IDW PS 880 certified) as well as management consolidation. Extensive predefined business rules for financial management are available as standard in the solution.

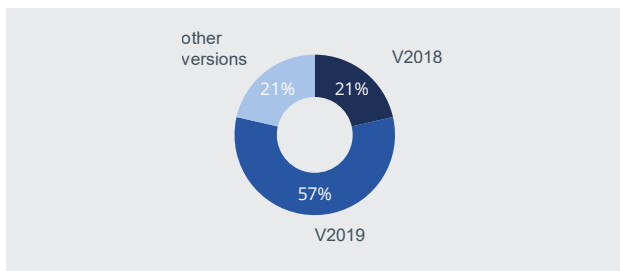
Besides its functionality for operational planning, IDL.DESIGNER is a central component of the IDL reporting platform and rounds out the portfolio with user-friendly, web-based functions to create ad hoc reports, analyses and dashboards. Its modern tile interface and Windows look and feel provide a user-friendly environment for designing individual reports and analyses with custom layouts.

IDL customer responses

This year we had 32 responses from IDL users. At the time of the survey, 57 percent of them were using version 2019, 21 percent version 2018 and 21 percent were using other versions.

Versions used

n=32





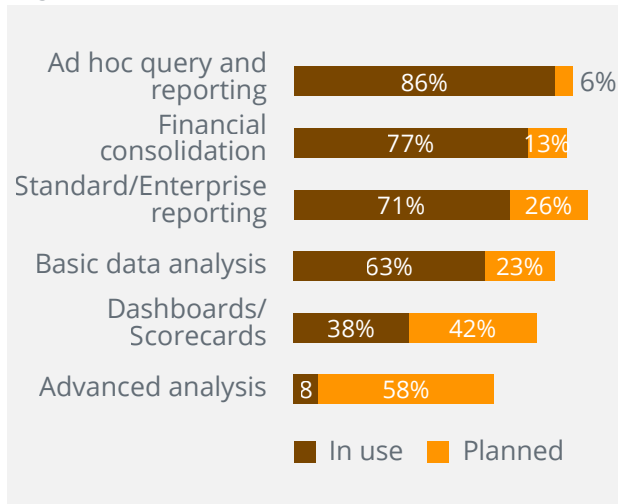
User and Use Case Demographics

BARC Comment

Besides planning, customers mainly use IDL for ad hoc query and reporting (86 percent), financial consolidation (77 percent), standard/enterprise reporting (71 percent) and basic data analysis (63 percent). 58 percent of respondents plan to use it for advanced analysis and 42 percent for dashboards/scorecards in the future. IDL targets mid-sized and large companies across all industries. 66 percent of our sample of IDL customers come from mid-sized companies (100-2,500 employees) with a median of 20 users (including 10 using planning functionality). However, the mean of 44 users (23 for planning) indicates there are also some larger implementations. 60 percent of IDL users are planning users – just below the survey average of 65 percent – reflecting the fact that IDL is essentially a financial consolidation tool with complementary planning and analytics functionality.

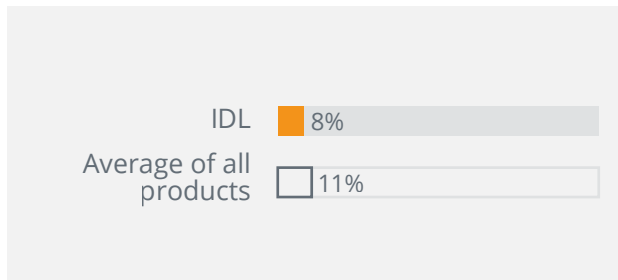
Current vs. planned use (besides planning)

n=31



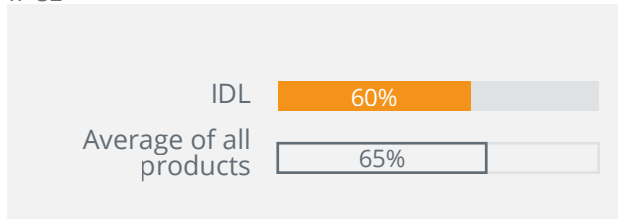
Percentage of employees using IDL

n=32



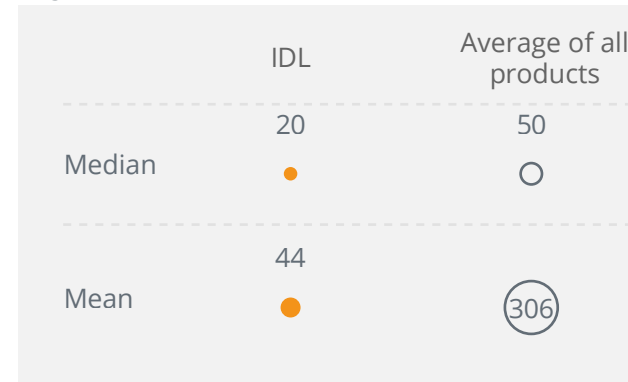
Planning users (as a percentage of all users)

n=32



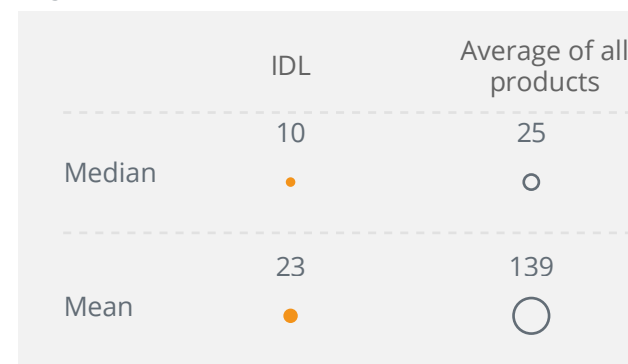
Total number of users per company

n=32



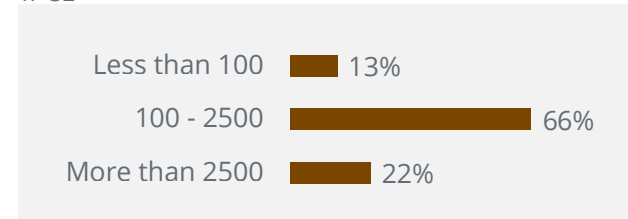
Planning users per company

n=32



Company size (employees)

n=32





Peer Groups and KPIs

The KPIs

The Planning Survey 20 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 25-35% of products listed in the chart.

Peer Group Classification

The Planning Survey 20 features a range of different types of planning, budgeting and forecasting products so we use peer groups to help identify competing products. The peer groups have been defined by BARC analysts using their experience and judgment, with segmentation based on the following key factors:

1. Category of planning product – Is the product focused on flexibly implementing completely individual planning requirements, on predefined planning solutions for particular topics or industries, or on supporting financial corporate management within companies?
2. Specialization – Is the vendor a performance management/planning specialist or does it offer a broader portfolio of enterprise software for a variety of business requirements?
3. Geographical reach – Geographical reach – Does the vendor have a truly global reach or does it do the vast majority of its business in a particular region?
4. Focus – Is the product focused on planning and performance management only or also on business intelligence?

IDL features in the following peer groups:

- European Vendors
- Financial Performance Management Products
- BI-focused Products

Peer Groups Overview

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

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

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

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

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

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

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

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

Business benefits

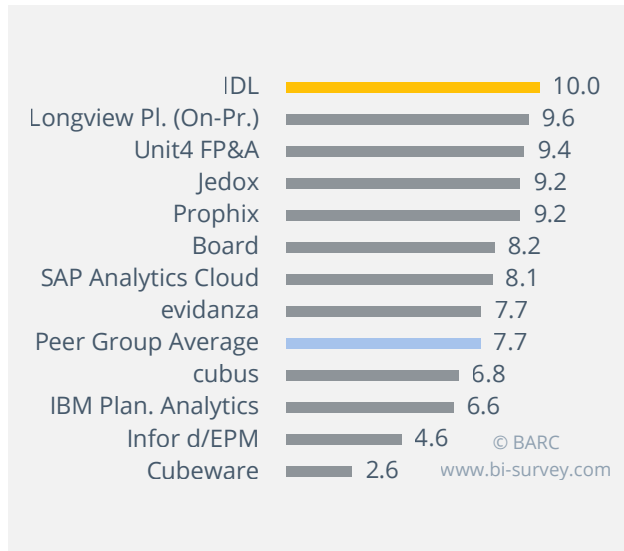


This KPI is based on the achievement level of a variety of business benefits.

Business benefits – Top-ranked



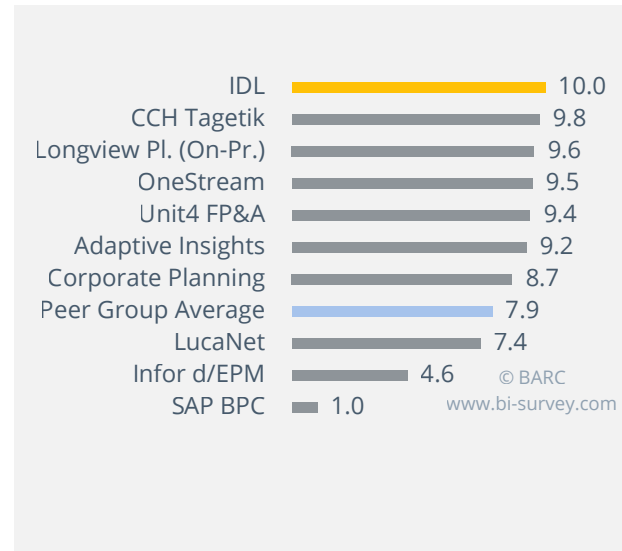
Peer Group: BI-focused Products



Business benefits – Top-ranked



Peer Group: Financial Performance Management Products



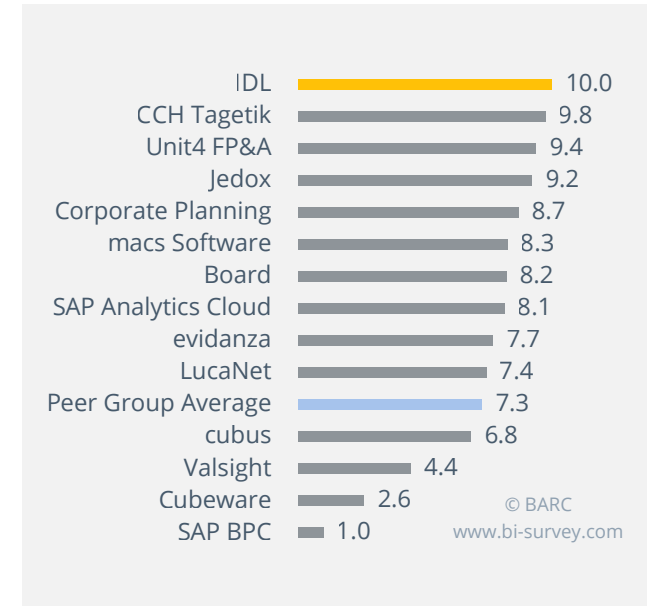
Business benefits



Business benefits – Top-ranked



Peer group: European Vendors



'Business benefits' measures the achievement level of a variety of business benefits through the use of a planning product. This year's Planning Survey results show that many customers have been able to achieve benefits from using IDL's FPM and CPM solutions. Business benefits such as improved integration of strategic and operational planning, reduced planning complexity and increased planning frequency are achieved by an above-average proportion of IDL software users. Overall, these benefits lead to increased transparency of planning and a better quality of planning results for many customers. This year, IDL is the top-ranked product for 'Business benefits' in all three of its peer groups.

Project success

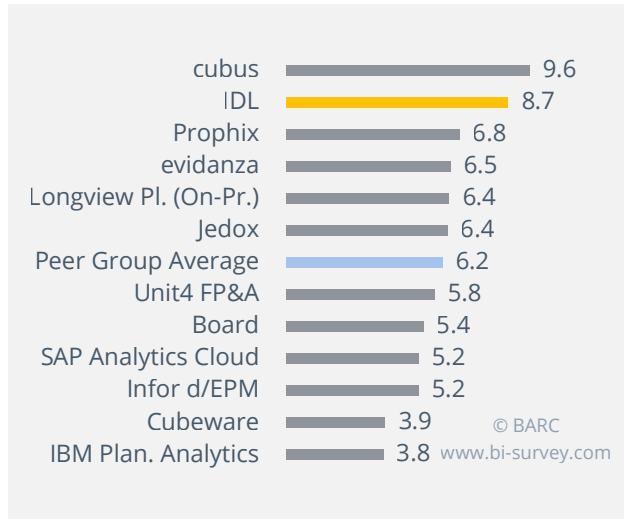


This KPI is based on the implementation satisfaction level and the frequency of projects completed on time and on budget.

Project success – Leader



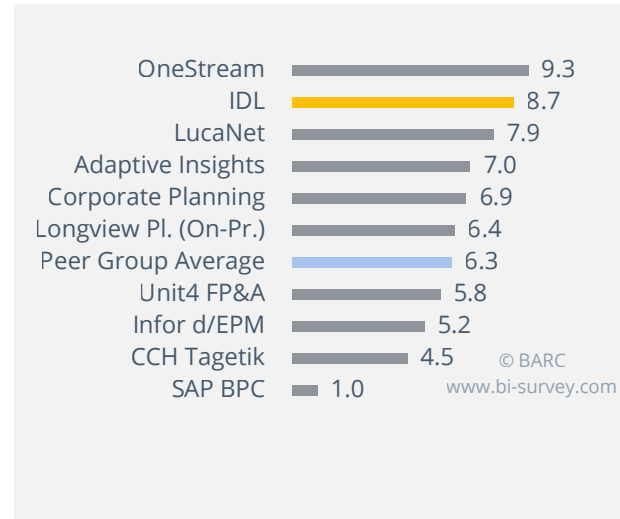
Peer Group: BI-focused Products



Project success – Leader



Peer Group: Financial Performance Management Products



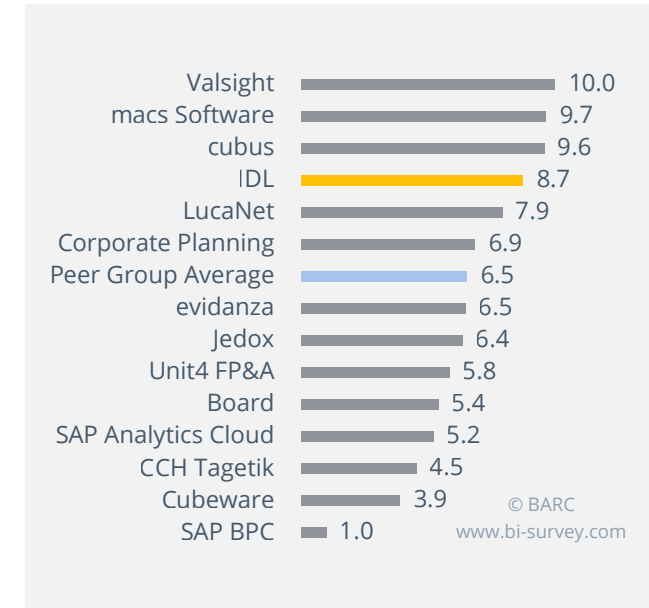
Project success



Project success – Leader

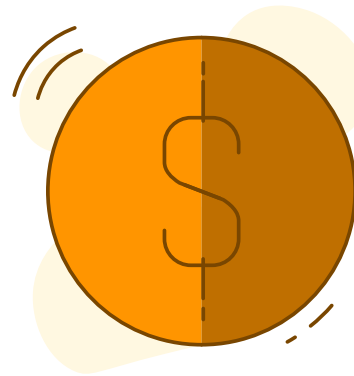


Peer group: European Vendors



Customers confirm that projects with IDL are often successful and IDL is considered a leader in its peer groups for 'Project success'. The level of implementation satisfaction and the frequency of projects completed on time and on budget are high. Project goals defined at the outset are often reached. The initial success of a planning or CPM project can have a great bearing on the business benefits achieved over time. IDL projects are typically implemented by the vendor itself, but sometimes also by partners. IDL and its partners support customers by advising them how best to implement the software according to their particular business needs. A high proportion of customers confirm that they benefit from using the product and that it creates real business value for companies. Because business requirements for financial planning and financial consolidation – IDL's key strengths – are often standardized and straightforward with relatively small data volumes involved, projects with IDL software are also usually quite short.

Business value

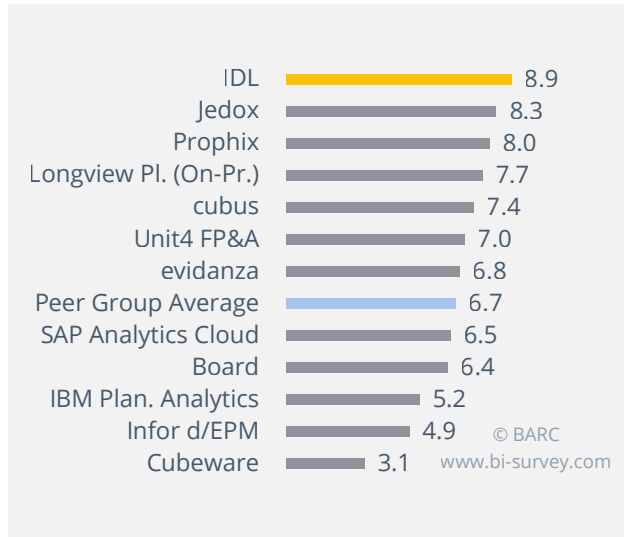


This KPI combines the 'Business benefits', 'Project success' and 'Project length' KPIs.

Business value – Top-ranked



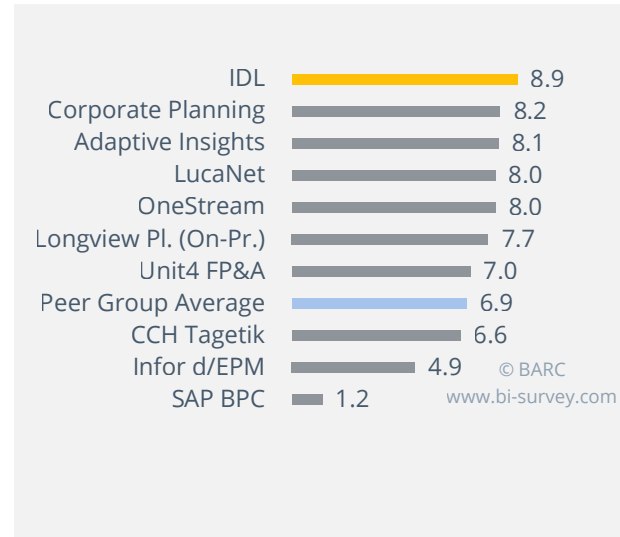
Peer Group: BI-focused Products



Business value – Top-ranked



Peer Group: Financial Performance Management Products



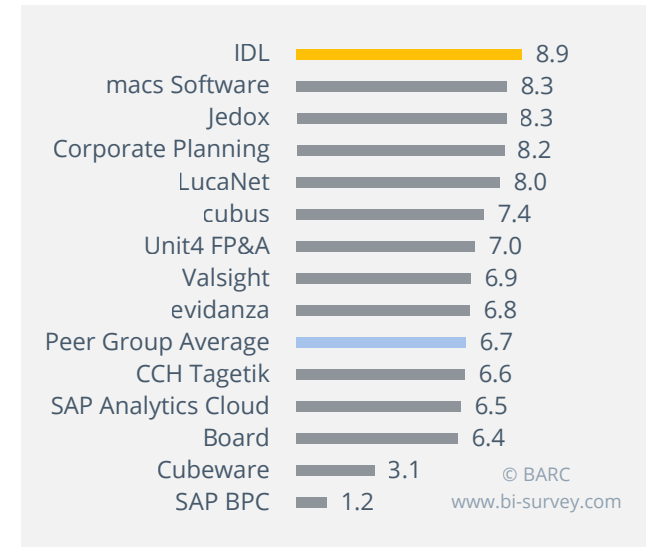
Business value



Business value – Top-ranked

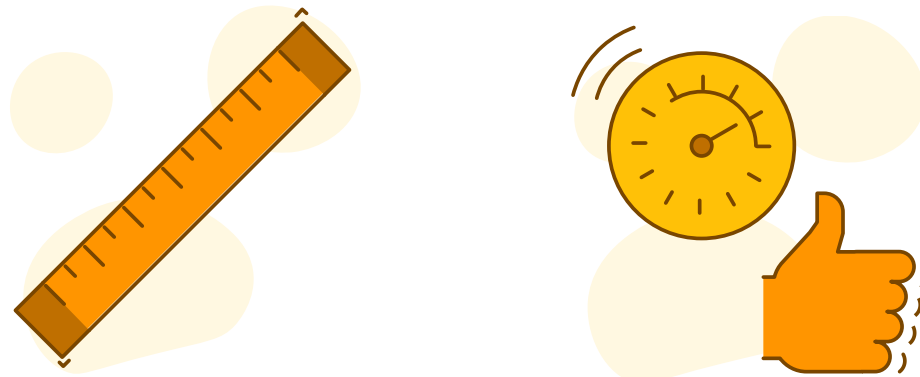


Peer group: European Vendors



Companies can benefit from using IDL. The vast majority of customers confirm that the product creates real business value for their organizations and they are satisfied with both the vendor and its product. As a result, IDL ranks number one in all of its peer groups. Business benefits such as improved integration of strategic and operational planning, reduced planning complexity and increased planning frequency are achieved by an above-average proportion of IDL software users. Overall, these benefits lead to increased transparency of planning and a better quality of planning results for many customers. IDL provides a predefined financial (planning) data model with intertwined business rules, which can typically be adapted to the customer's requirements in a relatively short timeframe. Overall, the level of implementation satisfaction and the frequency of projects completed on time and on budget are high. Project goals defined at the outset are often reached.

Project length & Performance satisfaction



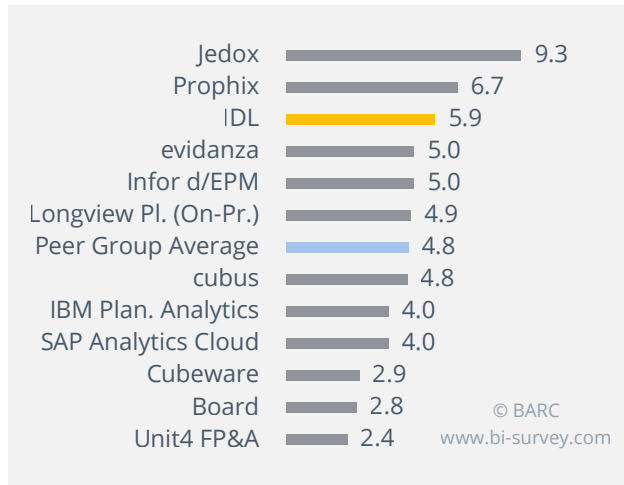
The 'Project length' KPI is based on how quickly the product is implemented.

The 'Performance satisfaction' KPI measures the frequency of complaints about the system's performance.

Project length – Leader



Peer Group: BI-focused Products



BARC

Viewpoint

Project length



IDL customers are generally happy with the amount of time spent on their implementation projects. Projects for implementing IDL are usually quite quick, especially if business requirements are straightforward (e.g., for financial consolidation or financial planning) with relatively small data volumes involved. It is clear that IDL consultants and its partners are doing a great job in their implementation projects. As a result, IDL achieves a leading rank for 'Project success' in the 'BI-focused Products' peer group. Successfully implemented and quick projects are key to customer satisfaction and the business value a product can create. If the cloud version of IDL is used leveraging Microsoft Azure, implementation times can be shortened even further because potential time-eaters such as hardware procurement are not required.



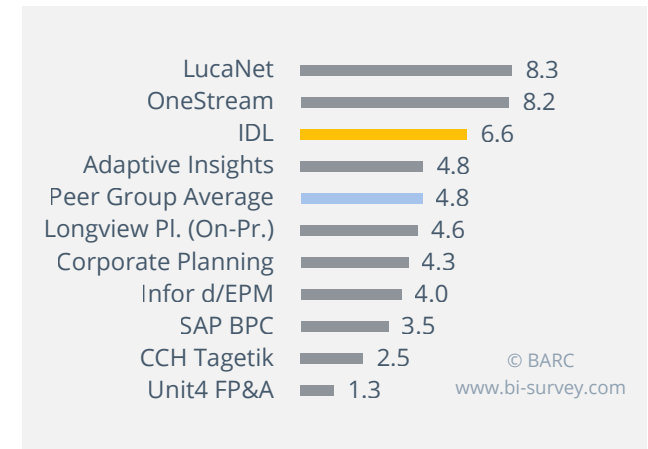
Performance satisfaction

IDL customers are reasonably satisfied with the performance the product offers, and complaints are below the average frequency. In fact, 'Convincing performance of software' is a prominent reason why 38 percent of organizations choose the product. However, it is normally used for financial planning (balance sheet, P&L, cash flow) and financial consolidation scenarios at subsidiary or group level with relatively small data volumes and few concurrent users, where performance is rarely an issue. In any case, IDL's predefined financial (planning) data model with intertwined business rules, based on relational data storage as well as multidimensional models for operational planning and analytics are clearly capable of dealing with the data volumes and user numbers its customers typically work with. Overall, IDL is among the leaders for 'Performance satisfaction' in the 'Financial Performance Management Products' peer group this year.

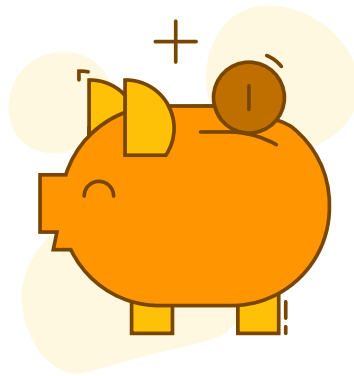
Performance satisfaction – Leader



Peer Group: Financial Performance Management Products



Price-to-value

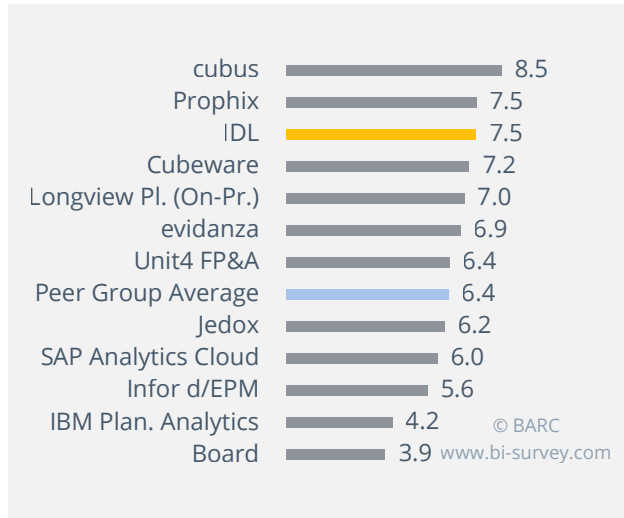


This KPI is based on how users rate their BI tool in terms of price-to-value.

Price-to-value – Leader



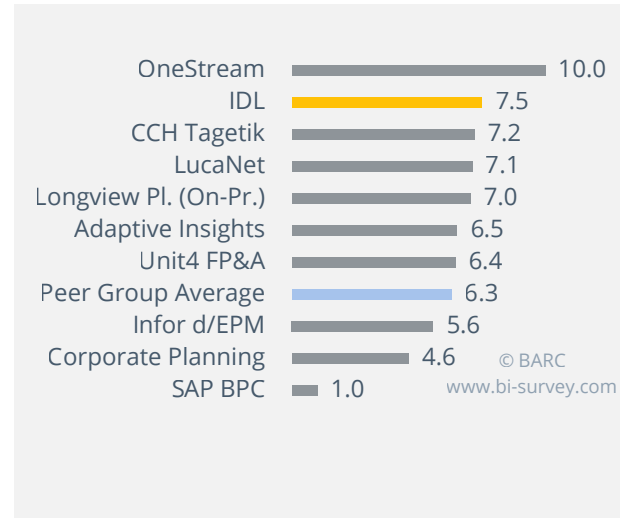
Peer Group: BI-focused Products



Price-to-value – Leader



Peer Group: Financial Performance Management Products



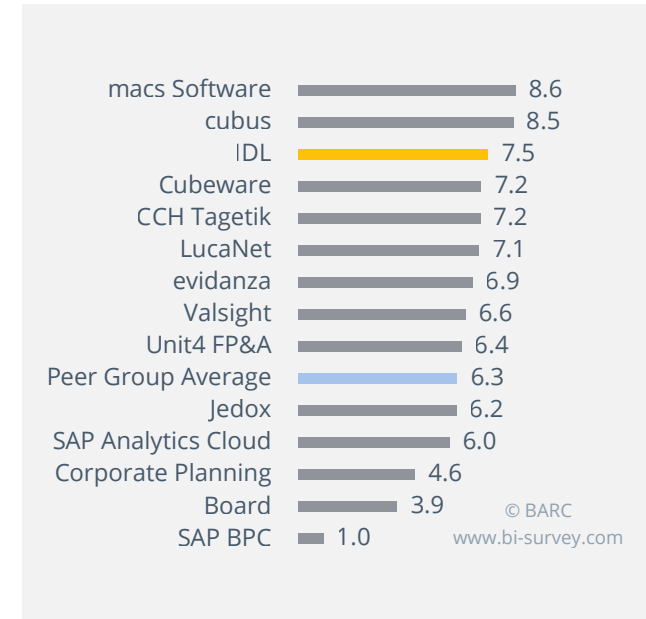
Price-to-value



Price-to-value – Leader



Peer group: European Vendors



'Price-performance ratio' is the number one reason why customers choose to buy IDL software (48 percent). This fact helps IDL to high ratings for 'Price-to-value' in all of its peer groups. IDL is considered to be attractively priced, offering good value for money and comprehensive functionality for addressing various planning and CPM use cases. The product's licensing model is based on modules using a named user concept and depending on the number of planned/consolidated companies. IDL solutions can either run on-premises, as cloud services (Microsoft Azure) or as hybrid scenarios (a combination of both cloud and on-premises). The subscription model for the cloud is based on a monthly fee per user and module.

Recommendation

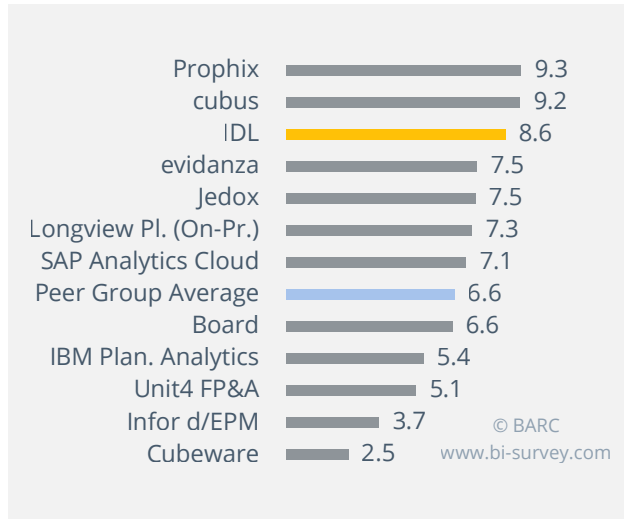


This KPI is based on the proportion of users that say they would recommend the product to others.

Recommendation – Leader



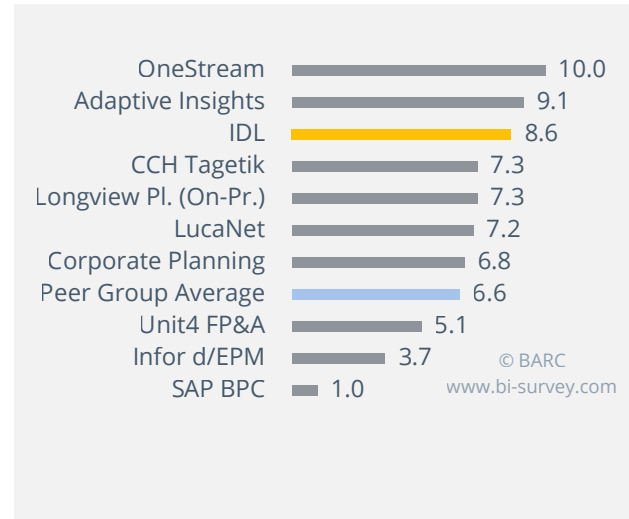
Peer Group: BI-focused Products



Recommendation – Leader



Peer Group: Financial Performance Management Products



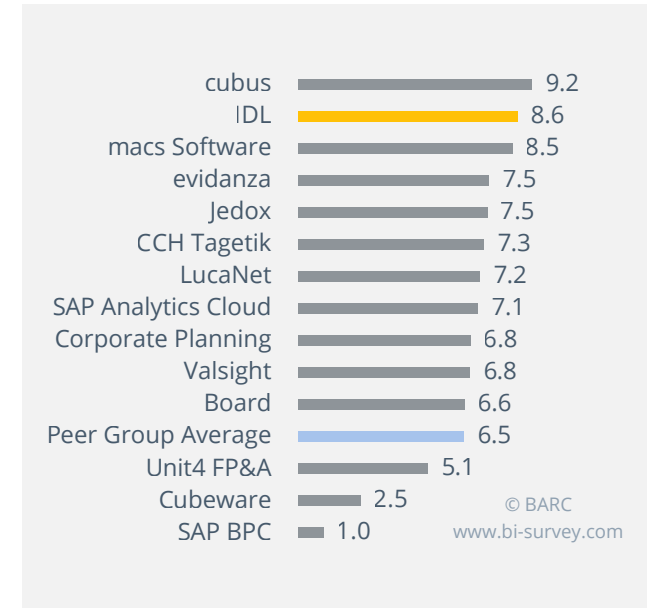
Recommendation



Recommendation – Leader



Peer group: European Vendors



The Planning Survey confirms that IDL has a very satisfied and loyal band of customers. Leading ranks for the 'Recommendation' KPI in all its peer groups reinforce this. Many customers benefit from using IDL software and the product creates real business value for companies. A very impressive 94 percent of IDL software users say they would definitely or probably recommend their planning and CPM product to other organizations. This result is a great indicator of customer satisfaction with the vendor and its product. 94 percent of respondents also state that they are 'somewhat satisfied' or 'very satisfied' with IDL software: a major reason behind its recommendation rate.

Vendor support

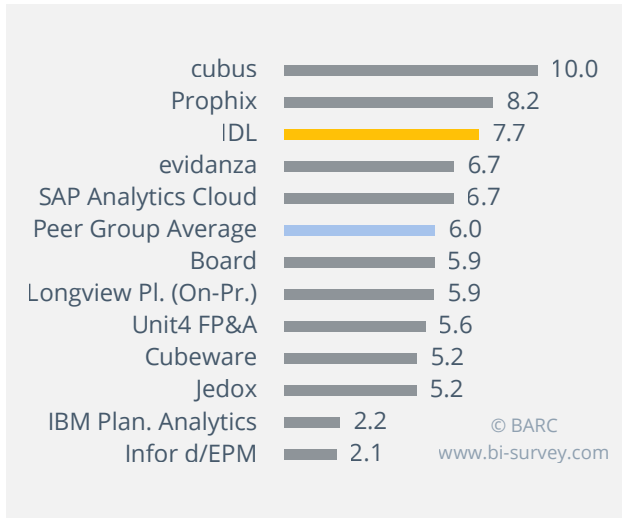


This KPI measures user satisfaction with the level of vendor support provided for the product.

Vendor support – Leader



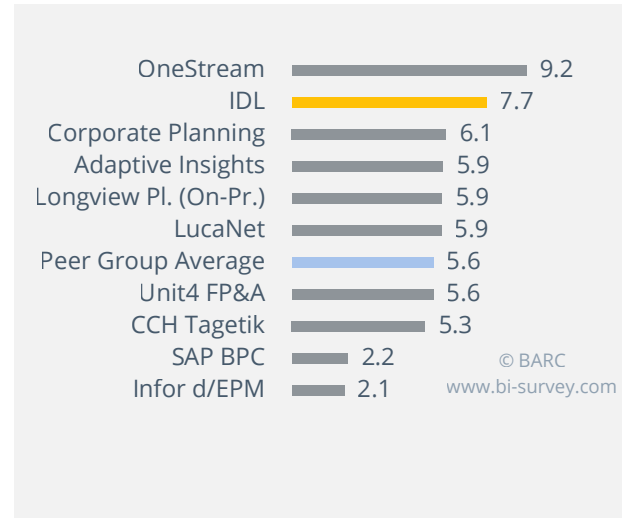
Peer Group: BI-focused Products



Vendor support – Leader



Peer Group: Financial Performance Management Products



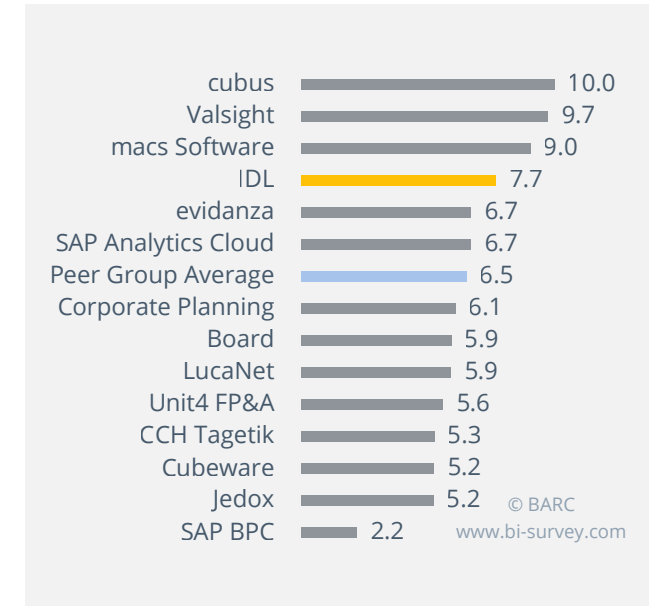
Vendor support



Vendor support – Leader



Peer group: European Vendors



Vendor support is an important element in customer relationships for IDL. The vendor listens carefully to customer needs and requirements, constantly improving its software with this information. Customers are generally satisfied with the support provided and benefit from the vendor's product knowledge and implementation experience. Consequently, IDL ranks among the leaders for 'Vendor support' in all of its peer groups. Customer quotes such as "Very competent consultants, fast response times," and "Reliable, open ear for personal concerns," confirm this. IDL customers can log technical or business-related issues via phone or email. Remote support is provided via marketable solutions such as NetViewer, Teamviewer and WebEx. User conferences are held once a year in larger cities in the DACH region. In addition to its software products, IDL also offers professional consulting and business training in the fields of controlling, accounting and consolidation via the IDL.College.

Implementer support

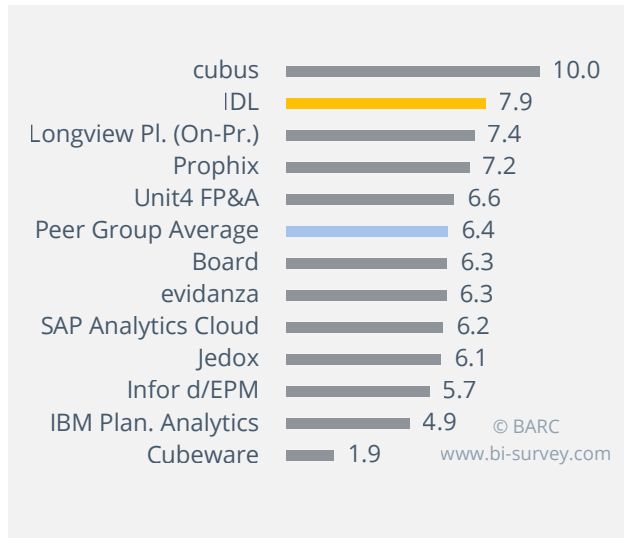


This KPI measures user satisfaction with the level of the implementer's support for the product.

Implementer support – Leader



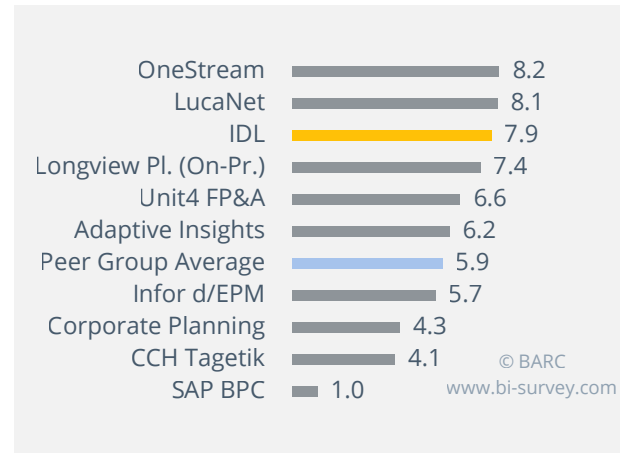
Peer Group: BI-focused Products



Implementer support – Leader



Peer Group: Financial Performance Management Products



Implementer support



IDL projects are either implemented by the vendor itself or by experienced partners. Partners typically focus on specific solutions, industries and regions. A high proportion of customers confirm that projects with IDL are often successful. Implementer support plays a crucial role in successful software implementations. With regards to IDL software, the level of implementation satisfaction and the frequency of projects completed on time and on budget are both high. Customers confirm they are largely satisfied with the vendor's support services and implementation support. IDL, its experienced consulting team and partners are clearly doing a great job on their implementation projects. IDL deservedly achieves two leading positions for 'Implementer support' in its peer groups.

Product satisfaction

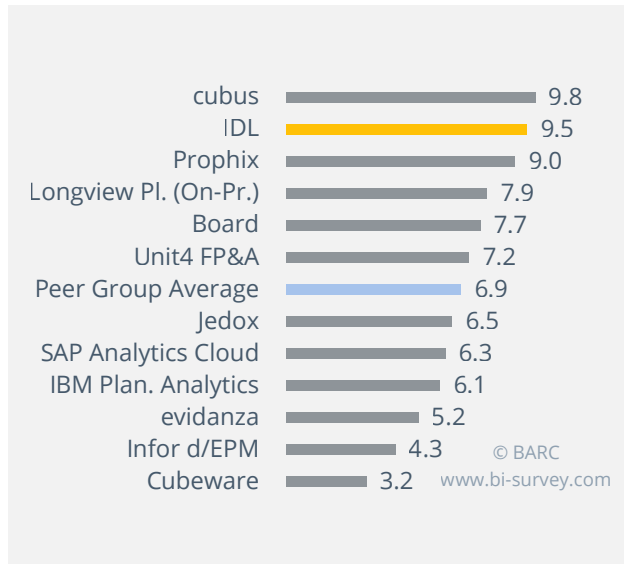


This KPI is based on the frequency of problems encountered with the product.

Product satisfaction – Leader



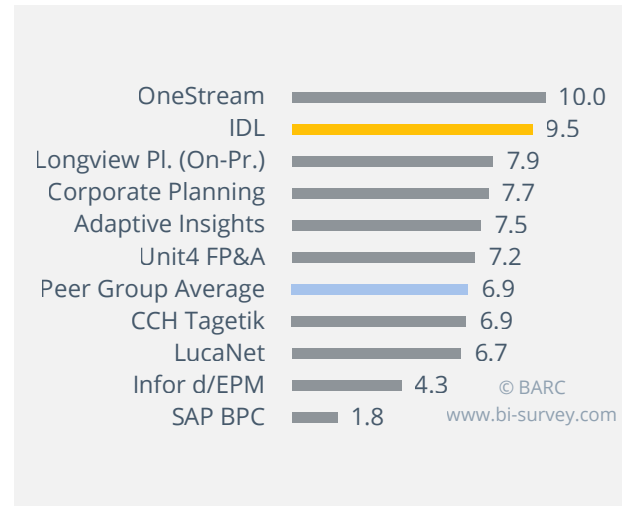
Peer Group: BI-focused Products



Product satisfaction – Leader



Peer Group: Financial Performance Management Products



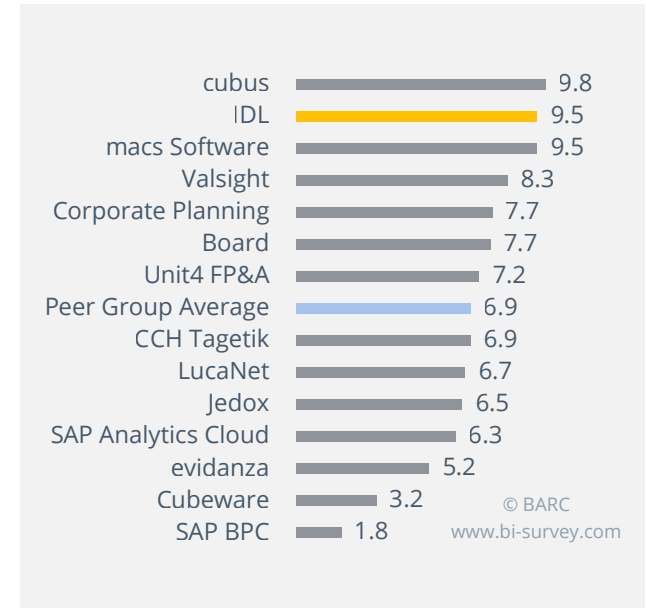
Product satisfaction



Product satisfaction – Leader



Peer group: European Vendors



IDL offers a comprehensive CPM product portfolio for financial consolidation, financial planning, operational planning and analytics. Moreover, complementary products for detailed financial topics as well as predefined solutions for specific industries and use cases are available. The product's leading ranks in its peer groups confirm that customers are clearly satisfied with IDL software. Financial consolidation and planning functionality is at the core of the product and is often a starting point for projects. Customers are free to address various planning approaches and topics on one common platform. User-friendly, web-based functions to create ad hoc reports, OLAP analyses and dashboards round out the portfolio.

Customer satisfaction

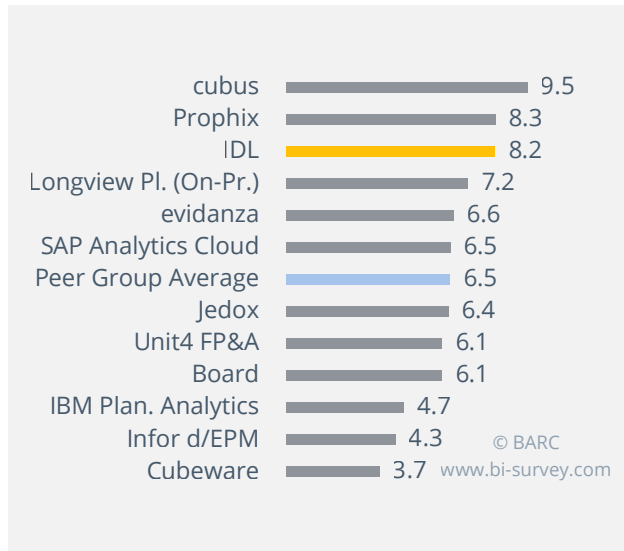


This KPI combines the 'Price-to-value', 'Recommendation', 'Vendor support', 'Implementer support' and 'Product satisfaction' KPIs.

Customer satisfaction – Leader



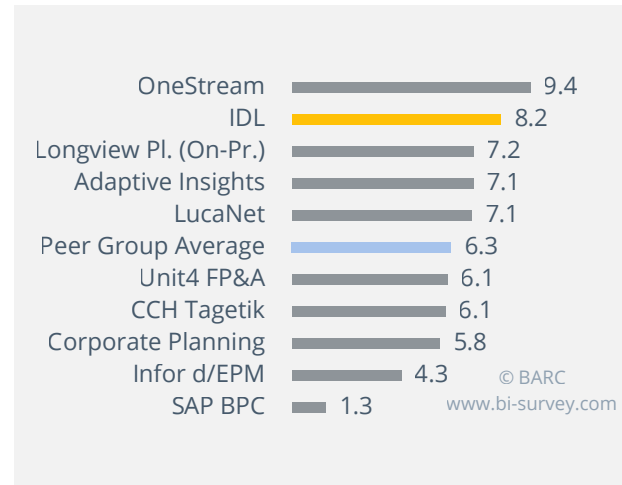
Peer Group: BI-focused Products




Customer satisfaction – Leader



Peer Group: Financial Performance Management Products



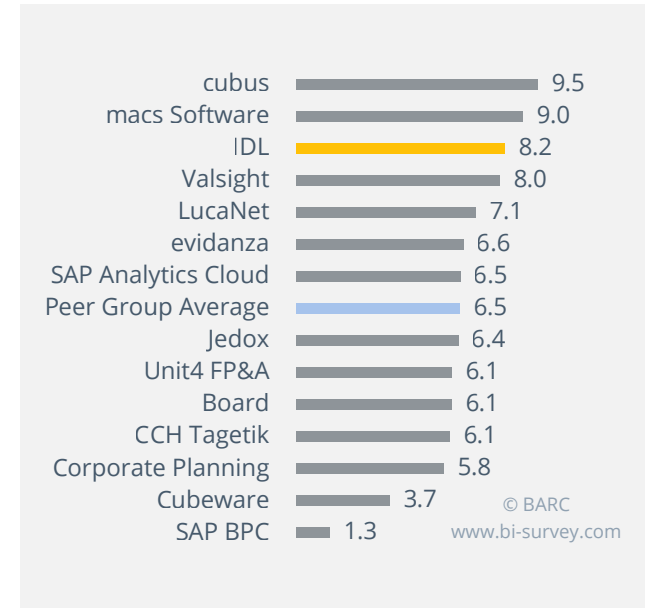
Customer satisfaction



Customer satisfaction – Leader

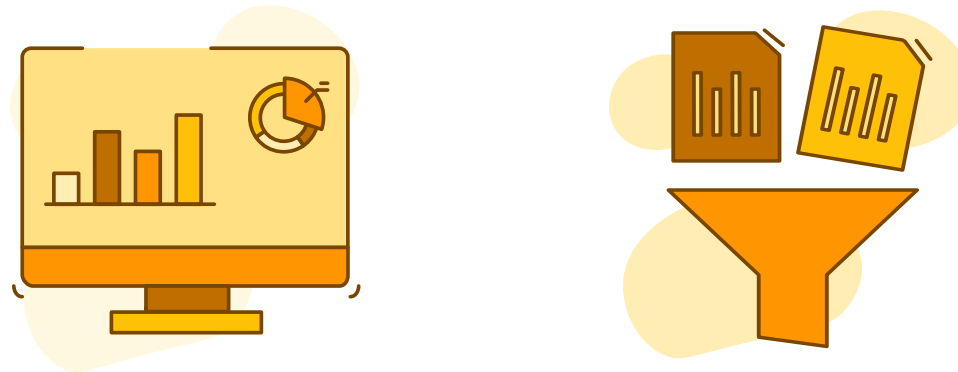


Peer group: European Vendors



The 'Customer satisfaction' KPI aggregates the 'Price-to-value', 'Recommendation', 'Vendor support', 'Implementer support' and 'Product satisfaction' KPIs. IDL achieves strong results in all of these KPIs so ranks among the leaders in all of its peer groups for 'Customer satisfaction'. The Planning Survey results confirm that IDL offers a comprehensive portfolio for financial consolidation, financial planning, operational planning and analytics at an attractive price point. 'Price-performance ratio' is the number one reason why customers choose to buy IDL software (48 percent). Its excellent vendor support and implementer support ratings lead in turn to high product satisfaction and count as major reasons behind the product's above-average recommendation rate. 94 percent of IDL software users say they would definitely or probably recommend their planning and CPM product to other organizations.

Reporting/analysis & Data integration



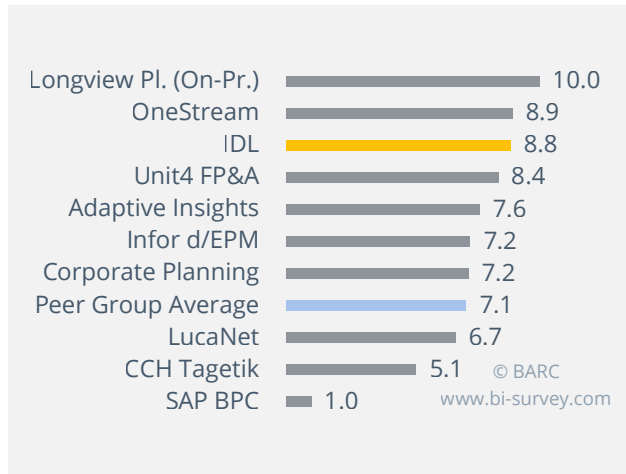
The 'Reporting/analysis' KPI measures user ratings of the product's coverage of reporting/analysis requirements.

The 'Data integration' KPI measures user ratings of the product's data integration functionality.

Reporting/analysis – Leader



Peer Group: Financial Performance Management Products



BARC

Viewpoint

Reporting/analysis



IDL.Designer is IDL's user-friendly and web-based component for operational planning, ad hoc reports, OLAP analyses and dashboards. The product is a central component of the IDL reporting platform and complements the financial consolidation and financial planning modules with comprehensive functionality. Its modern tile interface and Windows look and feel provide a user-friendly environment for designing individual reports and analyses with custom layouts. Customers appreciate the functional BI and analytics support they receive and – as a result – IDL ranks among the leaders for 'Reporting/analysis' in the 'Financial Performance Management Products' peer group. Moreover, 'Good coverage of reporting/analysis requirements' is the second most common reason why companies decide to buy IDL software (41 percent) and is a differentiator when up against its competitors.



Data integration



BARC

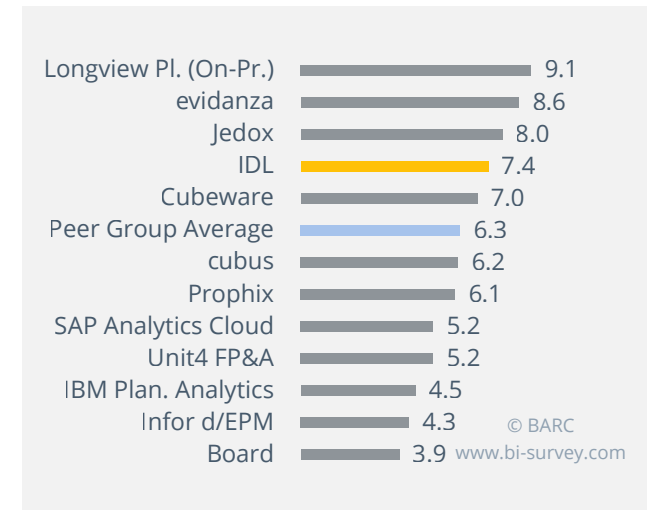
Viewpoint

Continuous integration of data from operational source systems (e.g., ERP) in a defined data model is an important task. This is true when implementing planning products but it is also an ongoing requirement to ensure consistent views on data. IDL combines relational data storage (for financial consolidation and financial planning) and multidimensional data storage (for operational planning and analytics) in its product architecture. Operational plans are integrated with financial plans at data level with predefined routines for data integration using ETL technologies that are available with the underlying databases. For data integration from source systems, standard interfaces to various ERP systems (partly bidirectional) and predefined routines are available. IDL has its own SAP-certified connectivity (IDL Smart Connectivity for SAP) leveraging IDL's interface tool IDL.DATALINK and Microsoft SQL Server Integration Services. This year, IDL is ranked among the leaders for 'Data integration' in the 'BI-focused Products' peer group.

Data integration – Leader



Peer Group: BI-focused Products



Planning content

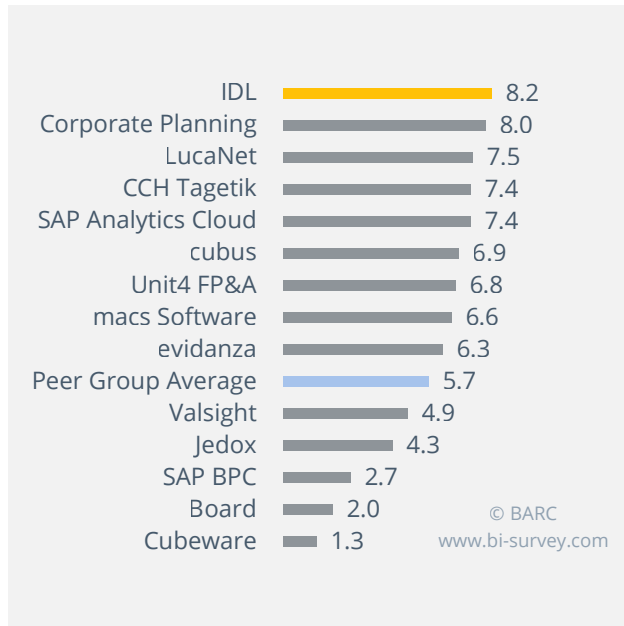


This KPI measures user ratings of the predefined planning content available with the product.

Planning content – Top-ranked

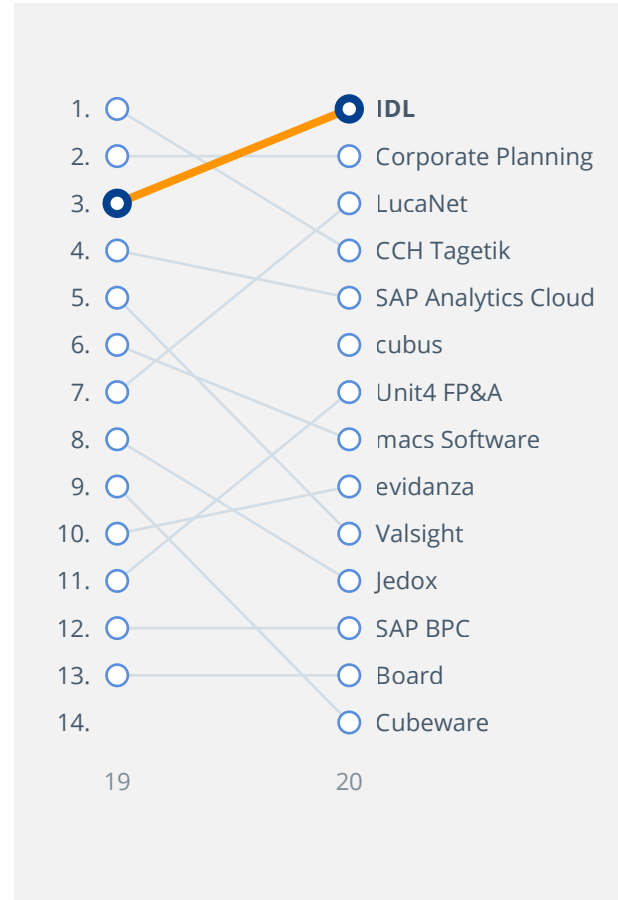


Peer group: European Vendors



Improved in planning content

Peer group: European Vendors



Planning content

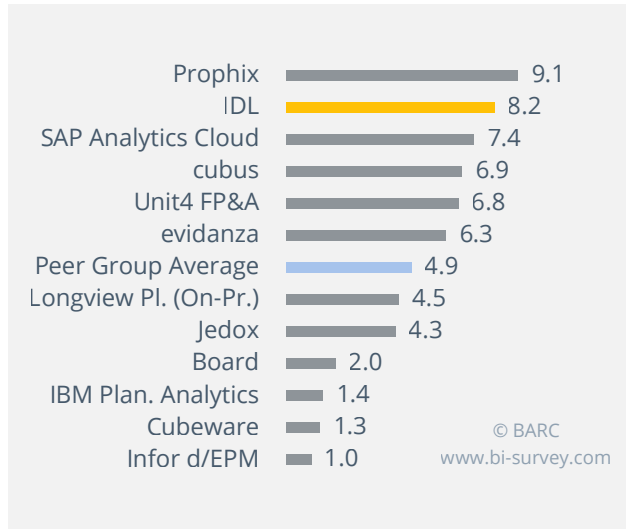


IDL's core focus and expertise lies in financial consolidation, financial planning and complementary topics such as annual financial reports, e-balance filings and XBRL reporting requirements in banks. Therefore, IDL contains a predefined model with intertwined business rules for integrated financial planning (balance sheet, profit and loss statement, liquidity) and financial consolidation. The product can be used by individual subsidiaries or at group level to create consolidated financial statements. The predefined model and logic are at the core of the product and can be adapted to each customer's requirements. In addition to the predefined model, complementary functionality for operational planning as well as predefined solutions for specific industries and use cases are available. All in all, many customers benefit from and are satisfied with IDL's prebuilt content for financial consolidation and planning. As a result, IDL is rated number one for its planning content in the 'European Vendors' peer group.

Planning content – Leader



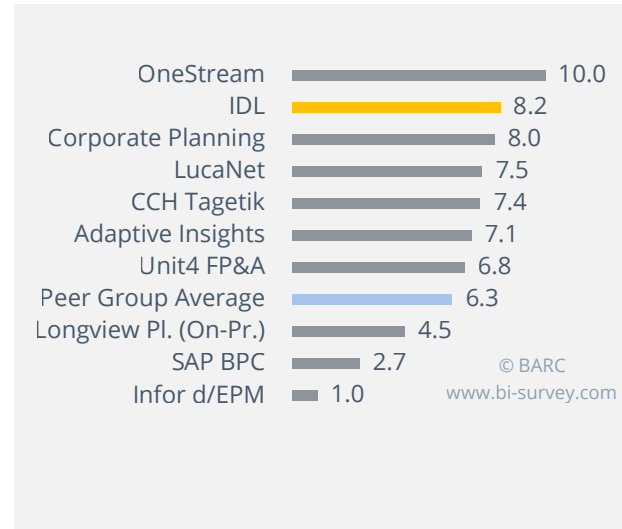
Peer Group: BI-focused Products



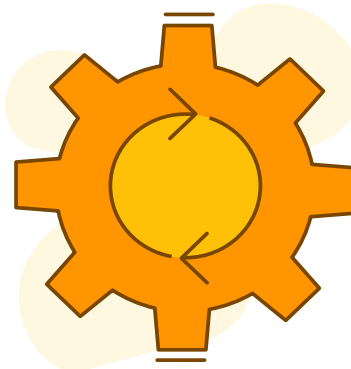
Planning content – Leader



Peer Group: Financial Performance Management Products



Workflow

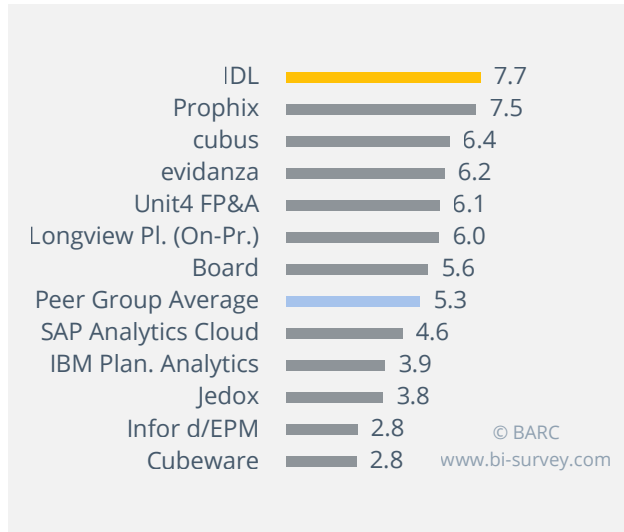


This KPI measures user ratings of the product's workflow functionality.

Workflow – Top-ranked



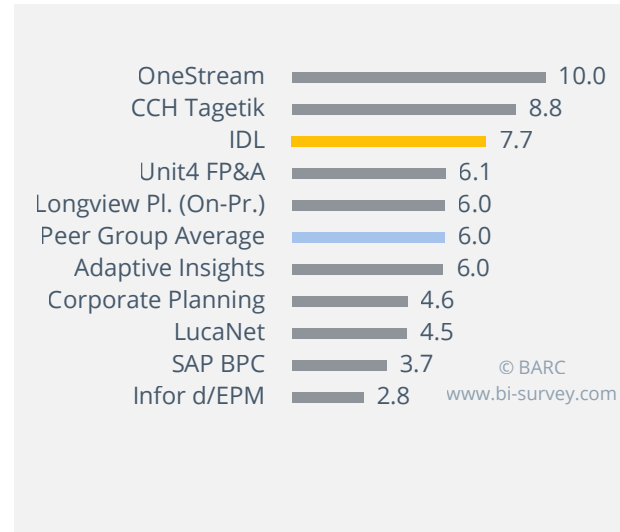
Peer Group: BI-focused Products



Workflow – Leader



Peer Group: Financial Performance Management Products



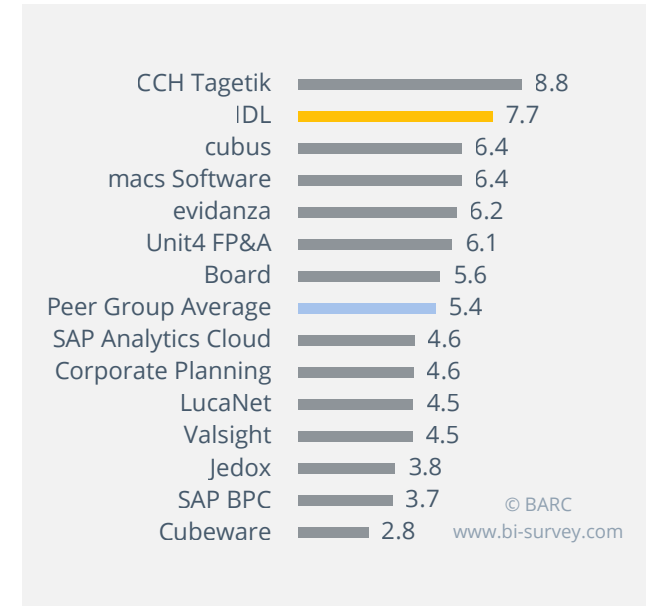
Workflow



Workflow – Leader



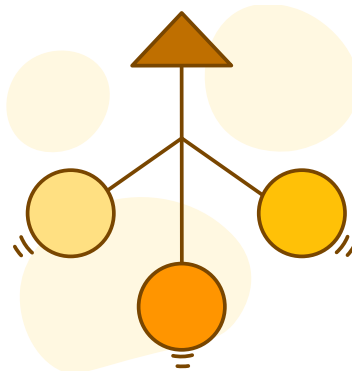
Peer group: European Vendors



BARC Viewpoint

Particularly for decentralized bottom-up planning processes with lots of planners involved (e.g., sales or costs), functionality for workflow management can be helpful to control and coordinate consecutive planning activities. IDL offers comprehensive workflow functionality as a core concept including features such as status monitoring, approval processes, notifications, commenting of workflow steps, locking and unlocking, etc. Workflows are an important roadmap topic for IDL and functionality has significantly improved in recent releases. All in all, customers are satisfied with IDL's workflow capabilities so the product is top-ranked in the 'BI-focused Products' peer group with two additional leading ranks in its other peer groups.

Legal consolidation

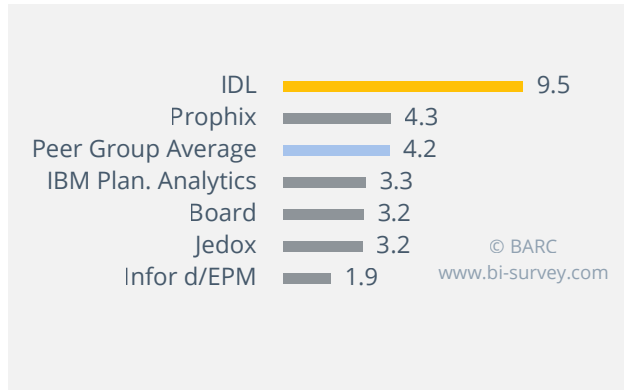


This KPI is based on how respondents rate the product's functionality to support legal consolidation (e.g., according to IFRS).

Legal consolidation – Top-ranked



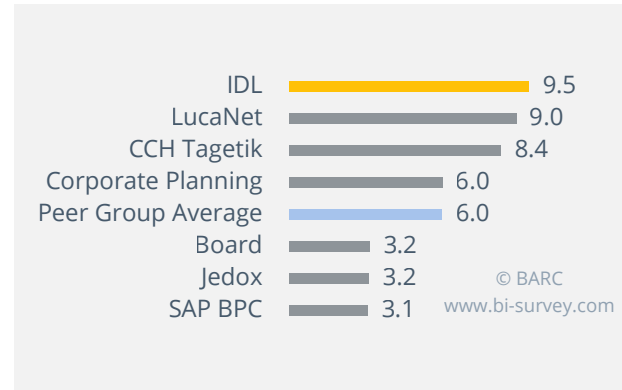
Peer Group: BI-focused Products



Legal consolidation – Top-ranked



Peer group: European Vendors



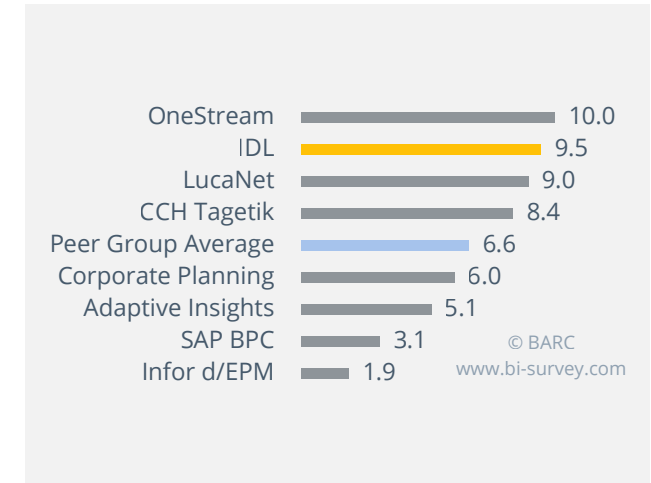
Legal consolidation



Legal consolidation – Leader



Peer Group: Financial Performance Management Products



At its core, IDL is essentially a comprehensive and feature-rich financial consolidation product. It is business-user-oriented and offers comprehensive capabilities for legal consolidation (IDW PS 880 certified) as well as management consolidation. Extensive predefined business rules for financial management and consolidations of individual subsidiaries or at group level are available as standard in the solution. IDL provides a predefined data model with intertwined business rules for establishing a tight integration of financial consolidation and (financial) planning to create consolidated financial statements. Using the same logic, it is possible to compare planned versus actual data dynamically and also at group level. The Planning Survey results confirm that customers are very satisfied with IDL's financial consolidation functionality, which is a key strength of the product. IDL is rated number one in two of its peer groups for 'Legal consolidation' and achieves a high ranking in its other peer group.

Functionality

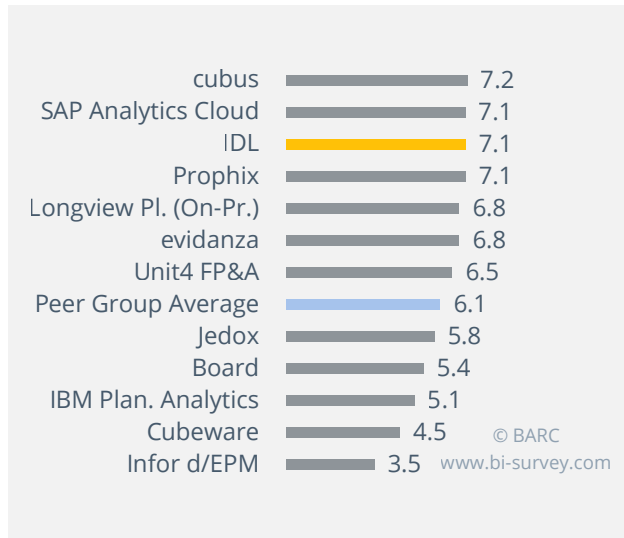


This KPI combines the 'Predefined data connectivity', 'Data integration', 'Planning content', 'Planning functionality', 'Workflow', 'Forecasting', 'Simulation', 'Driver-based planning', 'Reporting/analysis' and 'Legal consolidation' KPIs.

Functionality – Leader



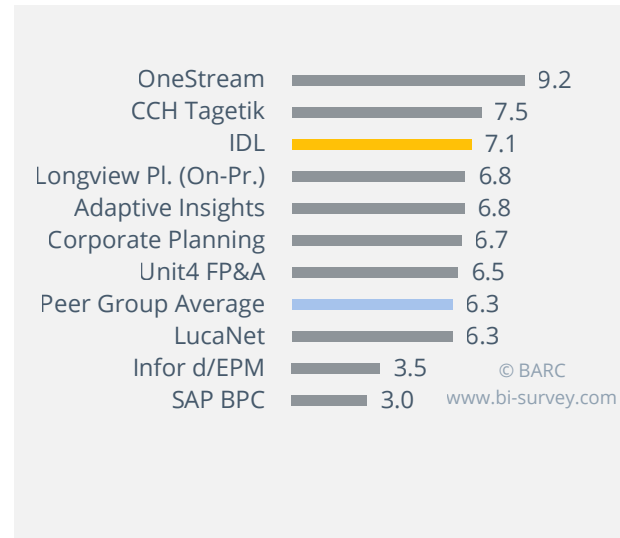
Peer Group: BI-focused Products



Functionality – Leader



Peer Group: Financial Performance Management Products



Functionality



BARC Viewpoint

The Planning Survey results confirm that IDL is a comprehensive and feature-rich CPM product. Customers greatly appreciate the product's range of functions for financial consolidation, financial planning, operational planning and analytics. Consequently, IDL ranks among the leaders in two of its peer groups for the aggregated 'Functionality' KPI. IDL is primarily focused on financial performance management and provides a predefined financial data model with intertwined business rules and built-in financial intelligence. Company-wide consolidated financial results statements and plans (balance sheet, P&L, cash flow) at subsidiary or group level can be created. Moreover, complementary user-friendly and web-based functionality for ad hoc reports, OLAP analyses and dashboards is available. Customers are clearly satisfied with the product itself, as well as with its comprehensive CPM functionality.

Sales experience

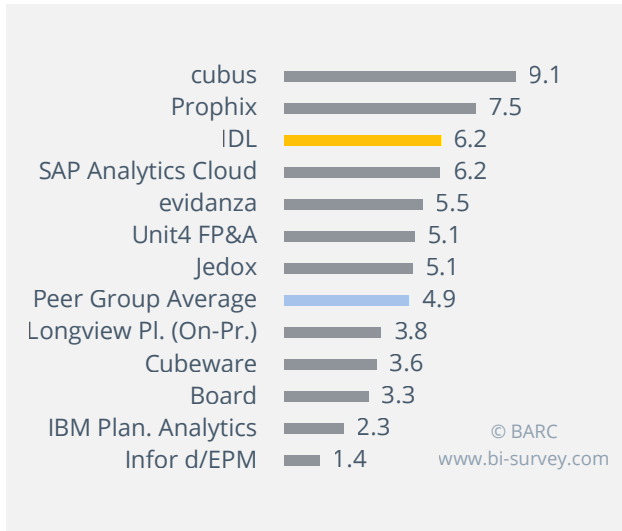


This KPI is based on how respondents rate the sales/purchasing experience with the vendor.

Sales experience –Leader



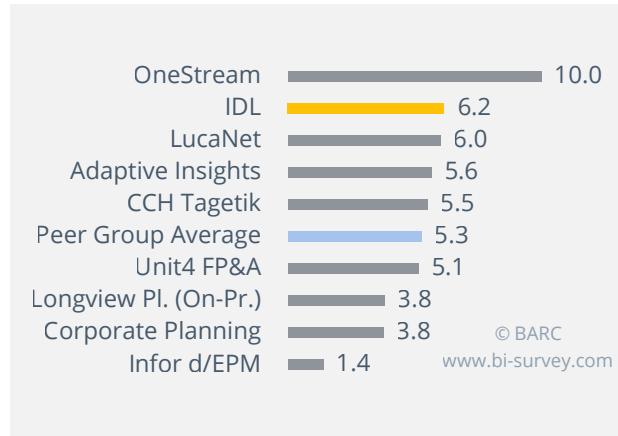
Peer Group: BI-focused Products



Sales experience – Leader



Peer Group: Financial Performance Management Products



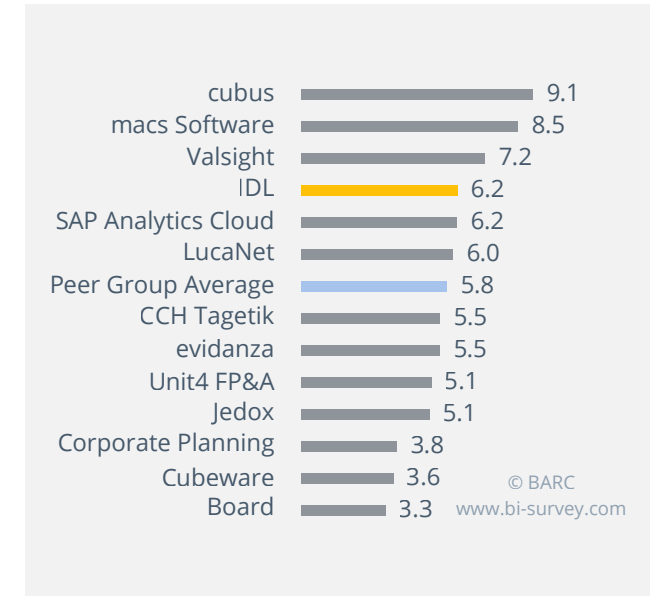
Sales experience



Sales experience – Leader



Peer group: European Vendors



BARC Viewpoint

A high proportion of IDL customers rate their sales/purchasing experience with the vendor very highly. Respondents are happy with their dealings with IDL during product evaluation and contract negotiation, and rate its ability to understand an organization’s needs, pricing and contract flexibility, industry-specific knowledge and general behavior 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. These results show that IDL sincerely cares for its prospects and customers and deservedly achieves three leading ranks for ‘Sales experience’.

Competitive win rate

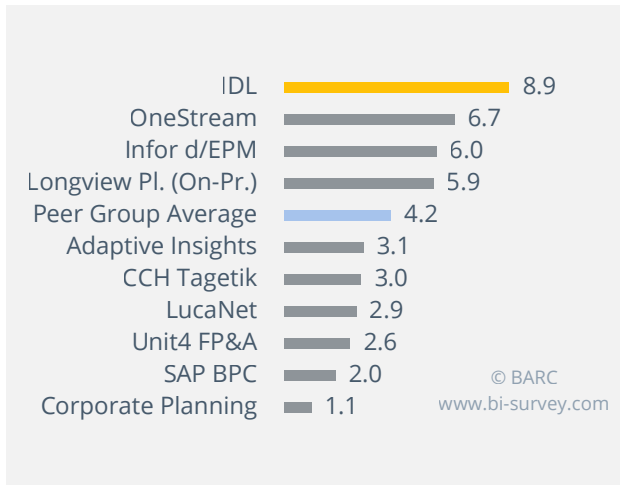


This KPI is based on the percentage of wins in competitive evaluations.

Competitive win rate – Top-ranked



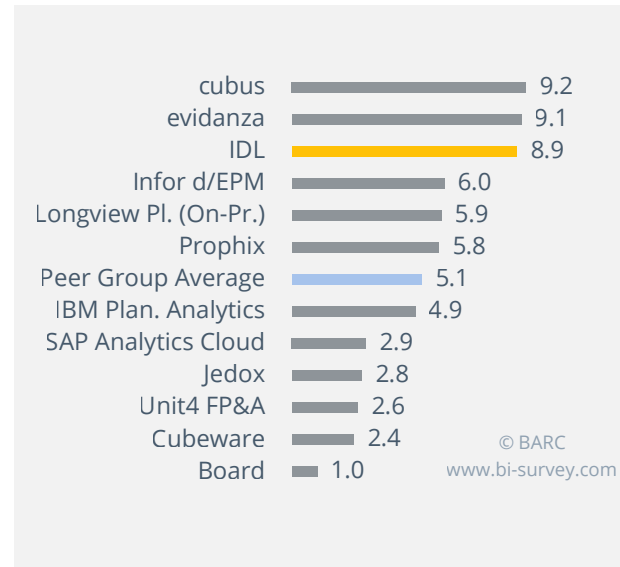
Peer Group: Financial Performance Management Products



Competitive win rate – Leader



Peer Group: BI-focused Products

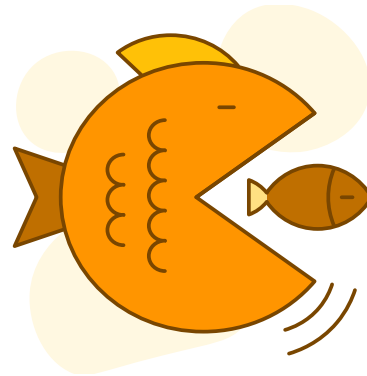


Competitive win rate



IDL's competitive win rate is excellent. The Planning Survey results show that the vendor, its experienced consulting team and partners do very well in head-on competitions against other vendors to win customers. IDL achieves the top rank in the 'Financial Performance Management Products' peer group and an additional leading rank in the 'BI-focused Products' peer group. The vendor's integrated platform for financial consolidation, financial planning, operational planning and analytics clearly convinces customers and many of them go on to gain business benefits from using the product. While its competitive win rate – based on the percentage of deals won in competitive evaluations against other vendors – is excellent, it is a pity that the vendor does not have the market presence to be widely considered for purchase, particularly outside the DACH region.

Competitiveness

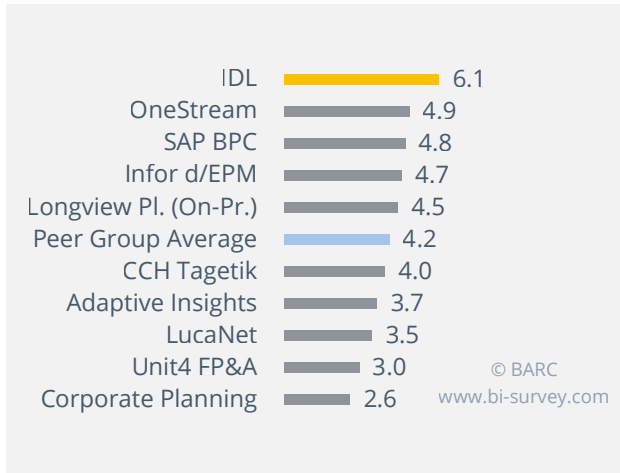


This KPI combines the 'Considered for purchase' and 'Competitive win rate' KPIs.

Competitiveness – Top-ranked



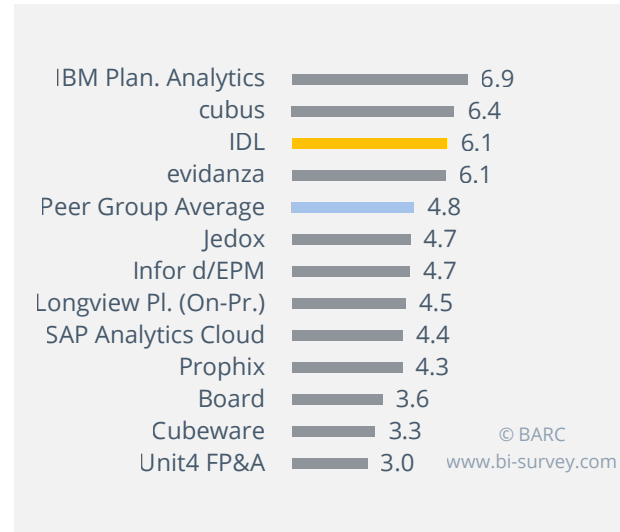
Peer Group: Financial Performance Management Products



Competitiveness – Leader



Peer Group: BI-focused Products



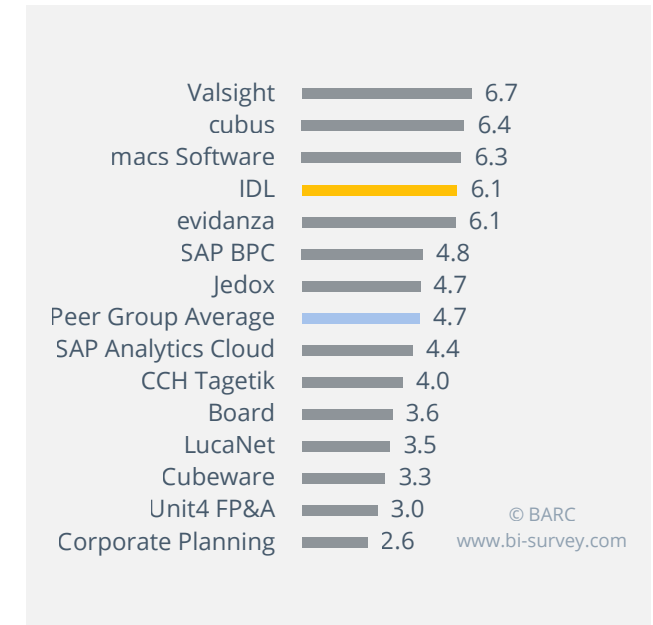
Competitiveness



Competitiveness – Leader



Peer group: European Vendors



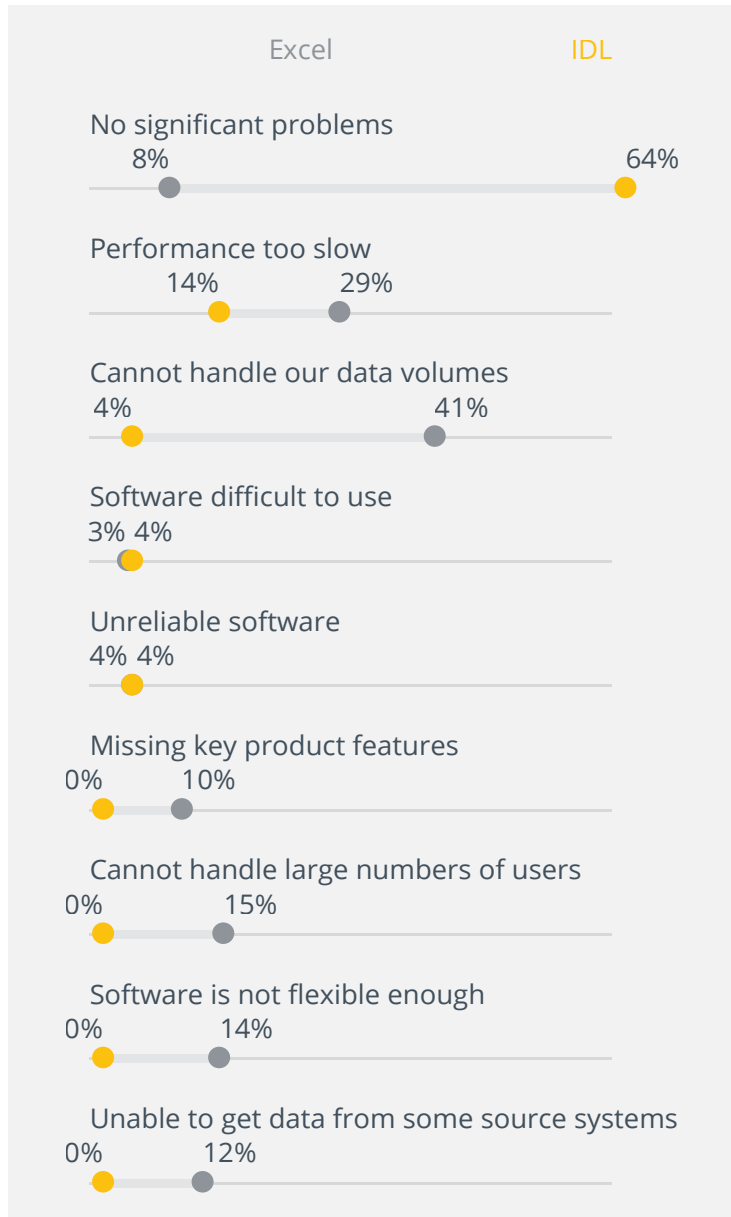
'Competitiveness' combines the 'Considered for purchase' and 'Competitive win rate' KPIs. As a result of its strong showing in the 'Competitive win rate' KPI in two of its peer groups, IDL also ranks number one in the 'Financial Performance Management Products' peer group and is among the leaders in its other peer groups. When organizations decide to evaluate the product, the vendor has a high competitive win rate against other vendors in head-on competitions to win customers. It is a pity that IDL lacks the market presence and global visibility of other planning and CPM products today. With greater visibility in local and international markets, the vendor's competitiveness would surely improve. However, it is clear that many customers benefit greatly from using IDL. Organizations looking for a comprehensive financial consolidation, financial planning, operational planning and analytics tool should certainly consider IDL as a viable option.

IDL vs. Excel



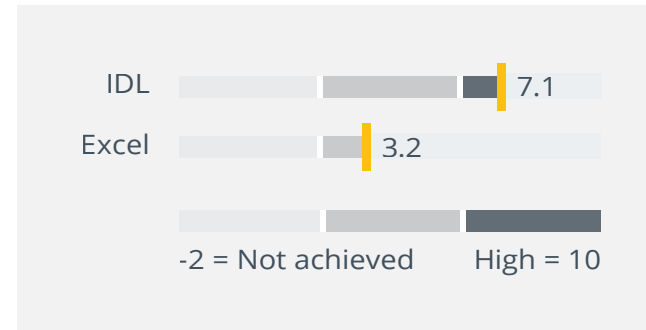
Problems encountered by IDL and Excel users

n=28/196



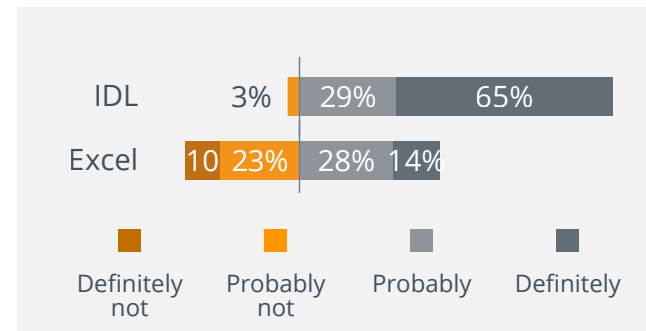
Business Benefits Index*

n=32/187



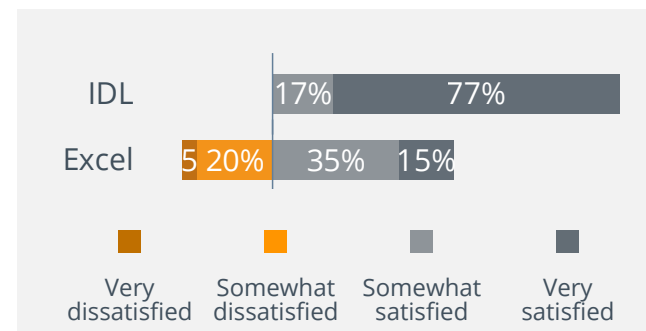
Recommendation**

n=32/188



Satisfaction level**

n=32/191



IDL vs. Excel



Excel remains one of the most widely used planning and analytics products in the world. However, many users and companies are dissatisfied with it. IDL software users have far fewer complaints than Excel users. Common issues in planning projects such as missing key product features (e.g., for planning), inflexibility and handling of large numbers of users or data volumes do not seem to be a problem for IDL software users. 64 percent of customers even report having no significant problems at all with the product. Business benefits regularly achieved with IDL software (and achieved more often than with Excel) include improved integration of strategic and operational planning, reduced planning complexity and increased planning frequency. 94 percent of IDL software users say they would definitely or probably recommend their planning product to other organizations, while 94 percent of respondents are also 'somewhat satisfied' or 'very satisfied' with IDL's software.

* 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

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

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

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

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

developments, and dispenses proven best practice advice.

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

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

For further information see:

www.barc-research.com

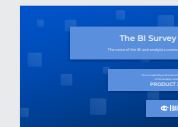
Other Surveys



The BARC **BI Trend Monitor 2020** reflects on the trends currently driving the BI and data management market from a user perspective. We asked close to 2,900 users, consultants and vendors for their views on the most important BI trends.



The BARC survey '**The Future of Reporting**' investigates how and why companies should modernize their reporting and is based on a survey of 600 participants from 58 countries across a range of industries. [Download here.](#)



The BI Survey 19 is the world's largest survey of business intelligence software users. Based on a sample of over 3,000 responses, it offers an unsurpassed level of user feedback on 36 leading BI products. Find out more at www.bi-survey.com

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