The Planning Survey 22

The voice of the planning software user community

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

Valsight

BARC

The Planning Survey 22: Valsight Highlights Dashboard

KPI results

15 top rankings

and

26 leading positions

in 3 different peer groups.

THE PLANNING SURVEY 22

Recommendation

98%

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

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

THE PLANNING SURVEY 22

Problems

54%

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

** Compared to 43% for the average planning tool.*

THE PLANNING SURVEY 22

Vendor Support

98%

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

** Compared to 74% for the average planning tool.*

THE PLANNING SURVEY 22

Satisfaction

98%

of surveyed users are **satisfied** with Valsight.*

** Based on the aggregate of "Very satisfied" and "Somewhat satisfied".*

THE PLANNING SURVEY 22

Ease of Use

94%

of surveyed users rate Valsight's **ease of use for planners** as **very good** or **good**.*

** Compared to 81% for the average planning tool.*

THE PLANNING SURVEY 22

Peer Groups and KPIs

The KPIs

The Planning Survey 22 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 22 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 operational planning (e.g., sales & operations planning, HR planning, production planning, etc.), financial planning and 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?

Valsight features in the following peer groups:

- Operational Planning-Focused Products
- Performance Management Specialists
- Midsize/Departmental Implementations

Peer Groups Overview

Operational Planning-Focused Products: Operational planning-focused products flexibly support a wide range of individual sub-plans, such as sales and operations planning, HR planning, production planning and many more. Often, these products offer predefined planning solutions designed for particular applications.

Financial Planning & Consolidation-Focused Products: Financial planning & consolidation-focused products are often standardized applications that support use cases such as financial planning (P&L, balance sheet, cash flow) and financial consolidation. Typically, these products offer built-in financial intelligence with predefined business rules for financial management.

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.

The Planning Survey 22: Valsight Highlights

Peer Group
Performance Management Specialists

1. Top-ranked in

Forecasting
Simulation
Performance Satisfaction
Customer Experience
Driver-Based Planning
Innovation

Leader in

Project Success
Vendor Support
Implementer Support
Customer Satisfaction
Self-Service
Cloud Planning
Competitive Win Rate
Competitiveness

Peer Group
Midsize/Departmental Implementations

1. Top-ranked in

Forecasting
Simulation
Performance Satisfaction
Driver-Based Planning
Innovation

Leader in

Project Success
Vendor Support
Product Satisfaction
Self-Service
Customer Experience
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Peer Group
Operational Planning-Focused Products

1. Top-ranked in

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Implementer Support
Customer Satisfaction
Self-Service
Customer Experience
Cloud Planning
Innovation
Competitive Win Rate
Competitiveness

BARC Summary

With 15 top ranks and 26 leading positions across three peer groups, Valsight once again achieves an outstanding set of results in this year's Planning Survey. Convincing ratings in several important KPIs help to consolidate its position as an effective planning, forecasting and simulation product in the DACH region. Companies can benefit from using Valsight in terms of increased transparency of planning, improved integration of strategic and operational planning and more precise/detailed planning. In turn, these benefits lead to a better quality of planning results for many customers. 98 percent of Valsight users say they would "definitely" or "probably" recommend their planning product to other organizations – a great indicator of customer satisfaction.

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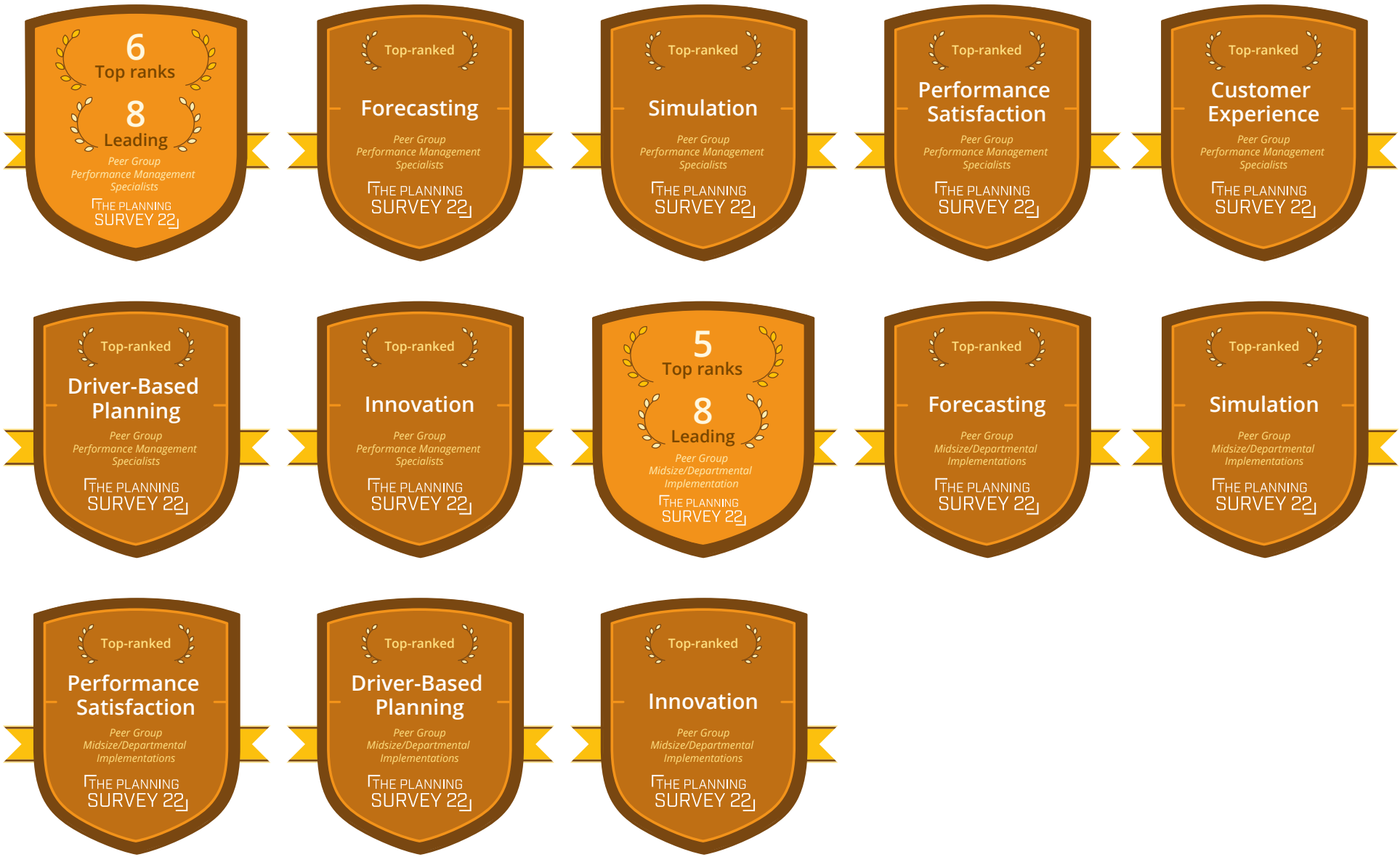
The Planning Survey 22: Valsight Top Ranks



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The Planning Survey 22: Valsight Top Ranks

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Customer Quotes

> Very positive, especially the monitoring of the projects by experts from Valsight was excellent.*
>
> THE PLANNING SURVEY 22

Person responsible/Project manager for departmental BI, Services, >2,500 employees

> Very good support from Valsight during implementation. Modeling functions are very extensive. Linking modeling, planning and visual representation in one tool is great!*
>
> THE PLANNING SURVEY 22

Line of business employee, Services, >2,500 employees

> Software facilitates our planning process, Valsight team is always reliable and solution-oriented.*
>
> THE PLANNING SURVEY 22

Line of business employee, Manufacturing, >2,500 employees

> Very good, as it helps to better understand the value drivers in the company.*
>
> THE PLANNING SURVEY 22

Line of business employee, Manufacturing, 100-2,500 employees

> Very positive - fast data processing even with very large data volumes, great support, wide-ranging application options, fast learning process.*
>
> THE PLANNING SURVEY 22

Line of business employee, Financial Services, >2,500 employees

*Translated by BARC

What Customers Like Most

Transparency in the planning process - Intuitive and at the same time innovative interface - Flexibility of the software and solution-oriented support*

THE PLANNING SURVEY 22

Line of business employee, Manufacturing, >2,500 employees

Scenario-capable, high flexibility, very user-friendly, easy to use, good support from Valsight.*

THE PLANNING SURVEY 22

Line of business employee, Public sector and Education, >2,500 employees

Easy handling as a business user and thus focus on content-related topics - Transparent presentation of driver trees to better understand the logical relationships in planning and to identify weak points - Fast presentation of scenarios to be able to react quickly in discussions.*

THE PLANNING SURVEY 22

Line of business employee, Manufacturing, 100-2,500 employees

End-user-friendliness, flexibility and simplicity to map even complex issues.*

THE PLANNING SURVEY 22

IT employee, Manufacturing, >2,500 employees

Usability by the user; simplified driver trees/ simulations can be mastered without external or IT support; increase in transparency of planning results.*

THE PLANNING SURVEY 22

Line of business employee, Manufacturing, >2,500 employees

*Translated by BARC

Valsight Overview

Valsight was founded in 2015 as a spin-off of the Hasso Plattner Institute and is now headquartered in Berlin with about 30 employees. As a German software-as-a-service (SaaS) company, Valsight enables enterprises to maximize their financial performance. The vendor envisions faster and better support for management decisions by creating data-driven insights. Specifically, Valsight provides companies with functionality to flexibly simulate financial plans, forecasts or any scenario on the fly.

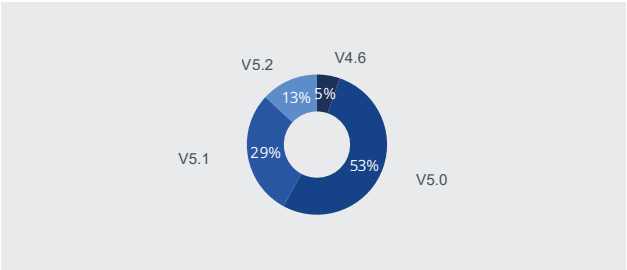
Valsight supports value-driver-based planning and forecasting as well as simulations and the interactive analysis of results. Driver models describe the essential business contexts of a business model and are the basis for flexible, transparent simulations of effects. The creation of driver models can be done by business users in a graphical drag-and-drop user interface, which requires no knowledge of scripting. To model more complex cause-and-effect relationships, an integrated formula language is also available.

With the scenario manager, users can directly enter new insights, either derived from a company's business environment or regarding the development of certain drivers, and then immediately include them in the respective scenario. Driver-based forecasts can be created using automated updates of actual values and may include statistical functions, for example LOOKUP or ARIMA. To adjust forecast values, driver-based actions can be entered. With the option to quickly and flexibly create new scenarios, a larger spectrum of values can be calculated and analyzed for each KPI. Planning and simulation results can be analyzed ad hoc and interactively via multiple diagrams, dashboards and an integrated presentation mode. Integrated collaboration features and commenting capabilities support data-related discussion of results. Workflow functionality is available as standard to control planning, forecasting and simulation processes. Programming skills are not required to set up and run Valsight, so integration into the existing infrastructure can therefore be completed in a relatively short timeframe.

In addition, Valsight offers consulting support for setting up and managing the driver models and simulations as part of the license agreement. Beforehand, users can opt for a paid pilot phase lasting one to three months to experience the benefits of the simulation software.

Versions used

n=38



Valsight customer responses

This year we had 49 responses from Valsight users. At the time of the survey, 53 percent of them were using version 5.0, 29 percent of them were using version 5.1, 13 percent of them were using version 5.2 and 5 percent were using version 4.6.

THE PLANNING SURVEY 22

The Planning Survey 22 is based on findings from the world's largest and most comprehensive survey of planning software users, conducted from November 2021 to February 2022. In total, 1,325 people responded to the survey with 1,104 answering a series of detailed questions about their use of a named product. Altogether, 19 products (or groups of products) are analyzed in detail.

The Planning Survey 22 examines user feedback on planning product selection and usage across 33 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 Valsight. 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.

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User and Use Case Demographics

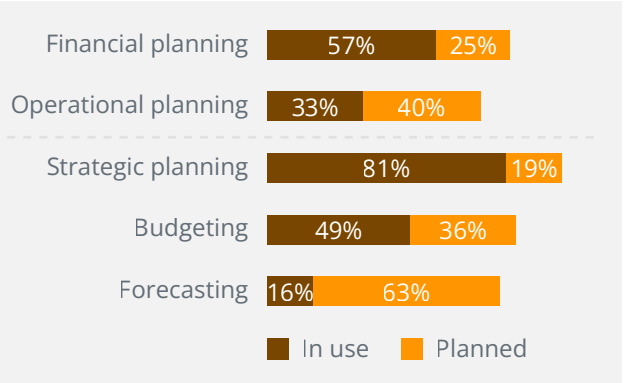
BARC Comment

86 percent of Valsight users are planning users – significantly above the survey average of 64 percent – reflecting the fact that it is essentially a planning, forecasting and simulation tool with supplementary analytics capabilities. This is also reflected in its most common use cases: 57 percent of customers leverage Valsight for financial planning. Here, planning takes place at different aggregation levels. Valsight is used for strategic planning (81 percent) and budgeting (49 percent). Besides planning, customers mainly use Valsight for dashboards/scorecards (56 percent), while many plan to use it for forecasting (63 percent), operational planning (40 percent) and ad hoc query (38 percent) in the future.

Valsight targets mid-sized and large companies across all industries. 78 percent of our sample of Valsight customers come from large companies (more than 2,500 employees) with a median of 30 users (including 20 using planning functionality), but the mean of 55 users (49 for planning) indicates there are also some larger implementations.

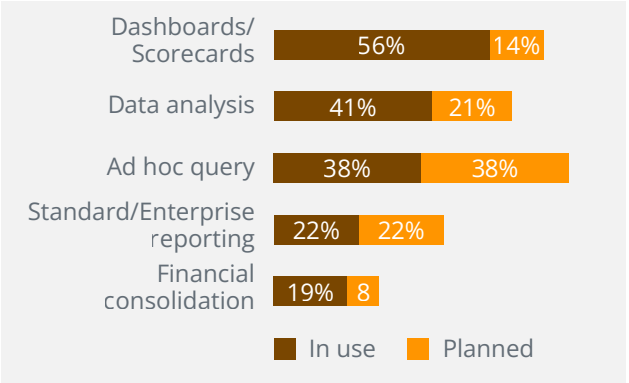
Current vs. planned use (planning use cases)

n=49



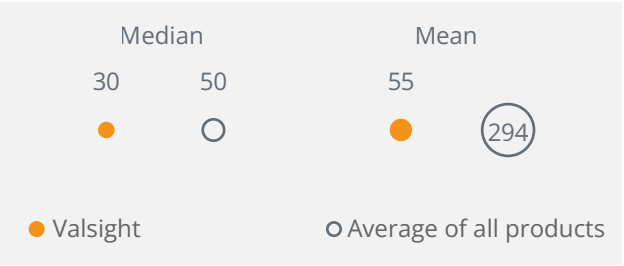
Current vs. planned use (other use cases)

n=46



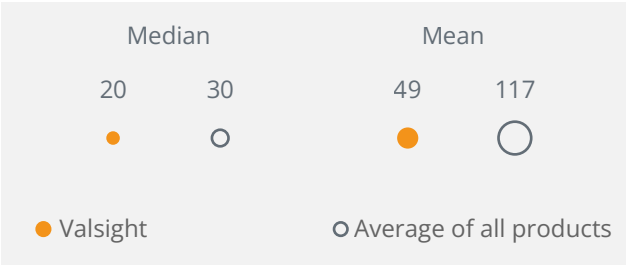
Total number of users per company

n=49



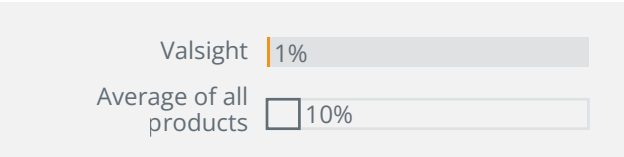
Planning users per company

n=49



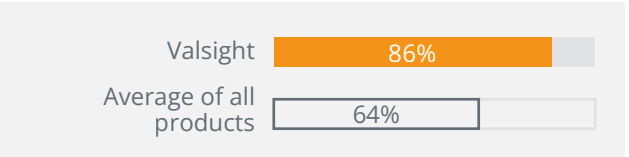
Percentage of employees using Valsight

n=49



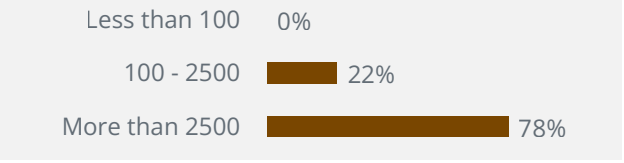
Planning users (as a percentage of all users)

n=49



Company size (employees)

n=49



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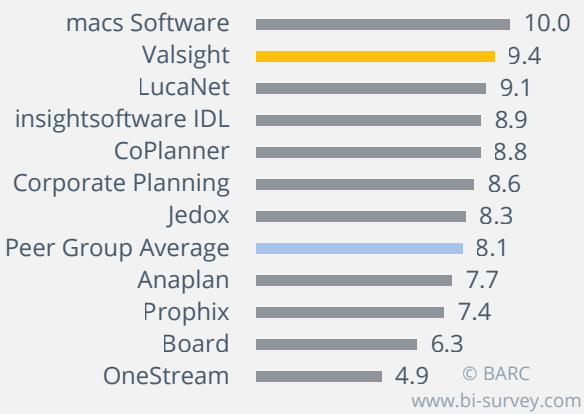
Project Success

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

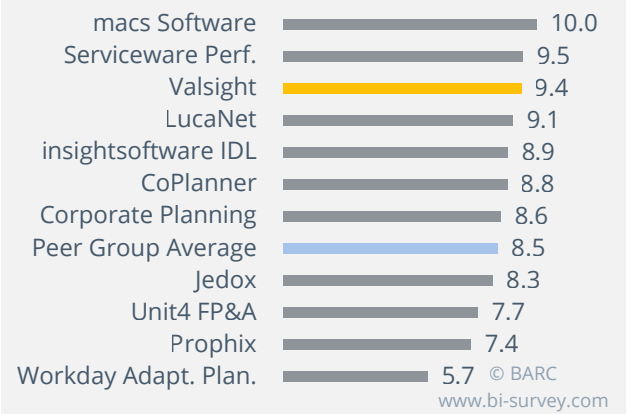
Project Success – Leader

Peer group: Performance Management Specialists



Project Success – Leader

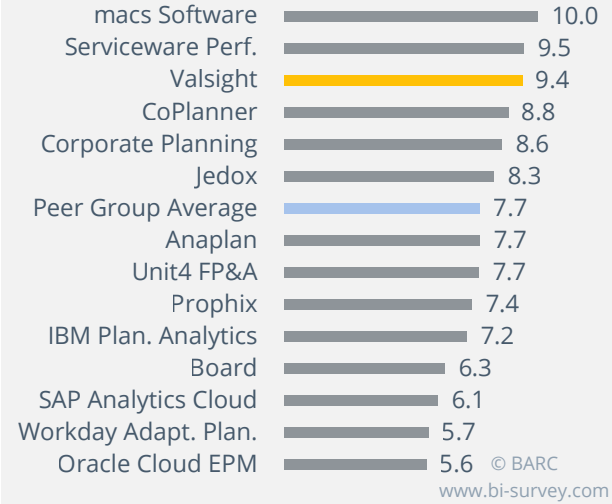
Peer group: Midsize/Departmental Implementations



Project Success

Project Success – Leader

Peer group: Operational Planning-Focused Products



BARC Viewpoint

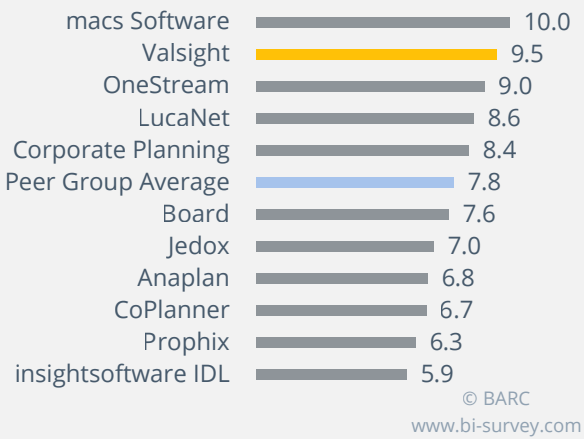
Successful and valuable projects lead to satisfied customers. Customer feedback in this year's Planning Survey shows that projects with Valsight are often successful, leading to strong placings for *Project Success* in all of its peer groups. Survey results confirm that a high proportion of projects are completed on time and on budget and the level of implementation satisfaction is high. Project goals defined at the outset are often reached. Valsight projects are either implemented by the vendor itself or by experienced partners such as BCG, Deloitte, KPMG, PwC, Horváth & Partners and some other local companies. Valsight and its partners support customers by advising them how best to implement the software according to their particular business needs.

Vendor Support

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

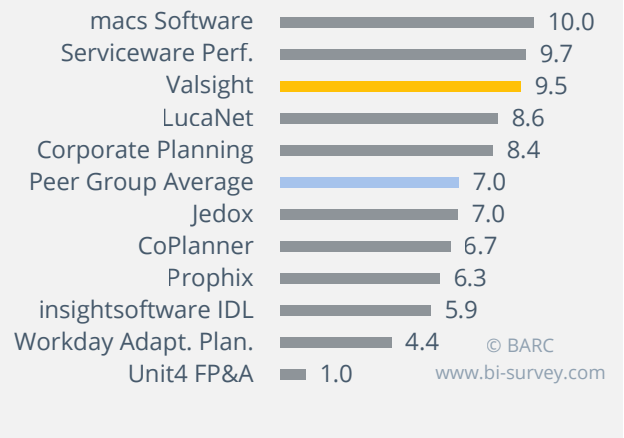
Vendor Support – Leader

Peer group: Performance Management Specialists



Vendor Support – Leader

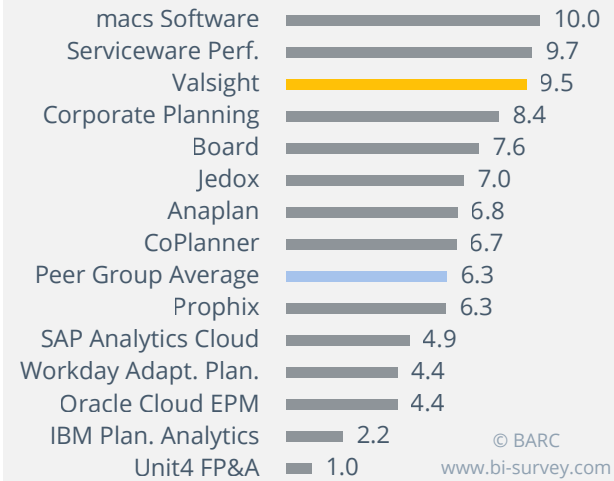
Peer group: Midsize/Departmental Implementations



Vendor Support

Vendor Support – Leader

Peer group: Operational Planning-Focused Products



BARC Viewpoint

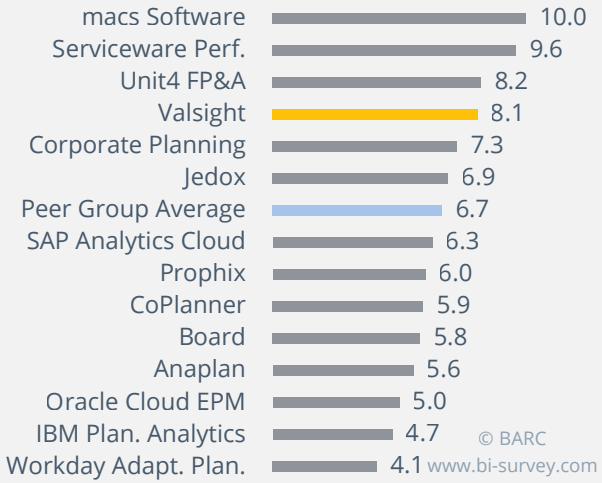
Valsight receives leading *Vendor Support* ratings in The Planning Survey this year. Its customers are generally very satisfied with the support provided and benefit from the vendor's product knowledge and implementation experience. The fact that not a single respondent had anything negative to say about Valsight's support speaks volumes. Indeed, several commented that Valsight is very well supported by highly trained staff, who offer business expertise, excellent product knowledge and implementation support. The vendor listens very carefully to customers' needs and requirements, constantly improving its software with this information. As a small company with relatively few customers, it is well positioned to provide a high level of support, which it works hard to maintain.

Implementer Support

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

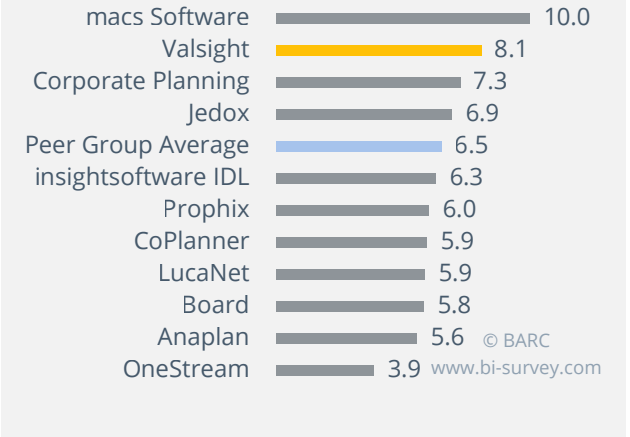
Implementer Support – Leader

Peer group: Operational Planning-Focused Products



Implementer Support – Leader

Peer group: Performance Management Specialists



Implementer Support

BARC Viewpoint

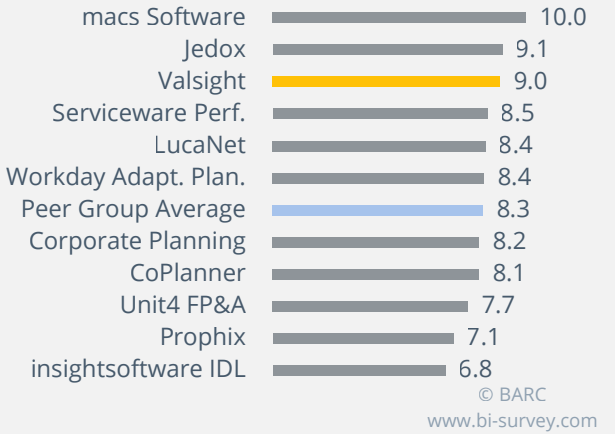
Valsight is either implemented by the vendor's own consulting team or through its experienced partner network. Partners focus on specific solutions, industries and regions. Implementer support plays a crucial role in successful software implementations. Valsight's strong results in two of its peer groups this year confirm that a high proportion of projects are successfully implemented and the majority of customers are satisfied. The level of implementation satisfaction and the frequency of projects completed on time and on budget are both high. One customer offers helpful advice for successful implementation projects: "Bring in Valsight experts for implementation. Allows for easier and faster implementation."

Product Satisfaction

This KPI is based on the level of satisfaction with the product.

Product Satisfaction – Leader

Peer group: Midsize/Departmental Implementations



BARC Viewpoint

Valsight's leading rank for *Product Satisfaction* in the *Midsize/Departmental Implementations* peer group confirms that customers are satisfied with the product. The fact that 54 percent of respondents state they have no significant problems at all with the product speaks for itself. Customers are supported in value-driver-based planning and forecasting as well as simulations and the interactive analysis of results. Driver models describe the essential business contexts of a business model and are the basis for flexible, transparent simulations of effects. The approach is somewhat different to traditional planning solutions and differentiates Valsight from other planning and budgeting tools in The Planning Survey. Valsight's strengths lie in its comprehensive and technically modern functionality for value-driver-based planning, forecasting and simulations.

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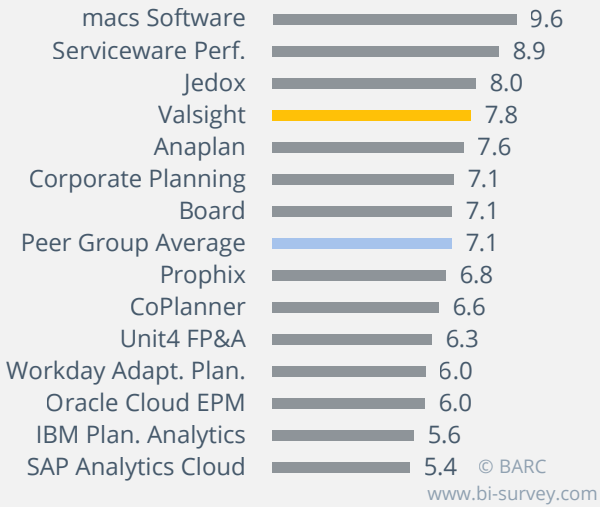
Customer Satisfaction

This KPI combines the *Price to Value*, *Recommendation*, *Vendor Support*, *Implementer Support* and *Product Satisfaction* KPIs.

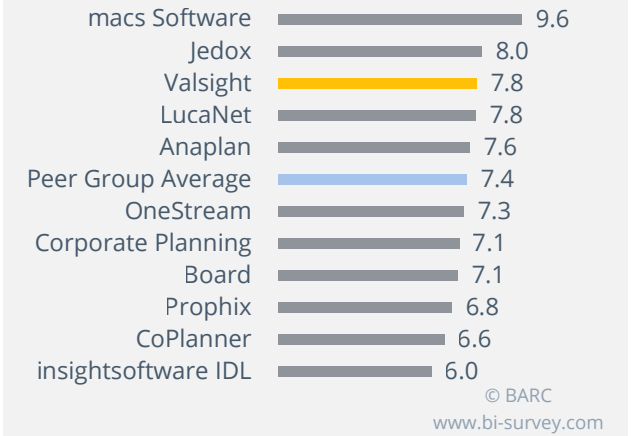
Customer Satisfaction – Leader

Peer group: Operational Planning-Focused Products



Customer Satisfaction – Leader

Peer group: Performance Management Specialists



BARC Viewpoint

Customer Satisfaction aggregates the *Price-to-Value, Recommendation, Vendor Support, Implementer Support* and *Product Satisfaction* KPIs. Once again this year, Valsight achieves good results in several of these KPIs, leading to high placings for *Customer Satisfaction* in two of its peer groups. The Planning Survey confirms that customers are clearly satisfied with Valsight's business-user-friendly solution for value-driver-based planning and forecasting as well as simulations including the interactive analysis of results. Furthermore, the vendor's and its partners' support services (e.g., for implementation) are rated as excellent. The fact that 98 percent of Valsight users say they would "definitely" or "probably" recommend their planning product to other organizations also points to strong customer satisfaction.

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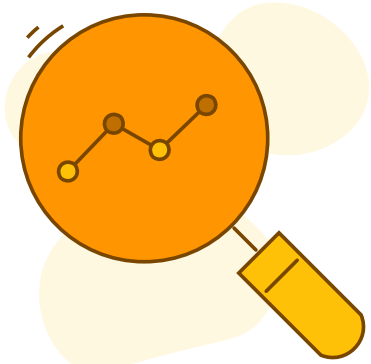
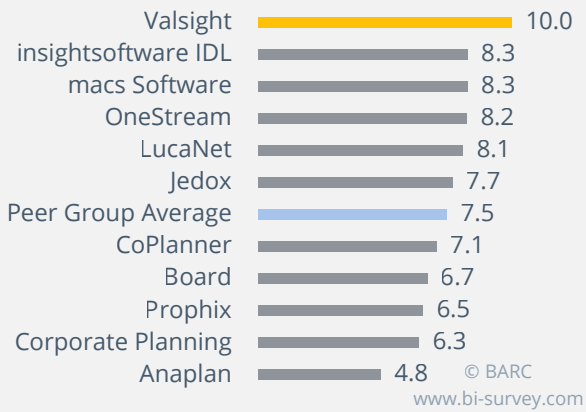
Forecasting



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

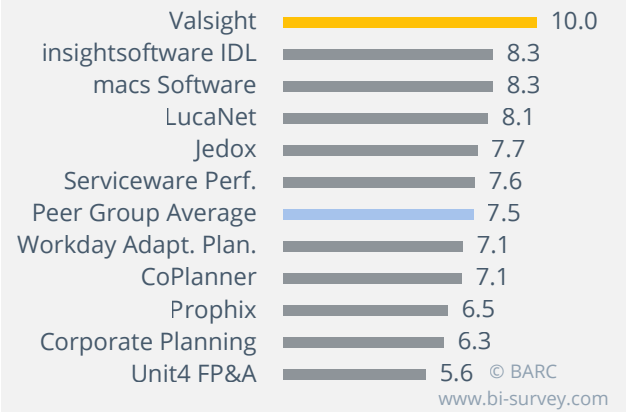
Forecasting – Top-ranked

Peer group: Performance Management Specialists



Forecasting – Top-ranked

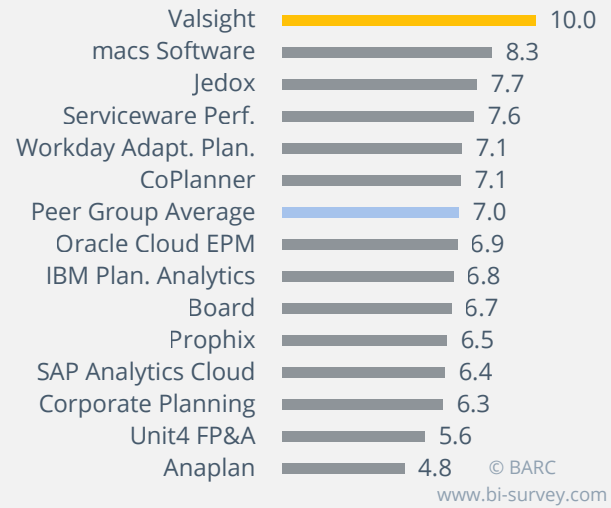
Peer group: Midsize/Departmental Implementations



Forecasting

Forecasting – Top-ranked

Peer group: Operational Planning-Focused Products



BARC Viewpoint

For many, the importance of up-to-date forecasts for corporate management has increased in the last 18-24 months. As a result, forecasts have to be updated more frequently, so sound software support is required. Valsight is a comprehensive, feature-rich product for value-driver-based planning, forecasting and simulations and its customers are happy with the functionality it has to offer, which is underlined by top ratings for *Forecasting* in all of its peer groups. Forecasting in Valsight is based on the vendor's driver-based approach. Driver-based forecasts can be created by business users using automated updates of actual values and statistical functions. Forecasting functionality in Valsight includes forward projections for actuals as well as the entry of driver-based measures to adjust forecast values.

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Consistently outstanding in Forecasting

Peer group: Performance Management Specialists

Consistently top-ranked in Forecasting

Peer group: Midsize/Departmental Implementations

Consistently top-ranked in Forecasting

Peer group: Operational Planning-Focused Products

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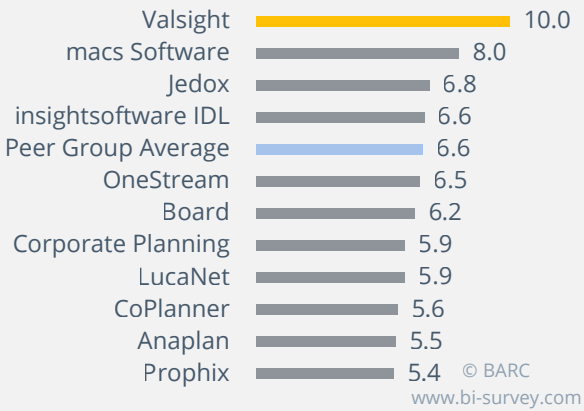
Simulation

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

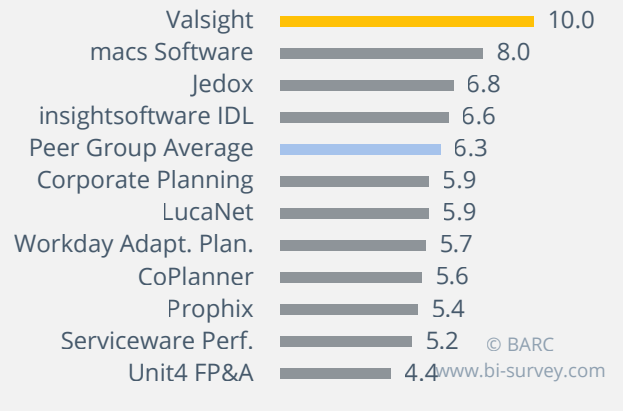
Simulation – Top-ranked

Peer group: Performance Management Specialists



Simulation – Top-ranked

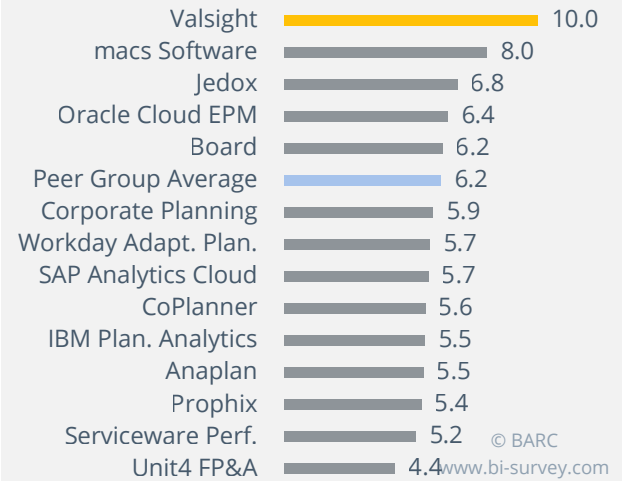
Peer group: Midsize/Departmental Implementations



Simulation

Simulation – Top-ranked

Peer group: Operational Planning-Focused Products



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 the associated uncertainty massively influence the importance of simulations for corporate management. Valsight provides users with comprehensive functionality to transparently simulate different “what-if” scenarios. Integrated tools such as the Scenario Manager, the core application for using simulations, provide a clear, structured overview of the assumptions created for any scenario (including complex ones). Scenarios in Valsight are set up on base data, which is then extrapolated by using different assumptions about the future as well as statistical functions (e.g., LOOKUP or ARIMA). By simply selecting or deselecting certain assumptions, new scenarios are created and simulated. This year, Valsight tops all its peer groups for *Simulation* for the fourth year in a row – an outstanding result.

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Consistently top-ranked in Simulation

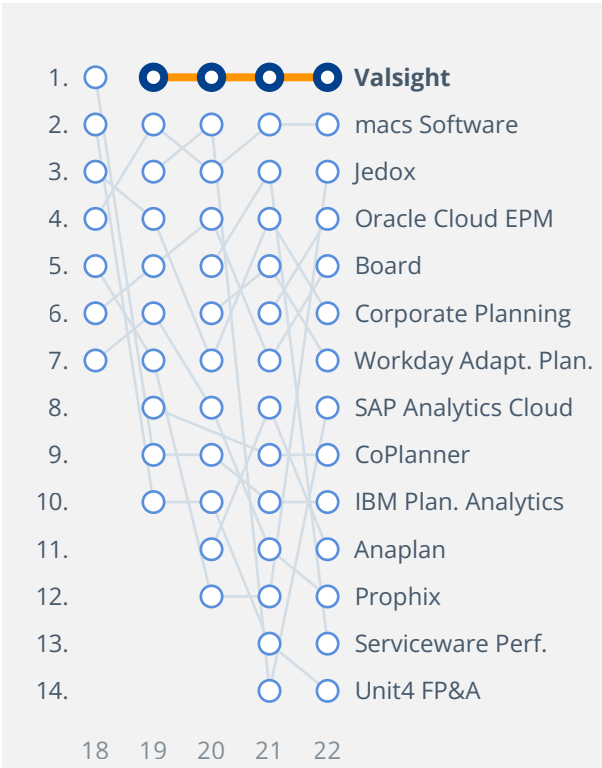
Peer group: Performance Management Specialists

Consistently top-ranked in Simulation

Peer group: Midsize/Departmental Implementations

Consistently top-ranked in Simulation

Peer group: Operational Planning-Focused Products



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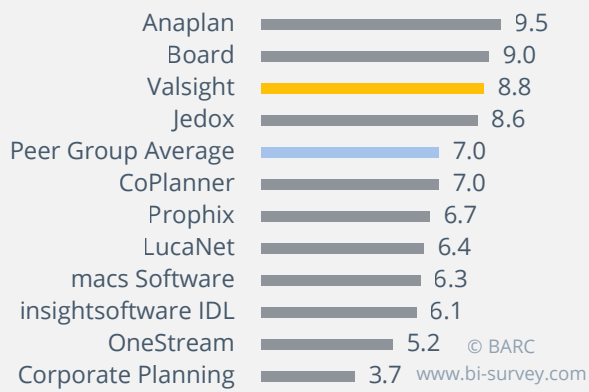
Self-Service

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

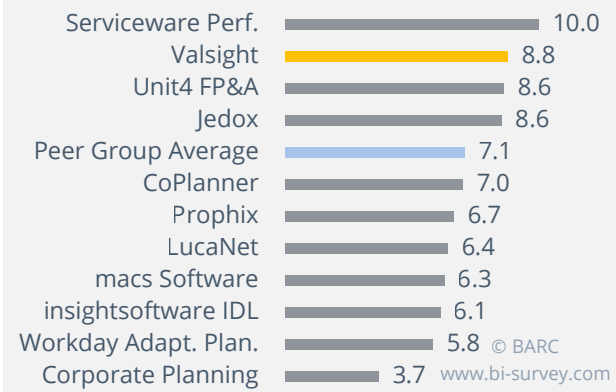
Self-Service – Leader

Peer group: Performance Management Specialists



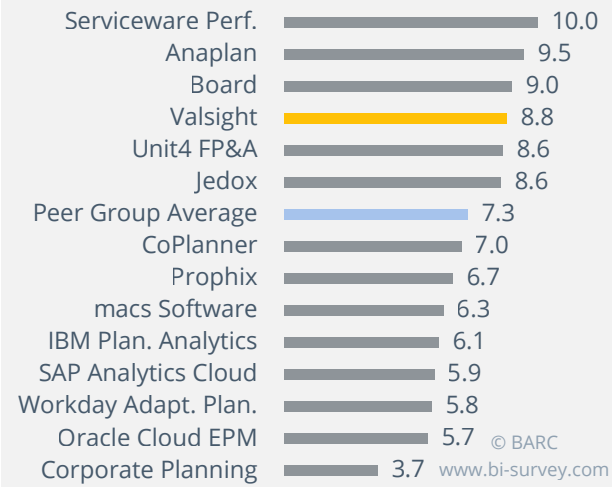
Self-Service – Leader

Peer group: Midsize/Departmental Implementations



Self-Service – Leader

Peer group: Operational Planning-Focused Products



BARC Viewpoint

Many finance and controlling departments 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. Within Valsight, the creation of driver models can be done by business users in a graphical drag-and-drop user interface, which requires no knowledge of scripting. To model more complex cause-and-effect relationships, an integrated formula language is available. Business users can create various "what-if" scenarios quickly and flexibly and accomplish most tasks with minimal help from IT. Valsight is considered by many to be easy to use and is therefore frequently used in self-service scenarios in business departments. Multiple leading ranks for *Self-Service* show that most customers are satisfied with Valsight's capabilities in this area.

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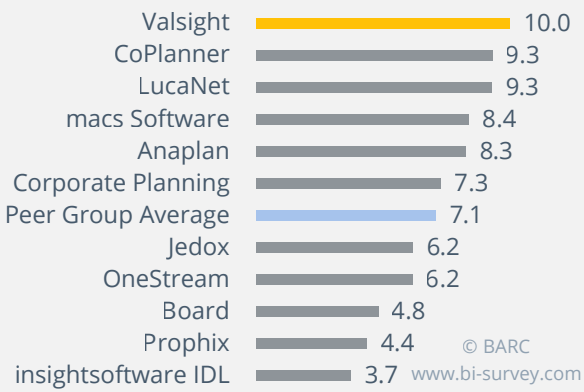
Performance Satisfaction

This KPI measures the frequency of complaints about the system's performance.

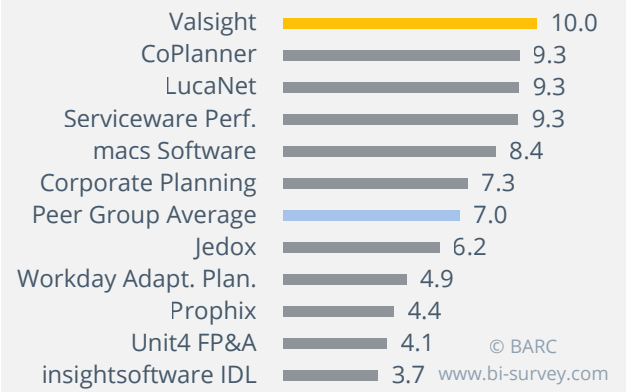
Performance Satisfaction – Top-ranked

Peer group: Performance Management Specialists



Performance Satisfaction – Top-ranked

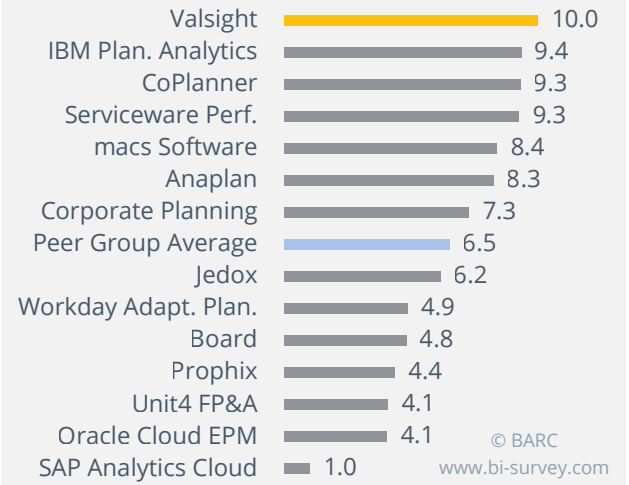
Peer group: Midsize/Departmental Implementations



Performance Satisfaction

Performance Satisfaction – Top-ranked

Peer group: Operational Planning-Focused Products

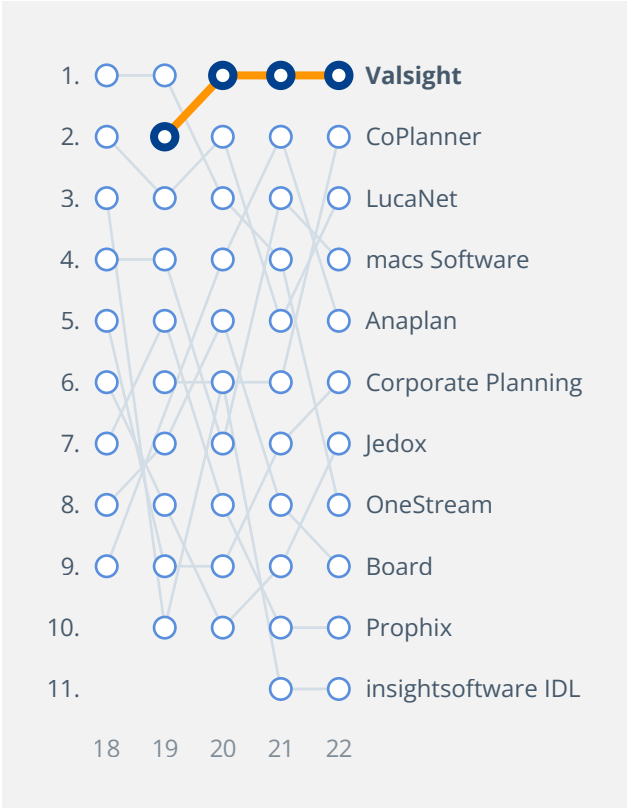


BARC Viewpoint

Valsight leverages a proprietary in-memory engine, which enables the fast calculation of financial scenarios based on multidimensional data and the interactive analyses of simulation results. Data storage is relational in Microsoft SQL Server, SAP HANA, Oracle or PostgreSQL. The Planning Survey results confirm that the product and its underlying database environments are clearly capable of dealing with the data volumes and user numbers its customers typically work with. Just 7 percent of respondents complained of slow performance, while 'convincing performance of the software' was an important reason why 48 percent chose to buy the product. With top ranks in all its peer groups, it is clear that *Performance Satisfaction* is high among Valsight customers.

Consistently outstanding in Performance Satisfaction

Peer group: Performance Management Specialists



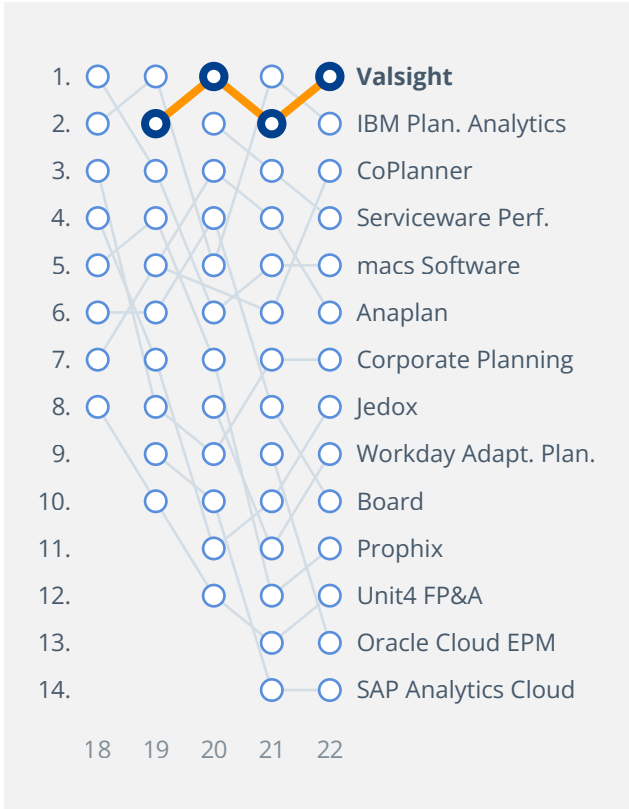
Consistently top-ranked in Performance Satisfaction

Peer group: Midsize/Departmental Implementations

Performance Satisfaction

Consistently outstanding in Performance Satisfaction

Peer group: Operational Planning-Focused Products

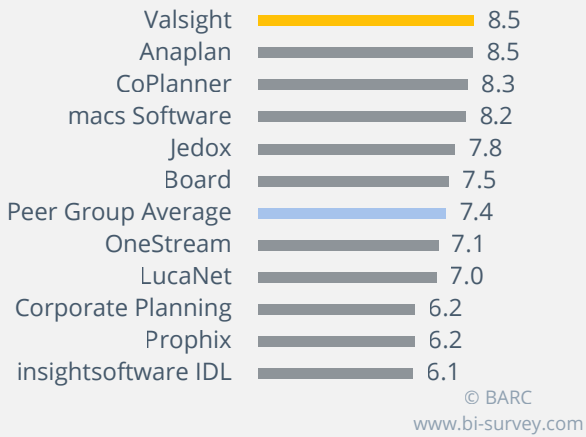


Customer Experience

Combines the *Self-Service*, *Flexibility*, *Ease of Use*, *Sales Experience and Performance Satisfaction* KPIs.

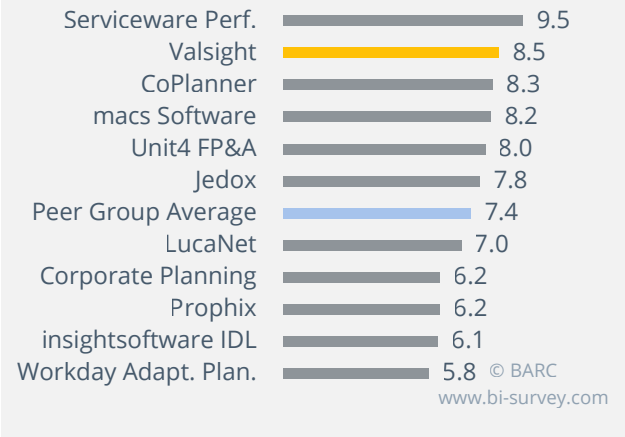
Customer Experience – Top-ranked

Peer group: Performance Management Specialists



Customer Experience – Leader

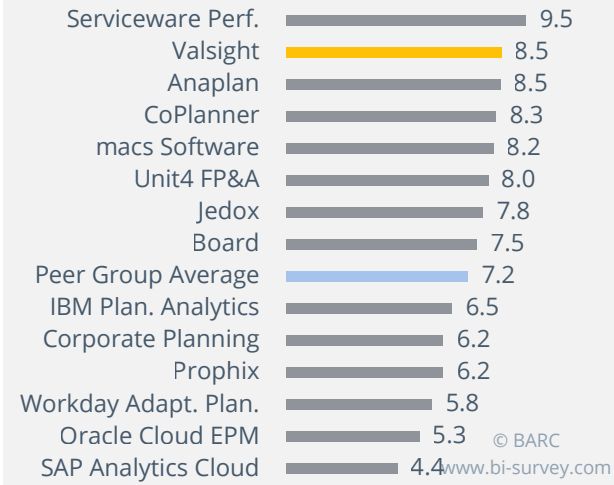
Peer group: Midsize/Departmental Implementations



Customer Experience

Customer Experience – Leader

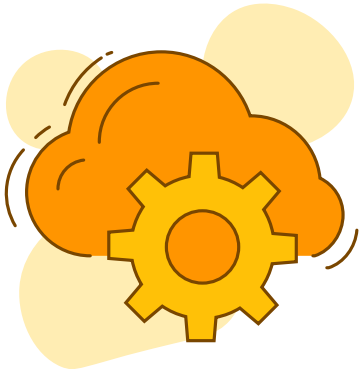
Peer group: Operational Planning-Focused Products



BARC Viewpoint

Customer Experience is an aggregated KPI that combines the *Self-Service, Ease of Use, Flexibility, Performance Satisfaction* and *Sales Experience* KPIs. Strong results in several of these contribute to high ratings for *Customer Experience* across all three peer groups. Valsight is considered by many customers to be easy to use so it is regularly deployed in a self-service manner in business departments. The product typically requires little technical knowledge, except on the data management side (particularly with data integration). Just 7 percent of respondents complained of slow performance this year, so it is clear that the product and its underlying database environments are capable of dealing with the data volumes and user numbers its customers typically work with.

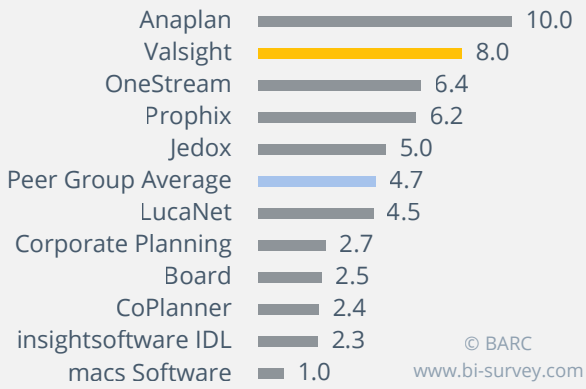
Cloud Planning



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

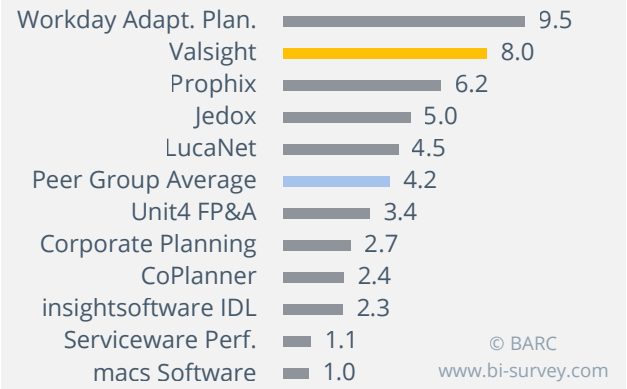
Cloud Planning – Leader

Peer group: Performance Management Specialists



Cloud Planning – Leader

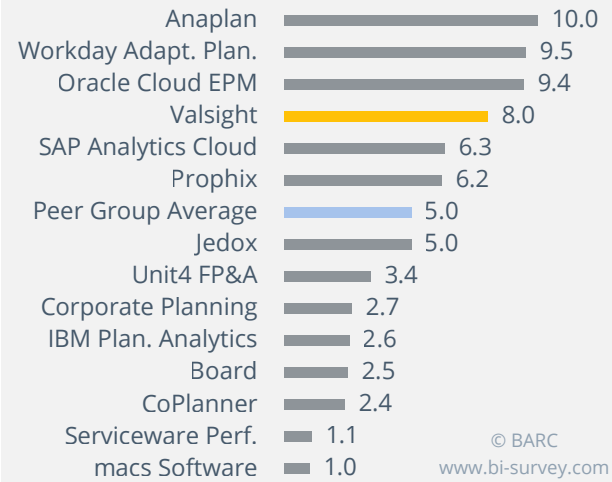
Peer group: Midsize/Departmental Implementations



Cloud Planning

Cloud Planning – Leader

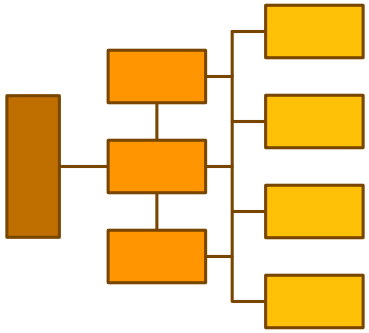
Peer group: Operational Planning-Focused Products



BARC Viewpoint

Valsight was built from the outset specifically for the cloud (software-as-a-service). Cloud-based planning is clearly a frequent use case for the product and many customers use it in a cloud deployment scenario. Valsight leverages Amazon Web Services and the Open Telekom Cloud as well as Microsoft Azure and the SAP HANA Enterprise Cloud upon request. If required, there is also the option of running Valsight in the customer's own data center (on-premises).The product is used via a fully web-based application (HTML5), which is compatible with popular browsers. In this year's Planning Survey, Valsight is ranked among the leaders in all three of its peer groups for *Cloud Planning*.

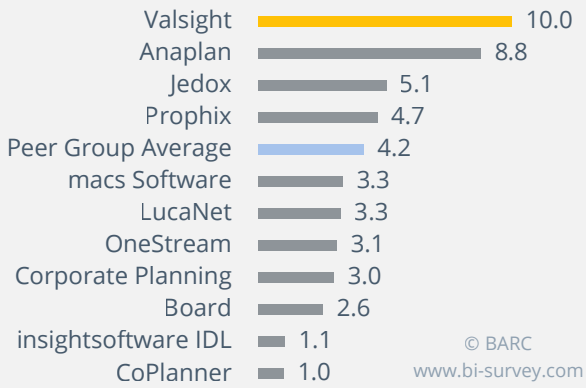
Driver-Based Planning



This KPI is based on the proportion of survey respondents that currently use value driver-based planning.

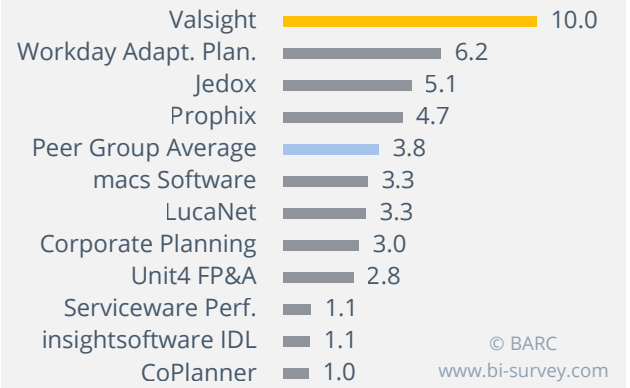
Driver-Based Planning – Top-ranked

Peer group: Performance Management Specialists



Driver-Based Planning – Top-ranked

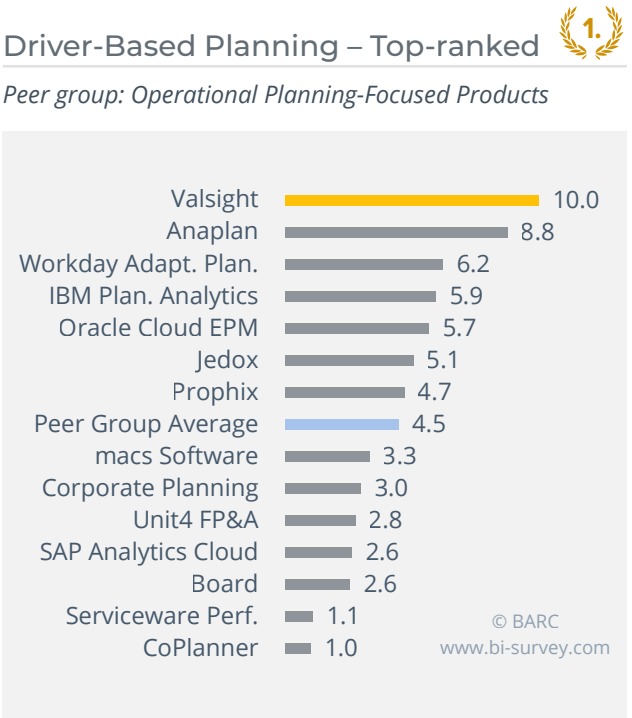
Peer group: Midsize/Departmental Implementations



Driver-Based Planning

Driver-Based Planning – Top-ranked

Peer group: Operational Planning-Focused Products



BARC Viewpoint

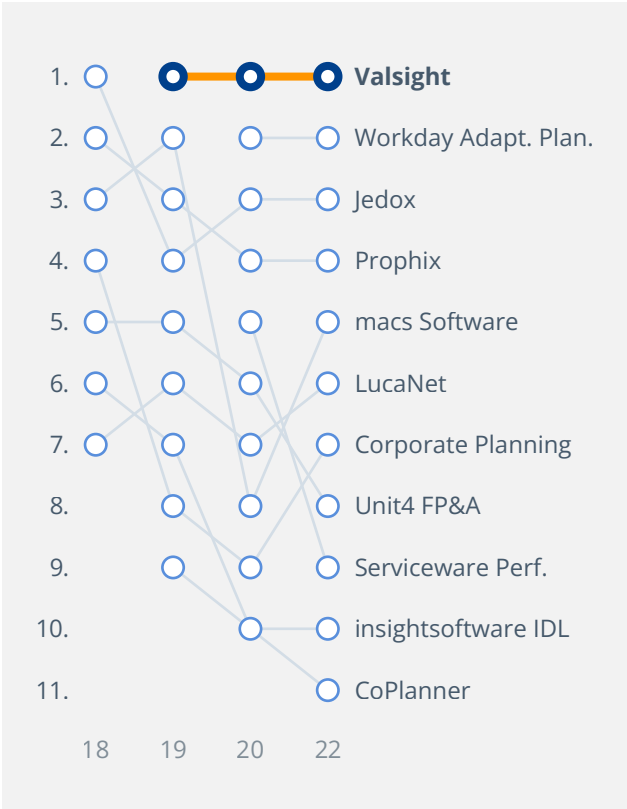
Planning based on real value drivers with consideration of cause-and-effect relationships can help to reduce planning efforts and relieve planners. The goal behind this approach is usually to focus a company's planning activities on the main business influencing aspects without wasting resources. A high proportion of customers use Valsight for driver-based planning and the vendor performs outstandingly well in this KPI across all its peer groups. Driver models describe the essential business contexts of a business model in Valsight and are the basis for flexible simulations of effects. The creation of driver models can be done by business users in a graphical user interface, which requires no scripting. To model more complex cause-and-effect relationships, an integrated formula language is available. Furthermore, driver-based forecasts can be created using automated updates of actual values as well as statistical functions (e.g., ARIMA).

Consistently top-ranked in Driver-Based Planning

Peer group: Performance Management Specialists

Consistently top-ranked in Driver-Based Planning

Peer group: Midsize/Departmental Implementations



Consistently top-ranked in Driver-Based Planning

Peer group: Operational Planning-Focused Products

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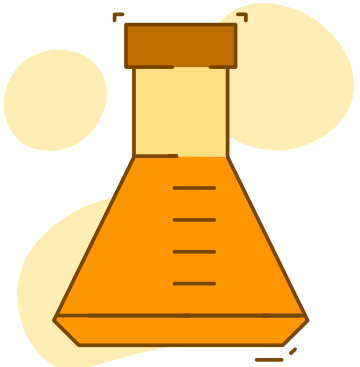
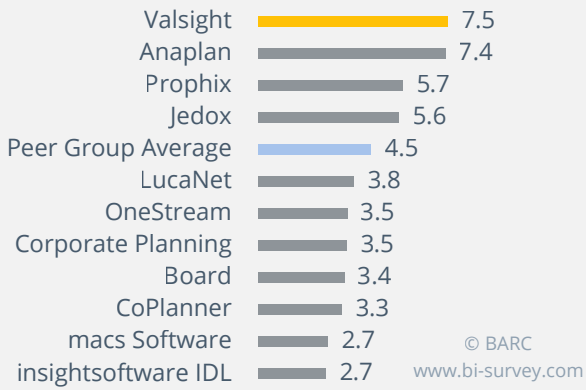
Innovation



This KPI combines the *Cloud Planning, Driver-Based Planning* and *Predictive Planning* KPIs to measure the product's level of innovation.

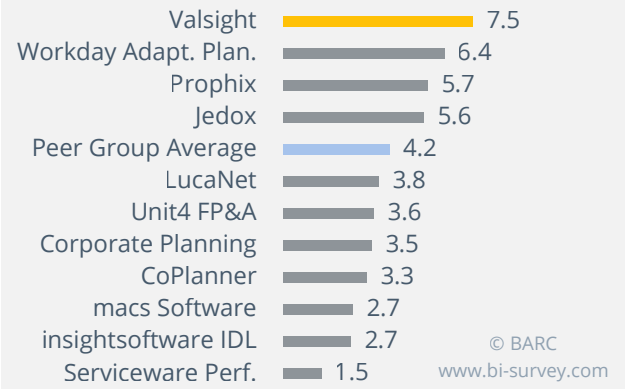
Innovation – Top-ranked

Peer group: Performance Management Specialists



Innovation – Top-ranked

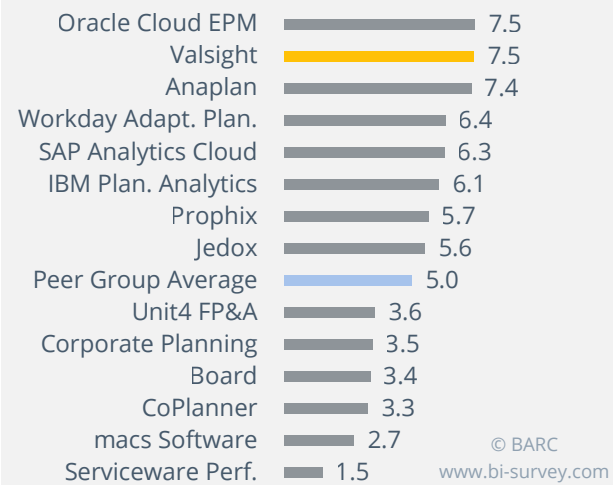
Peer group: Midsize/Departmental Implementations



Innovation

Innovation – Leader

Peer group: Operational Planning-Focused Products



BARC Viewpoint

Innovation combines the *Cloud Planning, Driver-Based Planning* and *Predictive Planning* KPIs to measure a product's level of innovation. A high proportion of customers consider Valsight to be an innovative product, ranking it highly for *Innovation* in all of its peer groups. With its cloud-based deployment approach, many customers use it for cloud-based planning. The product is used via a fully web-based application (HTML5), which is compatible with popular browsers. Moreover, its capabilities and flexibility enable modern planning approaches such as driver-based planning. Value-driver-based planning and forecasting – as well as simulations including the interactive analysis of results – is a key strength of Valsight.

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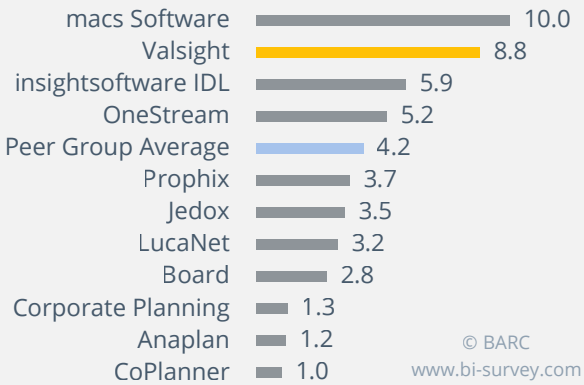
Competitive Win Rate

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

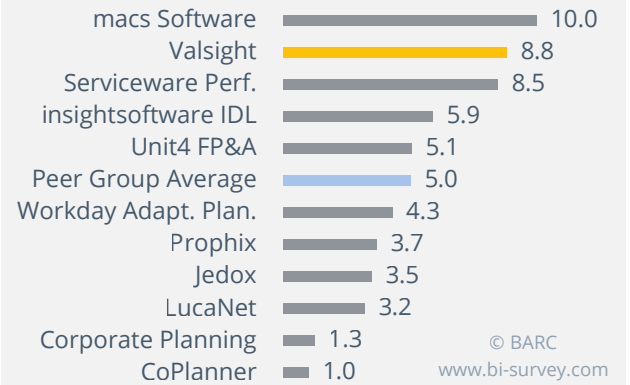
Competitive Win Rate – Leader

Peer group: Performance Management Specialists



Competitive Win Rate – Leader

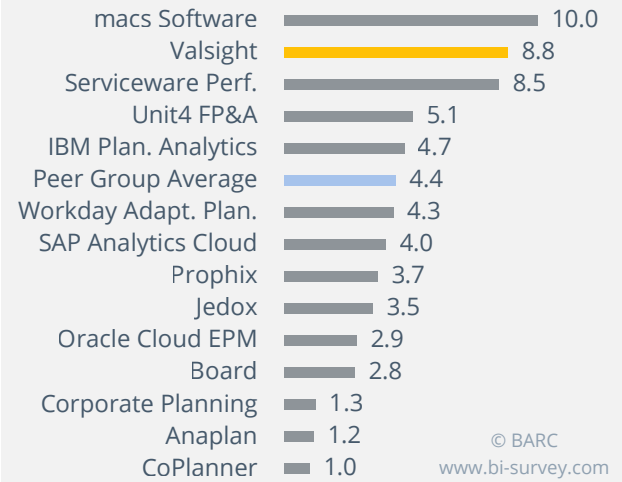
Peer group: Midsize/Departmental Implementations



Competitive Win Rate

Competitive Win Rate – Leader

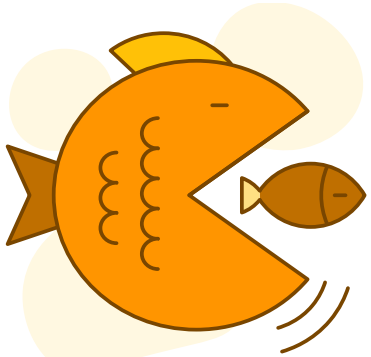
Peer group: Operational Planning-Focused Products



BARC Viewpoint

When organizations decide to evaluate Valsight, its competitive win rate against other vendors is very good, as confirmed by the product's excellent ranks for *Competitive Win Rate* in all its peer groups. While the vendor's driver-based approach is different to traditional planning solutions and somewhat unique, Valsight convinces companies with comprehensive functionality for planning, the flexibility to support various planning, forecasting and simulation use cases and the performance of the software. The vendor's experienced consulting team plays its part in this success. Valsight often participates in competitive evaluations itself, particularly in the DACH region, and does implementation projects using its own consulting team.

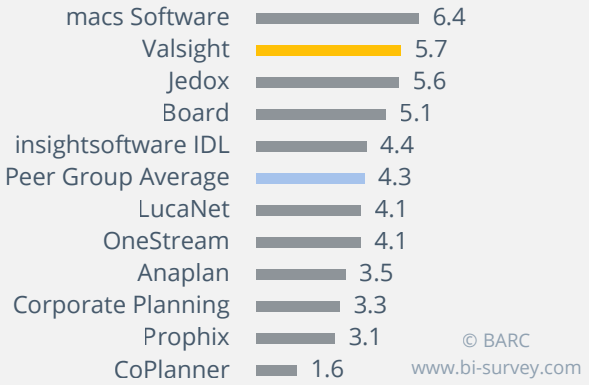
Competitiveness



This KPI combines the *Considered for Purchase* and *Competitive Win Rate* KPIs.

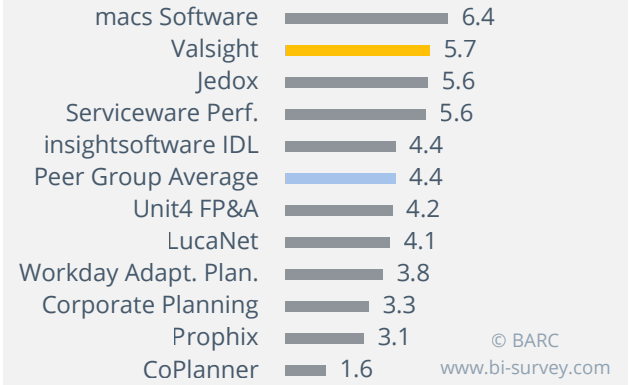
Competitiveness – Leader

Peer group: Performance Management Specialists



Competitiveness – Leader

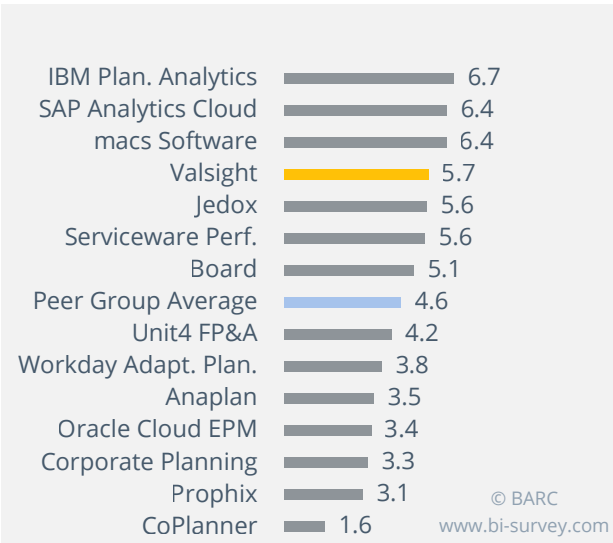
Peer group: Midsize/Departmental Implementations



Competitiveness

Competitiveness – Leader

Peer group: Operational Planning-Focused Products



BARC Viewpoint

Competitiveness combines the *Considered for Purchase* and *Competitive Win Rate* KPIs. Whereas Valsight is rarely considered for purchase in software selection processes, the product's competitive win rate in head-on competitions against other vendors to win customers is outstanding. Overall, Valsight achieves leading ranks for *Competitiveness* in all of its peer groups this year. It is a pity that Valsight lacks the market presence and global visibility of other planning products today. With greater visibility in local and international markets, its *Competitiveness* rating would surely improve. However, many customers benefit greatly from using Valsight and, when looking for a comprehensive planning, forecasting and simulation tool based on a driver-focused approach, companies should certainly consider Valsight as a viable option.

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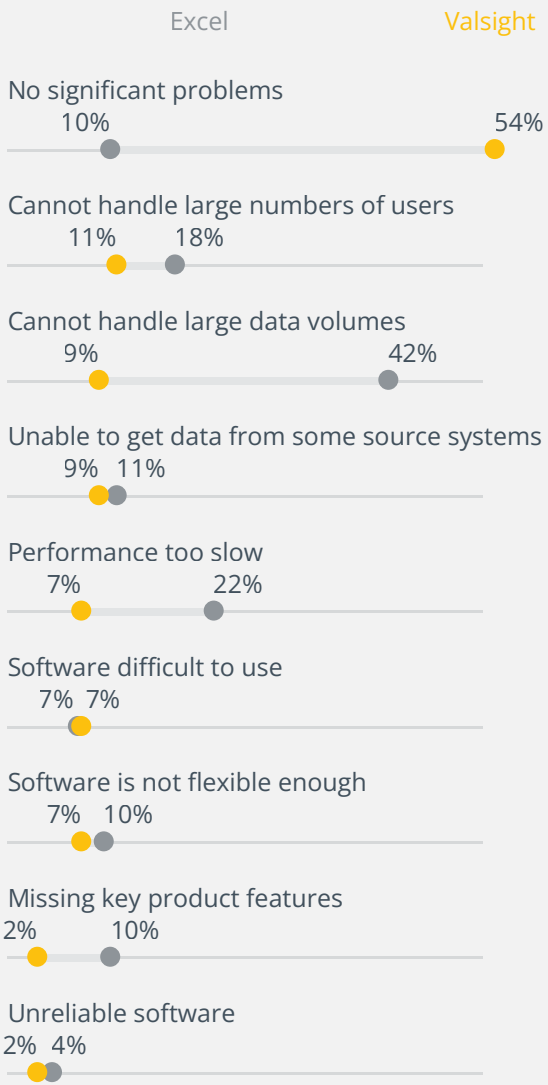
Valsight vs. Excel

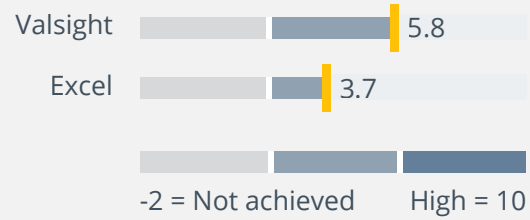
Problems encountered by Valsight and Excel users

n=49/136



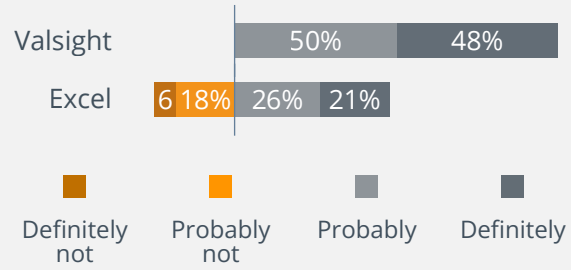
Business Benefits Index*

n=49/140



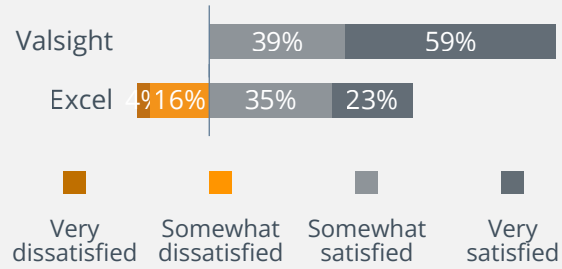
Recommendation**

n=48/140



Satisfaction level**

n=49/141



Valsight 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. Valsight 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 problem for Valsight customers. 54 percent even report having no significant problems at all with the product. Business benefits regularly achieved with Valsight (and achieved more frequently than with Excel) include increased transparency of planning, better quality of planning results and improved integration of strategic and operational planning. 98 percent of Valsight users say they would "definitely" or "probably" recommend their planning product to other organizations, while 98 percent of respondents also say they are "somewhat satisfied" or "very satisfied" with Valsight.

* 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

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BARC (Business Application Research Center) is one of Europe's leading analyst firms for business software, focusing on the areas of data, business intelligence (BI) and analytics, enterprise content management (ECM), customer relationship management (CRM) and enterprise resource planning (ERP).

Our passion is to help organizations become digital companies of tomorrow. We do this by using technology to rethink the world, trusting data-based decisions and optimizing and digitalizing processes. It's about finding the right tools and using them in a way that gives your company the best possible advantage.

This unique blend of knowledge, exchange of information and independence distinguishes our services in the areas of research, events and consulting.

Research

BARC studies are based on internal market research, software tests and analyst comments, giving you the security to make the right decisions. Our independent research brings market developments into clear focus, puts software and vendors through their paces and gives users a place to express their opinions.

Events

Decision-makers and IT industry leaders come together at BARC events. BARC seminars in small groups, online webinars and conferences with more than 1,000 participants annually all offer inspiration and interactivity. Through exchange with peers and an overview of current trends and market developments, you will receive new impetus to drive your business forward.

Consulting

In confidential expert workshops, coaching and in-house consultations, we transform the needs of your company into future-proof decisions. We provide you with successful, holistic concepts that enable you to use the right information correctly. Our project support covers all stages of the successful use of software.

Other Surveys

The BARC Data, BI and Analytics Trend Monitor 2022 reflects on the trends currently driving the BI and data management market from a user perspective. We asked close to 2,400 users, consultants and vendors for their views on the most important BI and analytics trends.

The Future of Planning is a BARC market research study that examines the contribution modern planning and forecasting can make to corporate management. Download here.

The BI & Analytics Survey 22 is the world's largest survey of business intelligence software users. Based on a sample of over 2,400 responses, it offers an unsurpassed level of user feedback on 30 leading products. Find out more at www.bi-survey.com

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