

The Planning Survey 23

The voice of the planning software user community

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

Valsight

BARC

The Planning Survey 23: Valsight Highlights Dashboard



KPI results

27 top rankings
and
29 leading
positions
in 3 different
peer groups.

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Recommendation

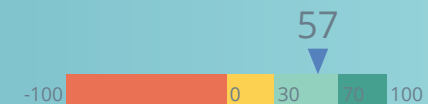
100%
of surveyed users
say they would
recommend Valsight.*

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

BARC



Net Promoter Score (NPS)



BARC



Vendor Support

92%
of surveyed users rate
Valsight's
vendor support as
excellent or good.*

* Compared to 70% for the average
planning tool.

BARC



Satisfaction

95%
of surveyed users
are **satisfied**
with Valsight.*

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

BARC



Coverage

100%
of surveyed users rate
Valsight's **coverage of
planning-specific
requirements** as
very good or good.*

* Compared to 88% for the average
planning tool.

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Peer Groups and KPIs

The KPIs

The Planning Survey 23 provides the reader with well-designed KPI dashboards packed with concise information, which can be absorbed at a glance. The KPIs all follow these simple rules:

- Only measures that have a clear good/bad trend are used as the basis for KPIs.
- KPIs may be based on one or more measures from The Planning Survey.
- Only products with samples of at least 15 - 30 (depending on the KPI) for each of the questions that feed into the KPI are included.
- For quantitative data, KPIs are converted to a scale of 1 to 10 (worst to best).
- A linear min-max transformation is applied, which preserves the order of, and the relative distance between, products' scores.

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

Peer Group Classification

The Planning Survey 23 features a range of different types of planning, budgeting and forecasting products so we use peer groups to help identify competing products. The peer groups have been defined by BARC analysts using their experience and judgment, with segmentation based on the following key factors:

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

Valsight features in the following peer groups:

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

Peer Groups Overview

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

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

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

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

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

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

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

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



Peer Group Midsize/Departmental Implementations



Top-ranked in

Vendor Support
Implementer Support
Sales Experience
Planning Functionality
Simulation
Ease of Use
User Experience
Driver-Based Planning
Competitive Win Rate
Competitiveness



Leader in

Project Success
Project Length
Price to Value
Customer Satisfaction
Planning Content
Reporting/Analysis
Self-Service
Performance Satisfaction
Predictive Planning
Innovation

BARC Summary

With 27 top ranks and 29 leading positions across three different peer groups, Valsight once again achieves an outstanding set of results in this year's Planning Survey. Convincing ratings in numerous important KPIs help to consolidate its position as an effective planning, forecasting and simulation product that delivers considerable benefits to customers. Companies can benefit from using Valsight in terms of increased transparency of planning, more precise/detailed planning and reduced planning complexity. Overall, these benefits lead to a better quality of planning results for many customers. All the Valsight users surveyed said they would "definitely" or "probably" recommend their planning product to other organizations – a strong result and a great indicator of customer satisfaction with the vendor and its product.



Peer Group Performance Management Specialists	
Top-ranked in	Leader in
Vendor Support	Project Success
Implementer Support	Project Length
Sales Experience	Price to Value
Planning Functionality	Customer Satisfaction
Simulation	Self-Service
Ease of Use	User Experience
Driver-Based Planning	Predictive Planning
Competitive Win Rate	Innovation
Competitiveness	

Peer Group Planning-Focused Products	
Top-ranked in	Leader in
Vendor Support	Project Success
Implementer Support	Project Length
Sales Experience	Price to Value
Planning Functionality	Customer Satisfaction
Simulation	Planning Content
Ease of Use	Reporting/Analysis
Driver-Based Planning	Self-Service
Competitive Win Rate	Performance Satisfaction
	User Experience
	Innovation
	Competitiveness



The Planning Survey 23: Valsight top ranks





The Planning Survey 23: Valsight top ranks



Customer Quotes

Cooperative, dynamic, beneficial.

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” Utilities, >2,500 employees

Very positive, always supportive and super innovative.

BARC

” Line of business employee, Banking and finance, >2,500 employees

Hands-on cooperation with the entire team possible, uncomplicated, service-oriented at all times.

BARC

” Project manager for departmental BI, Manufacturing, >2,500 employees

Valsight is fun and moves us forward!

BARC

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

Very positive, especially with regard to usability in modeling and simulation and the cooperation with the vendor.

BARC

” Member of a cross-departmental BI team, Manufacturing, >2,500 employees



What Customers Like Most

Very positive, especially with regard to usability in modeling and simulation and the cooperation with the vendor.

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

Possibility to model things independently, support from the company, continuous development, price-performance ratio.

BARC

Line of business employee, Banking and finance, >2,500 employees

Usability, especially in modeling - Speed and flexibility in taking on and implementing new requirements for the software - Quality and speed of vendor support

BARC

Member of a cross-departmental BI team, Manufacturing, >2,500 employees

Fast training possible, enables increased transparency in planning, simple connection of data.

BARC

Project manager for departmental BI, Manufacturing, >2,500 employees

The high degree of flexibility and the quick results. The personalized, professional guidance on the software through genuine application advice.

BARC

Head of business department, 100-2,500 employees



Valsight overview

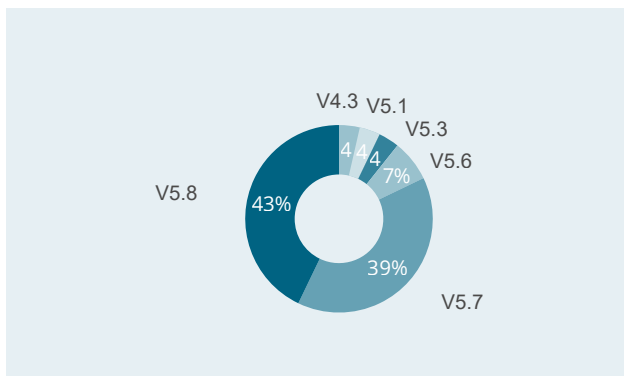
Valsight was founded in 2015 as a spin-off of the Hasso Plattner Institute and is headquartered in Berlin with more than 30 employees. As a German software-as-a-service (SaaS) company, Valsight enables enterprises to maximize their financial performance. The vendor envisions faster and better support 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, forecasting and 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, no-code, drag-and-drop user interface. To model more complex cause-and-effect relationships, an integrated formula language is also available. The software is available in the cloud (leveraging AWS or other cloud infrastructure providers) and also on premises.

With Valsight, finance and controlling teams can simulate, analyze and present scenarios

Versions used

n = 28



flexibly, transparently and quickly. Leveraging 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 (e.g., LOOKUP, 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. Automatic transfer and simple structuring of basic data via various integration options and interfaces from other systems are provided.

In addition, Valsight offers consulting support to set up and manage the driver models and simulations as part of the license agreement. Users can opt for a paid pilot phase to experience the benefits of the simulation software.

Valsight customer responses

This year we had 37 responses from Valsight users. At the time of the survey, 43 percent of them were using version 5.8, 39 percent were using version 5.7, 7 percent were using version 5.6 and 4 percent each were running version 5.3, 5.1 and 4.3.

Introduction

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

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

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



User and Use Case Demographics

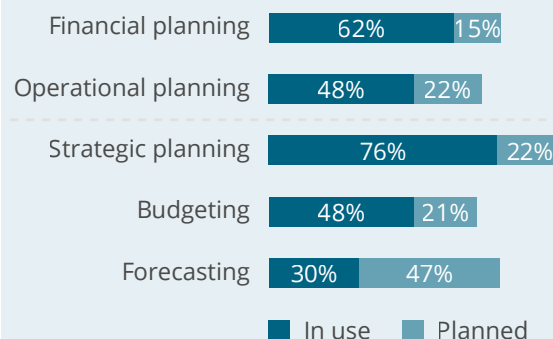
BARC Comment

78 percent of Valsight users are planning users – significantly above the survey average of 69 percent – reflecting the fact that Valsight is essentially a planning, forecasting and simulation tool with supplementary analytics capabilities. This is also born out in its typical use cases. Customers leverage Valsight mainly for financial planning (62 percent) but also operational planning (48 percent). Here, planning takes place at different aggregation levels. Valsight is used for strategic planning (76 percent) and budgeting (48 percent). Besides planning, customers mainly use it for dashboards/BI applications (50 percent), ad hoc query (43 percent) and analysis (37 percent). Many respondents also plan to use it for forecasting (47 percent), strategic planning (22 percent) and operational planning (22 percent) in the future.

Valsight targets mid-sized and large companies across all industries. 73 percent of our sample of Valsight customers come from large companies (more than 2,500 employees) with a median of 30 users (including 25 using planning functionality), but the mean of 63 users (50 for planning) indicates there are also some larger implementations.

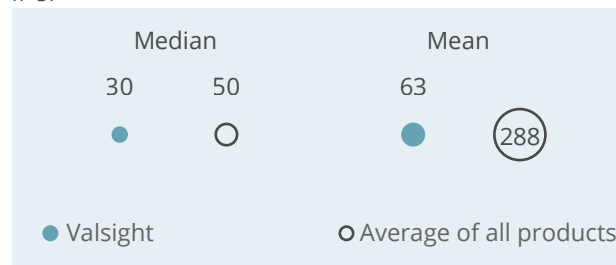
Current vs. planned use (planning use cases)

n=37



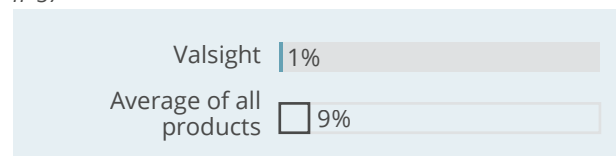
Total number of users per company

n=37



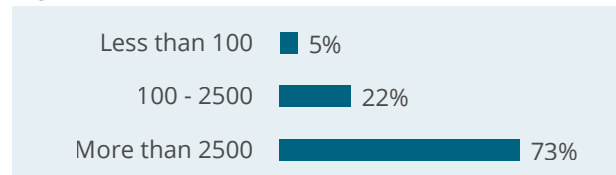
Percentage of employees using Valsight

n=37



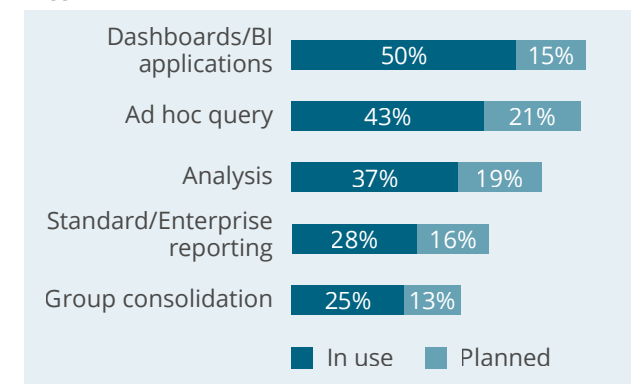
Company size (employees)

n=37



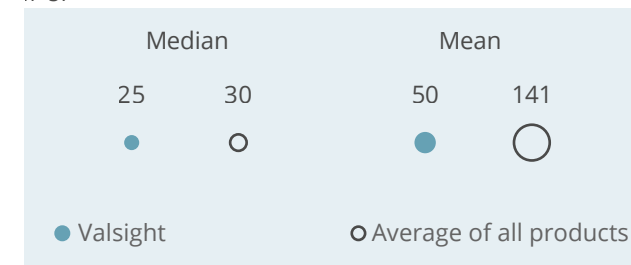
Current vs. planned use (other use cases)

n=33



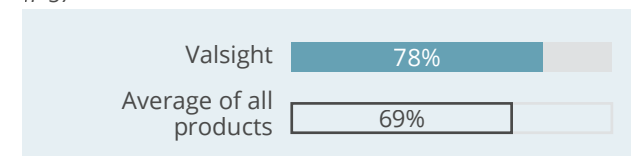
Planning users per company

n=37



Planning users (as a percentage of all users)

n=37



Project Success

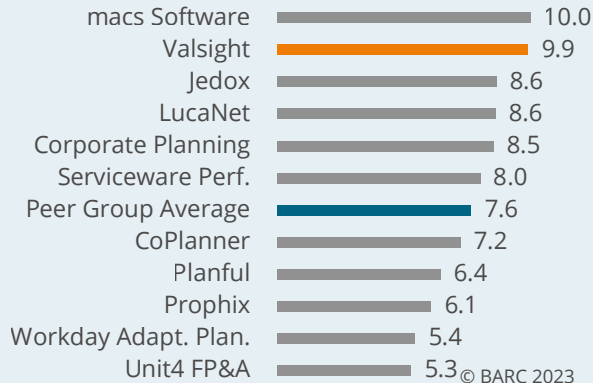


This KPI is based on the level of satisfaction with implementations and the frequency of projects completed on time and on budget.

Project Success – Leader



Peer group: Midsize/Departmental Implementations

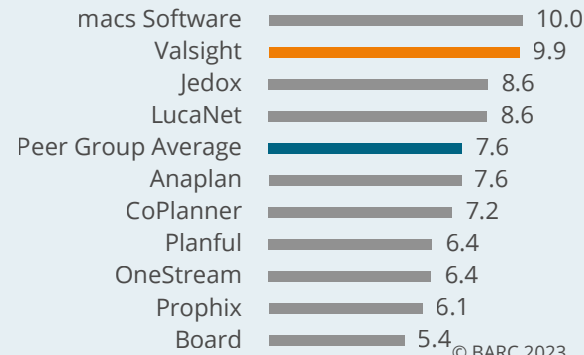


This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

Project Success – Leader



Peer group: Performance Management Specialists



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

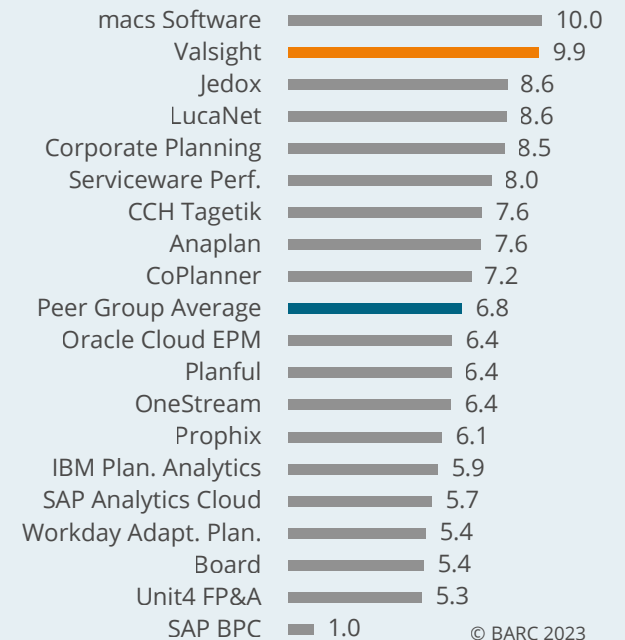
Project Success



Project Success – Leader



Peer group: Planning-Focused Products

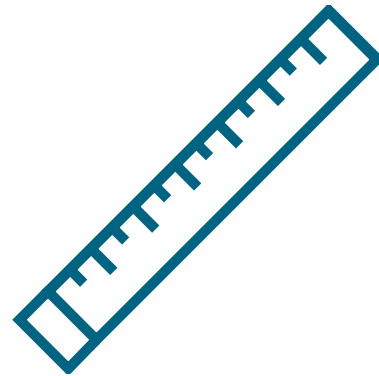


This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

BARC Viewpoint

Successful and beneficial projects are a basic requirement for customer satisfaction. Feedback in this year's Planning Survey confirms that projects with Valsight are often successful. The driver-based planning, forecasting and simulation platform creates high business value for many companies and increased transparency of planning is the main benefit achieved. In turn, Valsight achieves good results for *Project Success* in all of its peer groups. 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. The majority of customers are satisfied with the implementation of the business and technical aspects of their projects.

Project Length

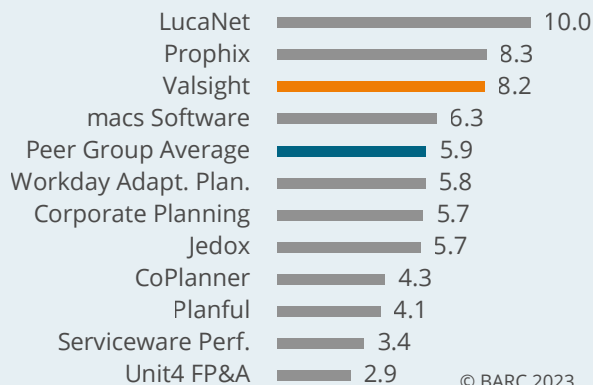


This KPI is based on how quickly the product is implemented.

Project Length – Leader



Peer group: Midsize/Departmental Implementations



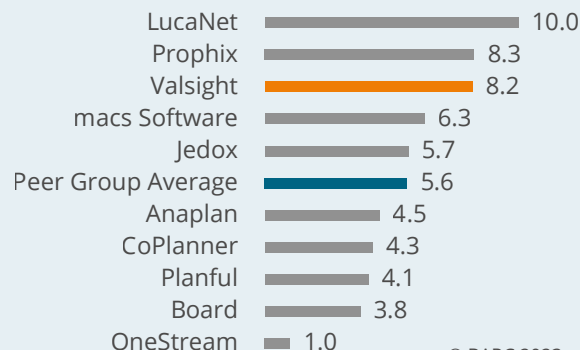
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Project Length – Leader



Peer group: Performance Management Specialists



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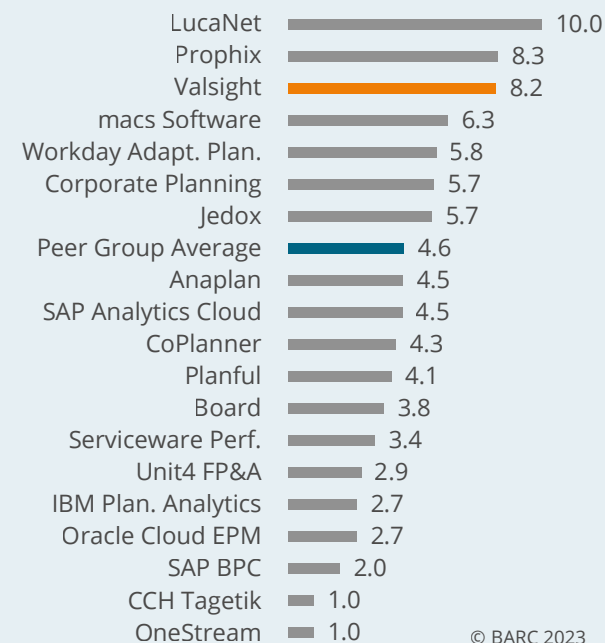
Project Length



Project Length – Leader



Peer group: Planning-Focused Products



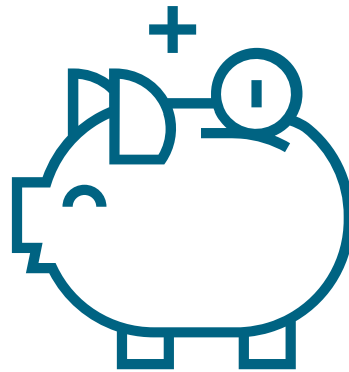
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This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

BARC Viewpoint

Valsight is a deserved leader for *Project Length* in all of its peer groups this year. Projects with Valsight are usually completed quite quickly, which is vital for fast time to value. Many customers seem happy with the duration of their implementation projects, particularly when compared to Valsight's competitors. One reason for this is surely the cloud version of the product (leveraging AWS or other cloud infrastructure providers), which enables customers to get straight into implementing their business needs without lengthy hardware procurement processes. A second reason is Valsight's prebuilt content for various topics and industries that also helps to accelerate implementation projects. Another important reason is that Valsight is typically used in smaller, mid-sized and departmental scenarios with relatively small data volumes and user numbers.

Price to Value

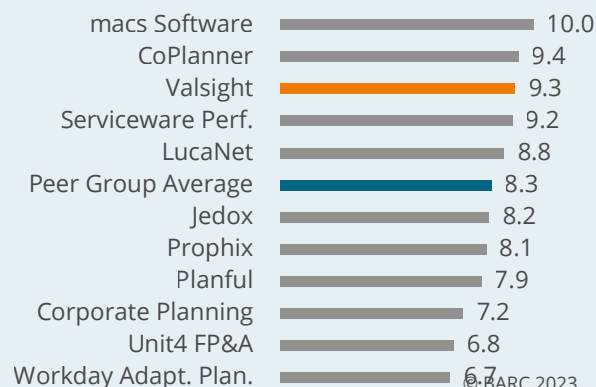


This KPI is based on how users rate their tool in terms of price to value.

Price to Value – Leader



Peer group: Midsize/Departmental Implementations

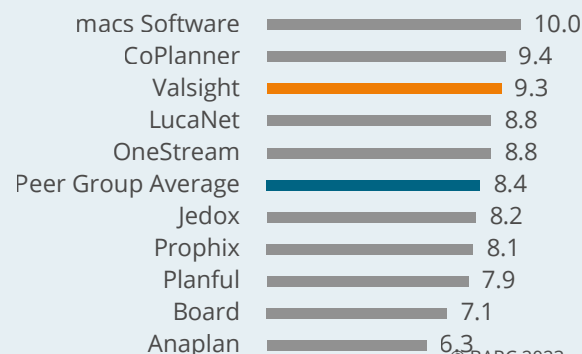


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This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

Price to Value – Leader



Peer group: Performance Management Specialists



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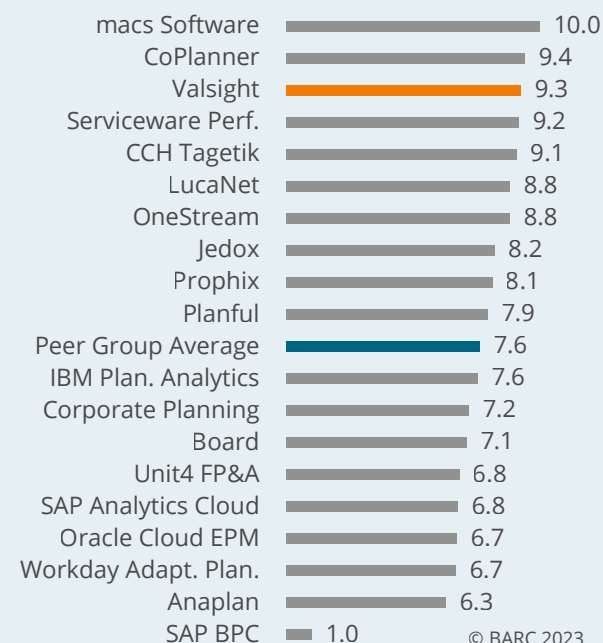
Price to Value



Price to Value – Leader



Peer group: Planning-Focused Products



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

BARC Viewpoint

'Price-performance ratio' is cited by 29 percent of customers as an important reason why they chose Valsight. Many consider the product to be attractively priced, offering good value and comprehensive functionality to support value-driver-based planning and forecasting as well as simulations and the interactive analysis of results. Valsight is placed among the leaders for *Price to Value* in all of its peer groups this year. Licensing is based on three packages: Team, Corporate and Enterprise. These can be flexibly upgraded. All options are subscription-based for named users. Several survey respondents praised the pricing and contract flexibility offered by Valsight during the sales process.

Vendor Support

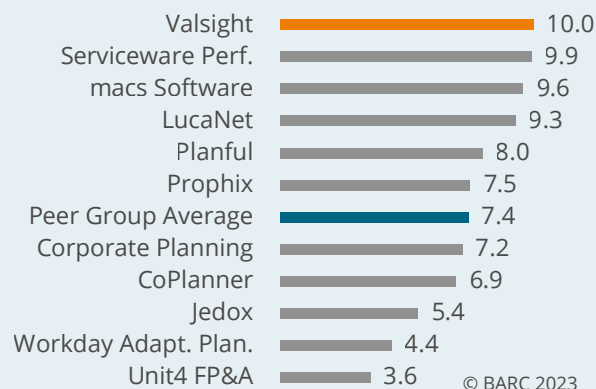


This KPI measures user satisfaction with the level of vendor support provided for the product.

Vendor Support – Top-ranked



Peer group: Midsize/Departmental Implementations



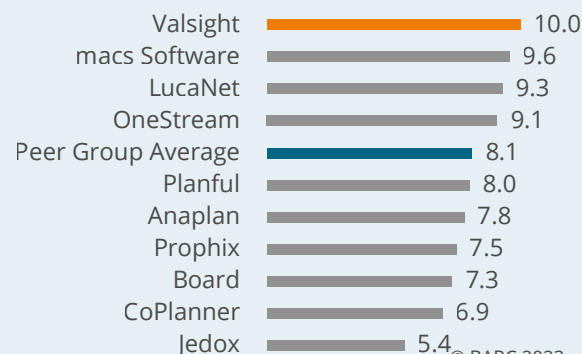
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Vendor Support – Top-ranked



Peer group: Performance Management Specialists



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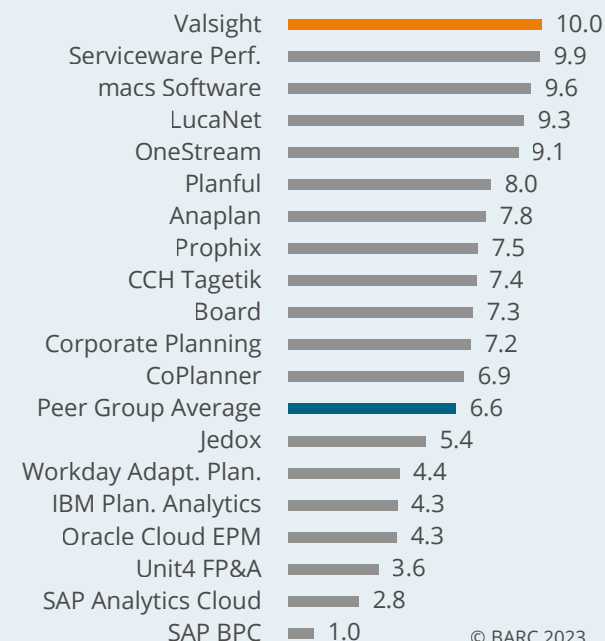
Vendor Support



Vendor Support – Top-ranked



Peer group: Planning-Focused Products



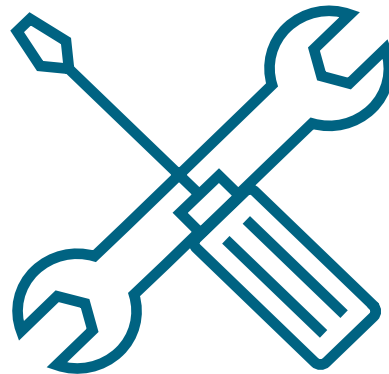
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BARC Viewpoint

Valsight tops all of its peer groups in the *Vendor Support* KPI, so customers are clearly satisfied with Valsight's support services and benefit from the vendor's product knowledge and implementation experience. Technical and business support is provided directly by the vendor and partners. Customers can log issues via phone, e-mail or web portal. Remote access to customer systems is also possible. Year after year, The Planning Survey confirms that Valsight does an excellent job of building strong customer relationships and delivering outstanding support services. In this year's survey, not a single respondent had anything negative to say about Valsight's support, which speaks volumes. The vendor listens very carefully to customer needs and requirements, constantly improving its software with this information.

Implementer Support

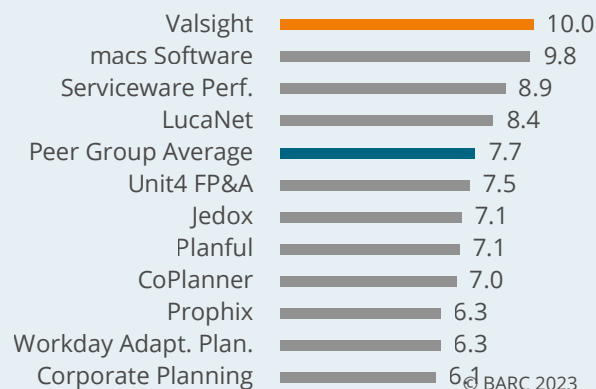


This KPI measures user satisfaction with the level of the implementer's support for the product.

Implementer Support – Top-ranked



Peer group: Midsize/Departmental Implementations

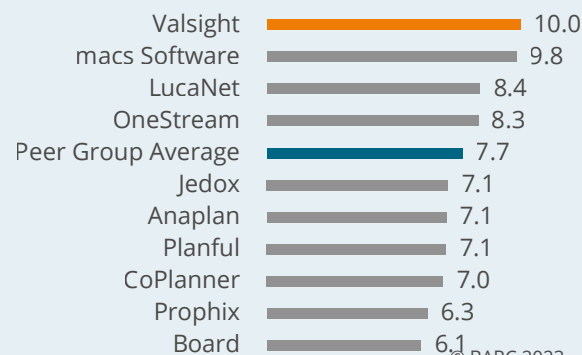


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Implementer Support – Top-ranked



Peer group: Performance Management Specialists



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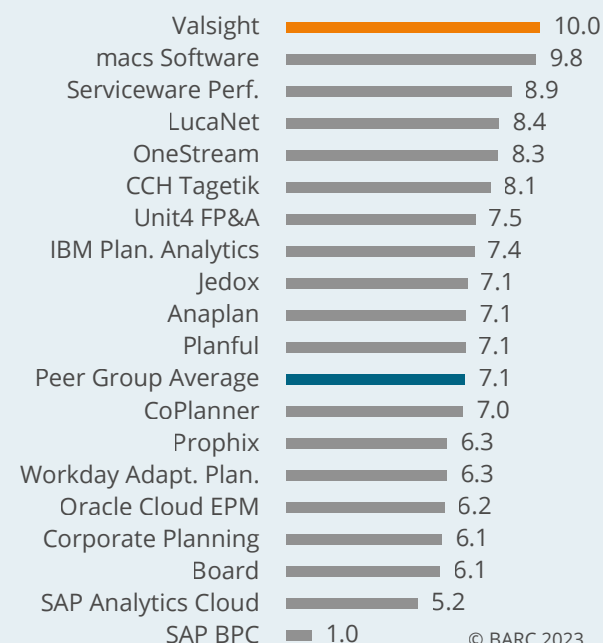
Implementer Support



Implementer Support – Top-ranked



Peer group: Planning-Focused Products

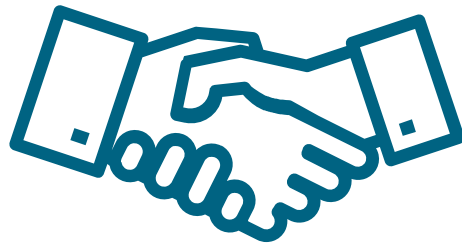


© BARC 2023
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

BARC Viewpoint

Valsight can be implemented by the vendor's own consulting team or through its experienced partner network, which includes BCG, Deloitte, KPMG, PwC, Horváth & Partners and some other local companies. Partners focus on specific solutions, industries and regions. Implementer support plays a crucial role in successful software implementations. Valsight and its partners support customers by advising them how best to implement the software to meet their particular business needs. Outstanding results for *Implementer Support* in all of its peer groups confirm that a high proportion of Valsight projects are successfully implemented and the majority of customers are satisfied. Customer feedback also confirms that the level of implementation satisfaction and the frequency of projects completed on time and on budget are both high.

Sales Experience

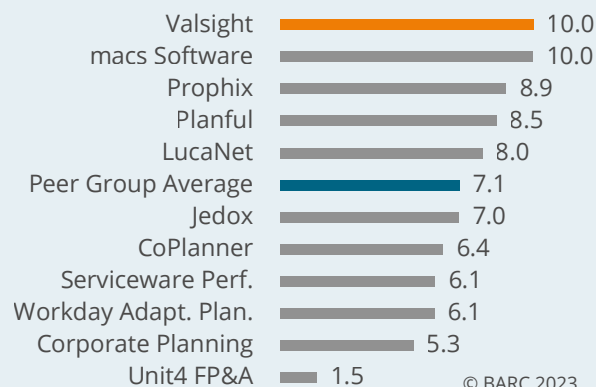


This KPI is based on how respondents rate their sales/purchasing experience with the vendor.

Sales Experience – Top-ranked



Peer group: Midsize/Departmental Implementations



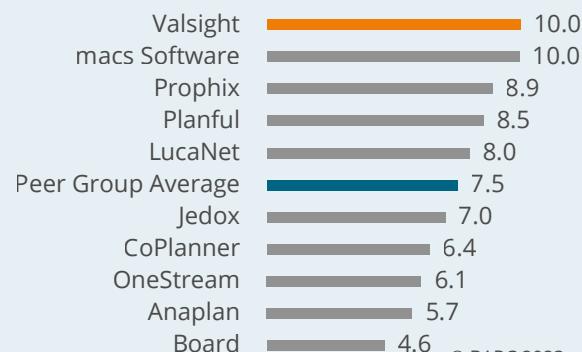
© BARC 2023

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Sales Experience – Top-ranked



Peer group: Performance Management Specialists



© BARC 2023

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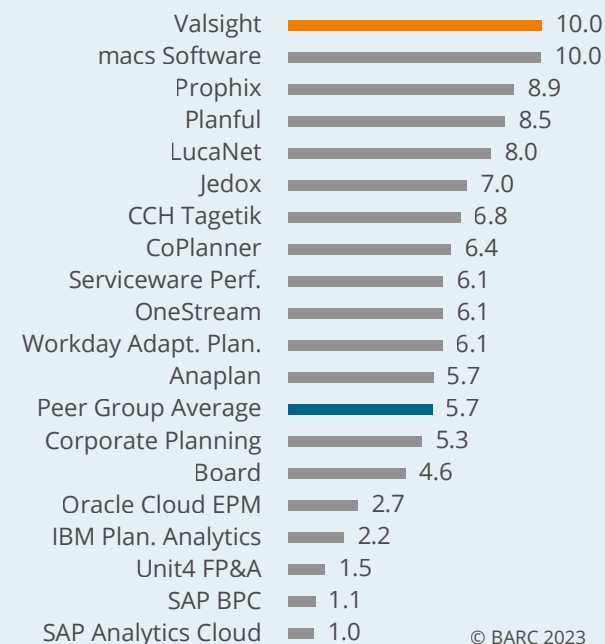
Sales Experience



Sales Experience – Top-ranked



Peer group: Planning-Focused Products



© BARC 2023

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

BARC Viewpoint

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

Customer Satisfaction

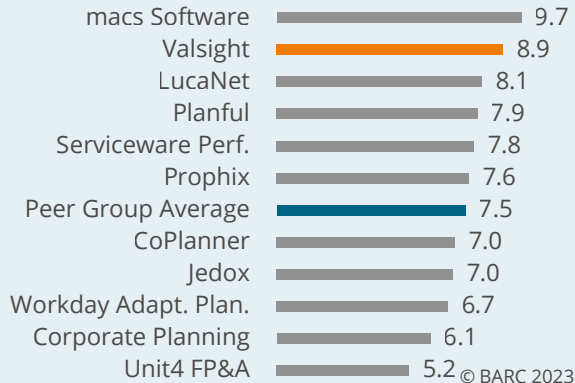


This KPI combines the *Price to Value*, *Recommendation*, *Vendor Support*, *Implementer Support*, *Product Satisfaction* and *Sales Experience* KPIs.

Customer Satisfaction – Leader



Peer group: Midsize/Departmental Implementations

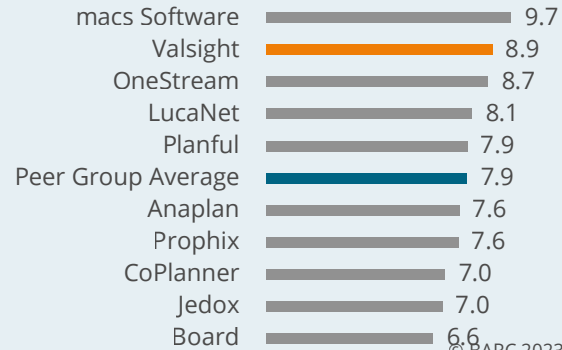


This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

Customer Satisfaction – Leader



Peer group: Performance Management Specialists



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

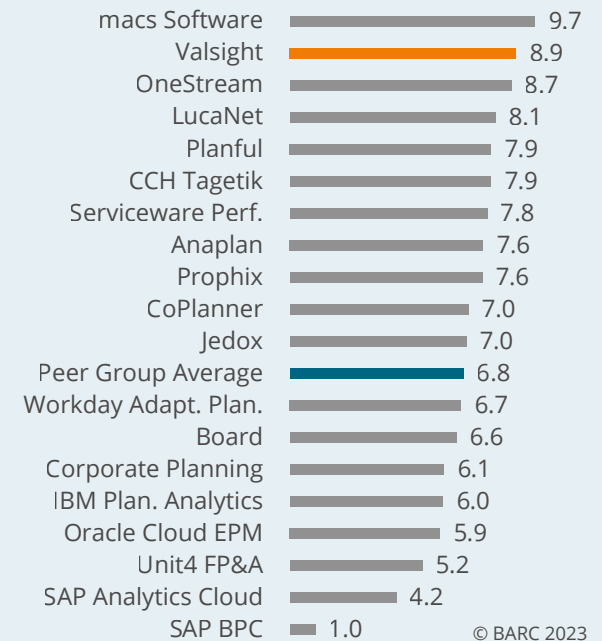
Customer Satisfaction



Customer Satisfaction – Leader



Peer group: Planning-Focused Products



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

BARC Viewpoint

Customer Satisfaction aggregates the *Price to Value*, *Recommendation*, *Vendor Support*, *Implementer Support*, *Product Satisfaction* and *Sales Experience* KPIs. Great results in several of these KPIs contribute to Valsight's leading position for *Customer Satisfaction* in all of its peer groups. Customer feedback confirms that Valsight is an attractively priced product, offering good value and comprehensive functionality for money. Many of our survey participants praised the vendor and its partners' support services and indicated that they benefit greatly from their product knowledge and implementation experience. The fact that all of Valsight customer surveyed said they would "definitely" or "probably" recommend their planning product to other organizations speaks volumes. This finding is backed up by the product's outstanding Net Promoter Score (NPS) of 57.

Planning Content

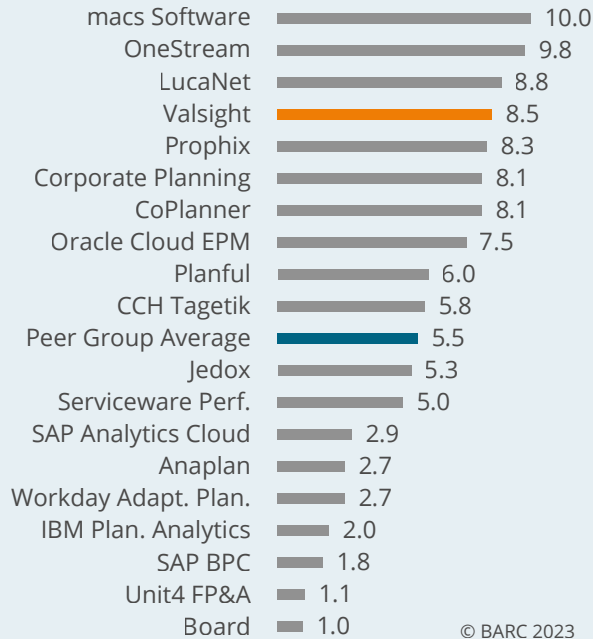


This KPI measures user ratings of the predefined planning content available with the product.

Planning Content – Leader



Peer group: Planning-Focused Products



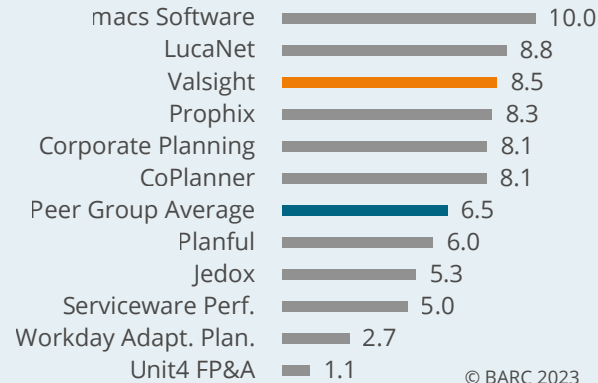
© BARC 2023

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

Planning Content – Leader



Peer group: Midsize/Departmental Implementations



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

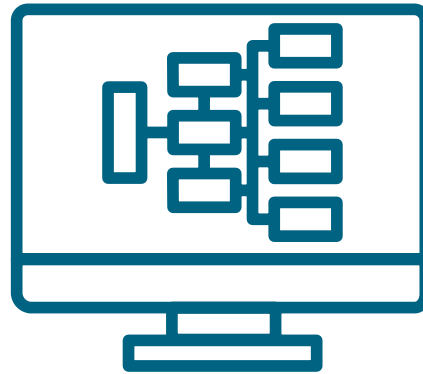
Planning Content



BARC Viewpoint

In addition to the platform's industry-agnostic product capabilities, Valsight provides prebuilt content and demo models for various topics and industries that can be used as a starting point to build company-specific models. This content is built on best practices and Valsight's consulting experience. The focus of Valsight, even with prebuilt content and models, is always on the flexibility of changes made by business users themselves. Two leading ranks in the *Planning-Focused Products* and *Midsize/Departmental Implementations* peer groups confirm that many customers are satisfied with the vendor's prebuilt solutions and content.

Planning Functionality

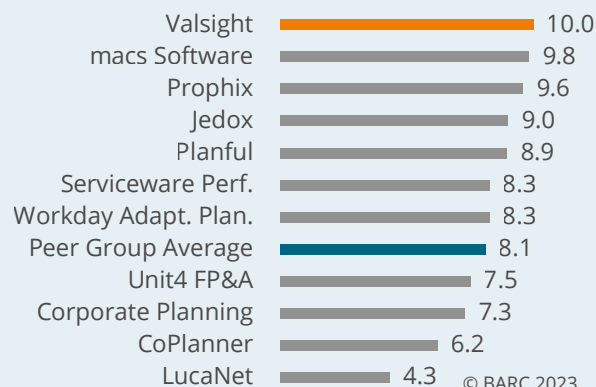


This KPI measures user ratings of the product's coverage of planning-specific requirements.

Planning Functionality – Top-ranked



Peer group: Midsize/Departmental Implementations

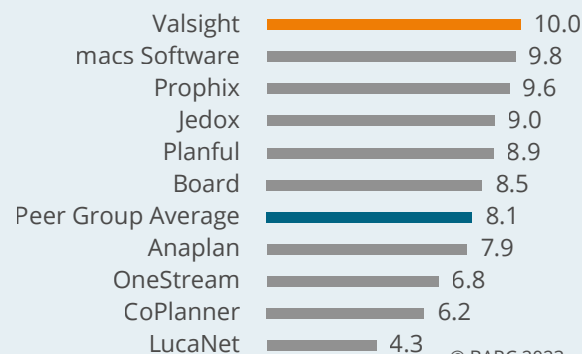


This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

Planning Functionality – Top-ranked



Peer group: Performance Management Specialists



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

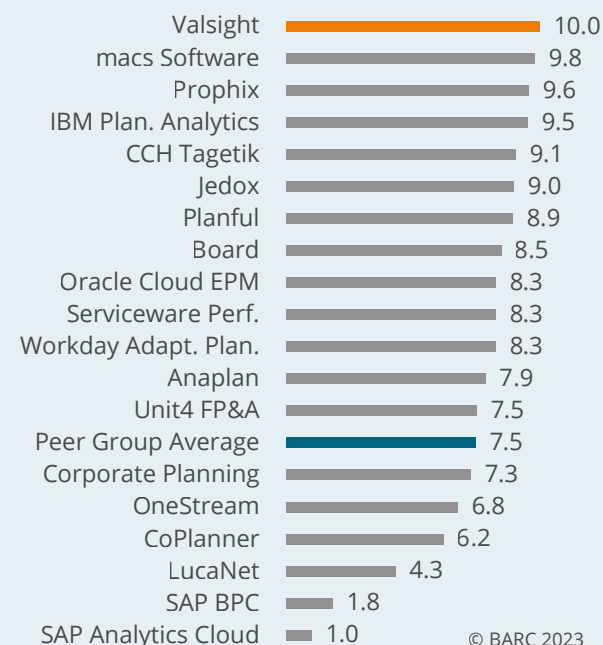
Planning Functionality



Planning Functionality – Top-ranked



Peer group: Planning-Focused Products



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

BARC Viewpoint

Valsight provides companies with functionality to flexibly simulate financial and operational plans, forecasts or any scenario on the fly. Unlike many of its rivals, Valsight is not a classical planning, budgeting and forecasting tool. Survey feedback indicates that strategic planning is the predominant use case for 76 percent of the customers surveyed. The product supports value-driver-based planning and forecasting as well as simulations and the interactive analysis of results. The solution has no specific market or industry focus and is used by companies of various sizes and industries. Business departments in mid-sized and large companies are the most likely to benefit from the insights into data it can provide. Valsight tops all its peer groups in the *Planning Functionality* KPI this year.

Simulation

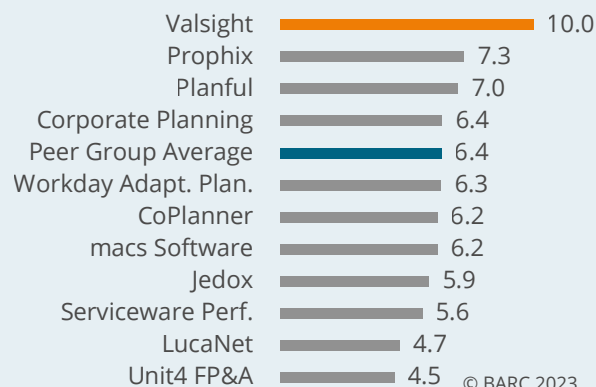


This KPI measures user ratings of the product's simulation functionality.

Simulation – Top-ranked



Peer group: Midsize/Departmental Implementations

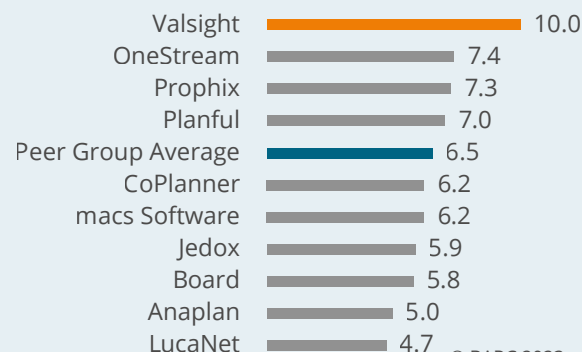


This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

Simulation – Top-ranked



Peer group: Performance Management Specialists



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

Simulation



Consistently top-ranked in Simulation

Peer group: Midsize/Departmental Implementations



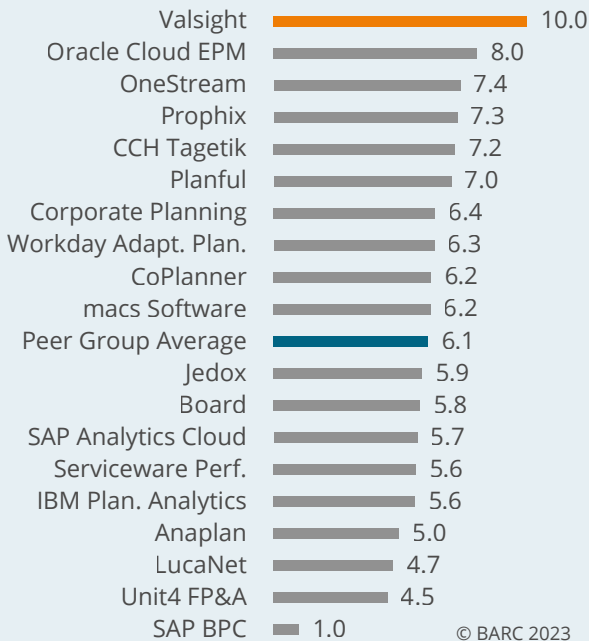
BARC Viewpoint

Simulations and scenario evaluations are the basis for the well-founded analysis and evaluation of alternative actions, opportunities and risks. Increasing dynamics and uncertainty massively influence the importance of simulations for corporate management. 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, ARIMA). By simply selecting or deselecting certain assumptions, new scenarios are created and simulated. Valsight has been top-ranked for *Simulation* in all of its peer groups for five consecutive years now – an outstanding result.

Simulation – Top-ranked



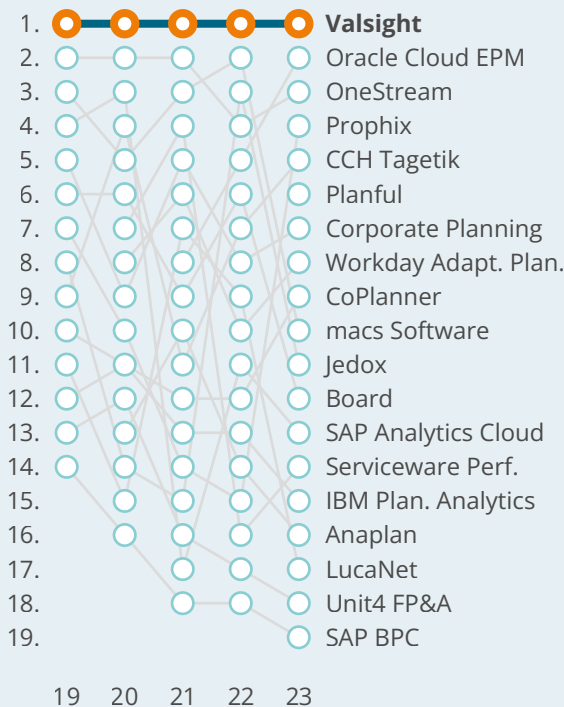
Peer group: Planning-Focused Products



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

Consistently top-ranked in Simulation

Peer group: Planning-Focused Products



Simulation



Consistently top-ranked in Simulation

Peer group: Performance Management Specialists



Reporting/Analysis

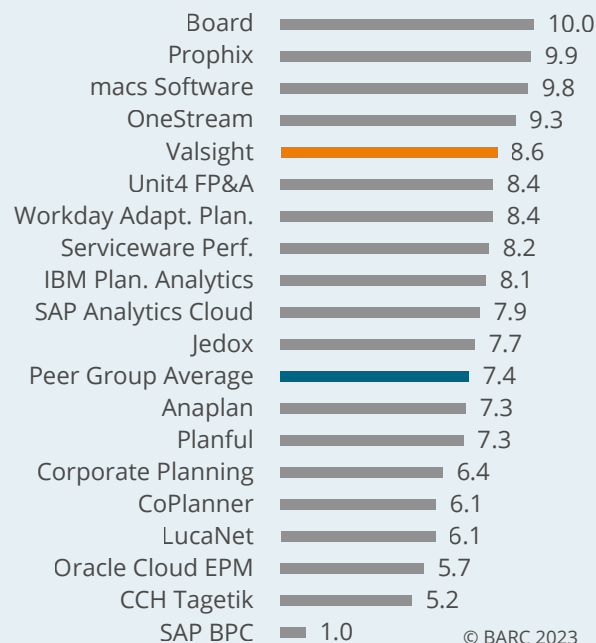


This KPI measures user ratings of the product's coverage of reporting/analysis requirements.

Reporting/Analysis – Leader



Peer group: Planning-Focused Products



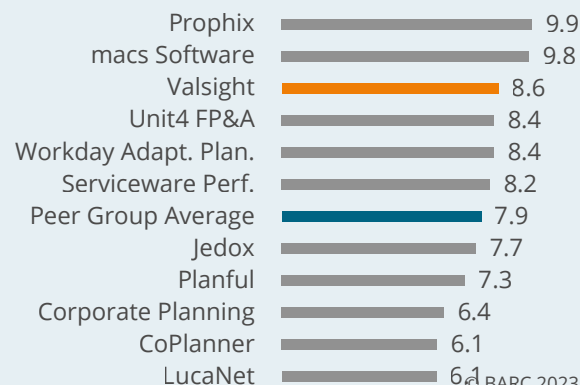
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This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

Reporting/Analysis – Leader



Peer group: Midsize/Departmental Implementations



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

Reporting/Analysis



BARC Viewpoint

With Valsight, planning and simulation results can be analyzed ad hoc and interactively via multiple diagrams, dashboards and an integrated presentation mode. However, it is not a classical reporting/analysis tool and is rarely used for typical BI and analytics use cases such as standard/enterprise reporting. One customer puts it bluntly: "Valsight is very well suited for simulations. Reporting, on the other hand, is better implemented with other tools." Nonetheless, ad hoc queries and analyses including flexible drill operations, slice and dice, and pivoting are supported. Moreover, standard analysis capabilities such as filtering, sorting, highlighting and search functions are all available, as well as the option to integrate R scripts. A good proportion of customers seem to be satisfied with Valsight's reporting and analysis capabilities, rating it among the leaders in two of its peer groups this year.

Self-Service

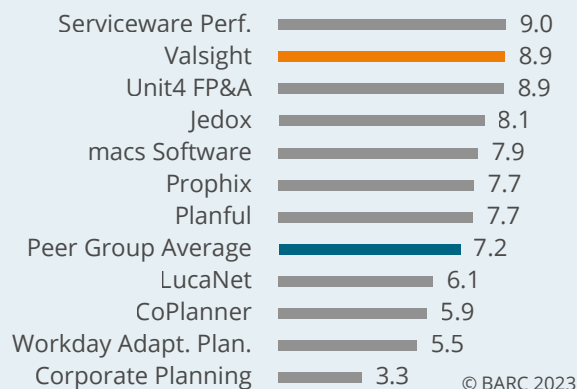


This KPI is based on the proportion of respondents' organizations currently using self-service planning features with their product.

Self-Service – Leader



Peer group: Midsize/Departmental Implementations



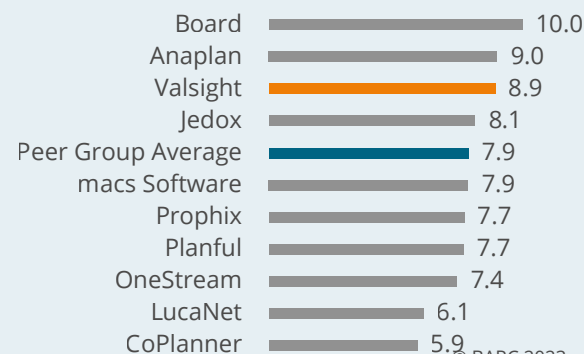
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Self-Service – Leader



Peer group: Performance Management Specialists



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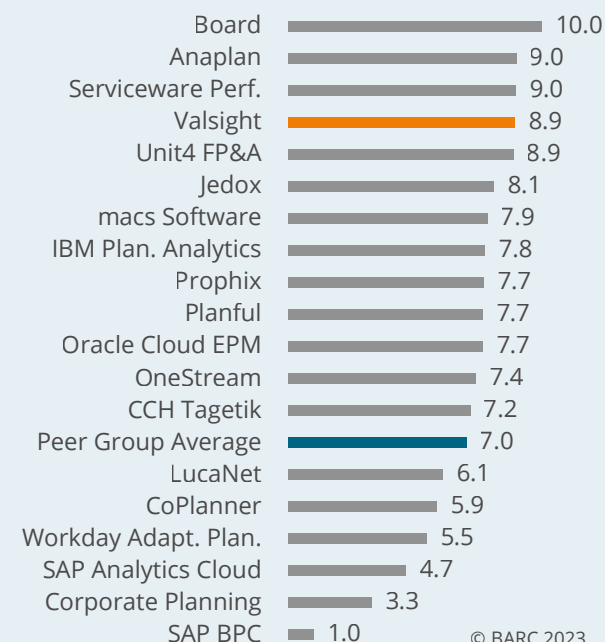
Self-Service



Self-Service – Leader



Peer group: Planning-Focused Products



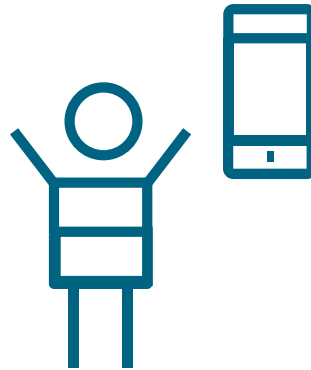
© BARC 2023

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

BARC Viewpoint

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 (software-as-a-service). With Valsight, business users can create driver models 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 designed for self-service use in business departments (typically the finance and controlling departments). Three leading ranks for *Self-Service* show that it is commonly used in a self-service manner in business departments.

Ease of Use

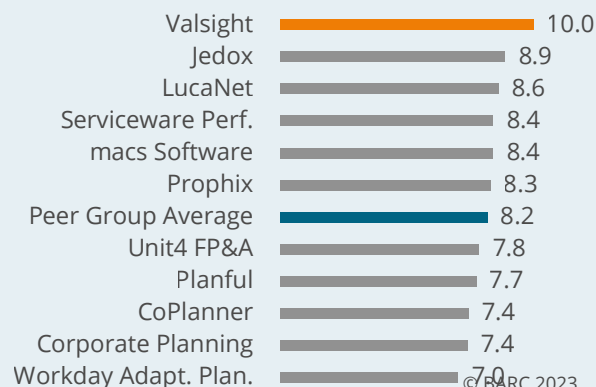


This KPI is based on how often the product was chosen for its ease of use, and on the level of complaints about ease of use post-implementation.

Ease of Use – Top-ranked



Peer group: Midsize/Departmental Implementations



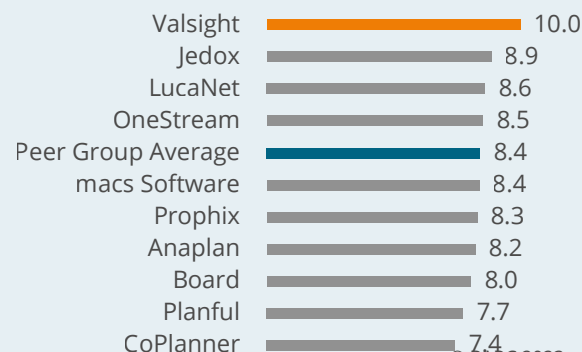
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This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

Ease of Use – Top-ranked



Peer group: Performance Management Specialists



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

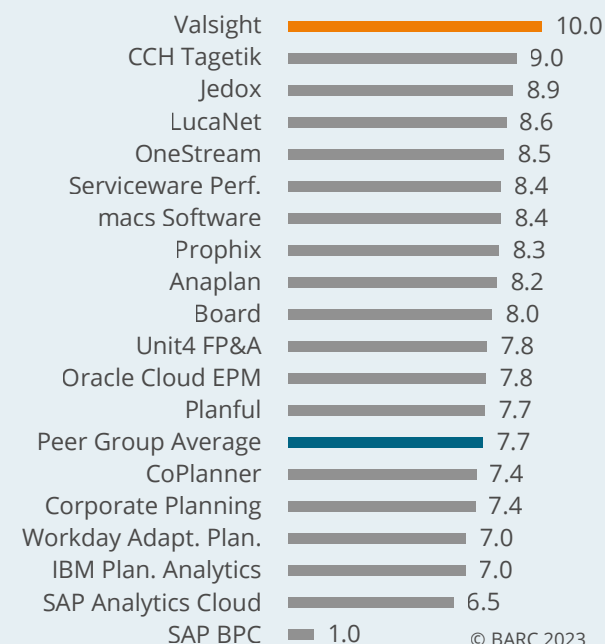
Ease of Use



Ease of Use – Top-ranked



Peer group: Planning-Focused Products



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

BARC Viewpoint

Valsight primarily targets finance and business users in mid-sized and large organizations. A high proportion of customers confirm that the product is easy to use, leading to top rankings for Ease of Use in all of its peer groups. In general, the product requires little technical knowledge to use except on the data management side (particularly with data integration). As a result, many customers feel they can roll out and use Valsight in a self-service manner in business departments. This is especially true when leveraging the cloud option, where Valsight looks after the running and maintenance of the system (software-as-a-service). In fact, many of the customers surveyed chose Valsight because of its ease of use for planners (65 percent) and developers (32 percent).

Performance Satisfaction

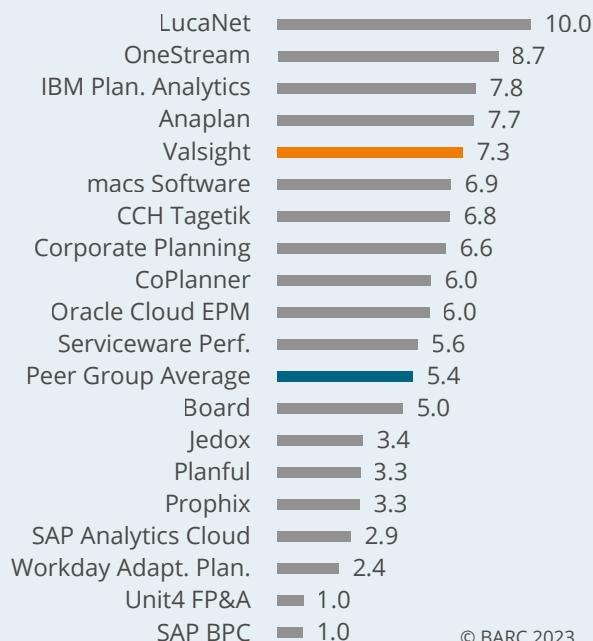


This KPI measures the frequency of complaints about the system's performance.

Performance Satisfaction – Leader



Peer group: Planning-Focused Products



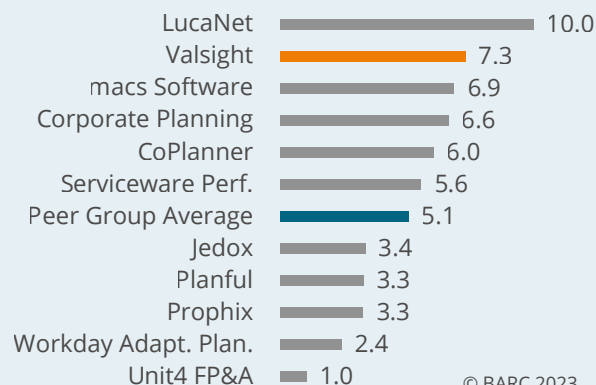
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This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

Performance Satisfaction – Leader



Peer group: Midsize/Departmental Implementations



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

Performance Satisfaction



BARC Viewpoint

Technically, 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. Our survey results confirm that the product and its underlying database environment are clearly capable of dealing with the data volumes and user numbers its customers typically work with. Complaints about slow performance when using Valsight are very rare (14 percent). The driver-based planning, forecasting and simulation platform clearly convinces companies with superior performance in the evaluation process and use phase. Overall, performance satisfaction is high among customers, which is a major reason for Valsight's strong rankings in this KPI.

User Experience

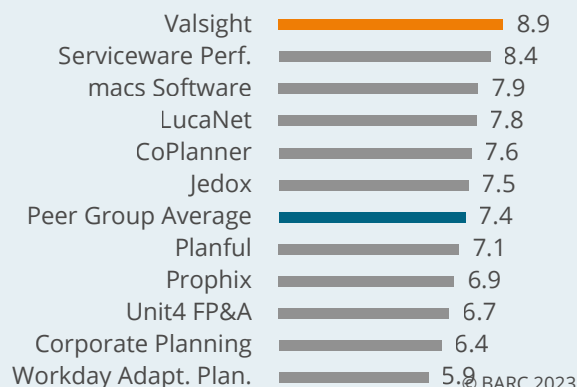


This KPI combines the *Self-Service, Flexibility, Ease of Use* and *Performance Satisfaction* KPIs.

User Experience – Top-ranked



Peer group: Midsize/Departmental Implementations

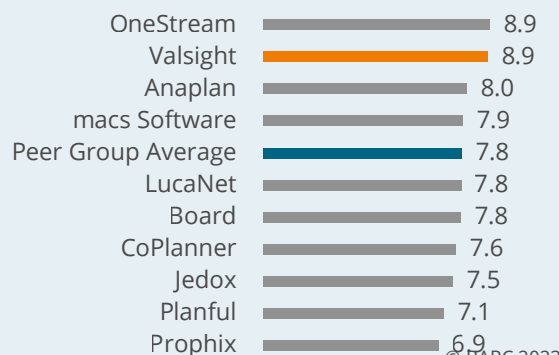


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This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

User Experience – Leader



Peer group: Performance Management Specialists



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

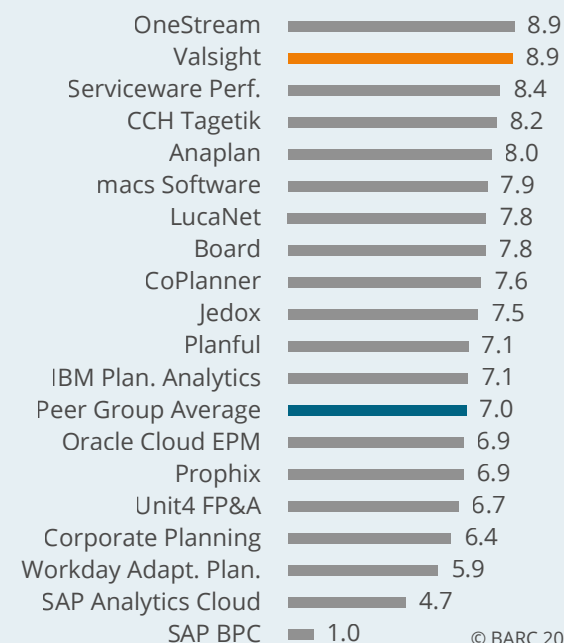
User Experience



User Experience – Leader



Peer group: Planning-Focused Products

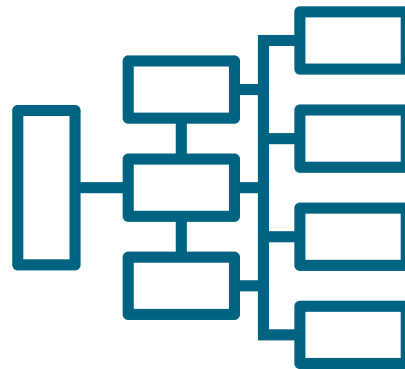


© BARC 2023
This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

BARC Viewpoint

User Experience combines the *Self-Service*, *Ease of Use*, *Flexibility* and *Performance Satisfaction* KPIs. Strong results in most of these contribute to Valsight's excellent ratings for User Experience across all peer groups. Valsight is considered by many customers to be easy to use and is often deployed in a self-service manner in business departments (typically finance and controlling). Moreover, 62 percent of the companies surveyed cited 'Flexibility of the software' as an important reason why they chose Valsight. As a flexible and business-user-friendly platform, Valsight focuses on driver-based planning, forecasting and simulation in companies of varying sizes and industries.

Driver-Based Planning

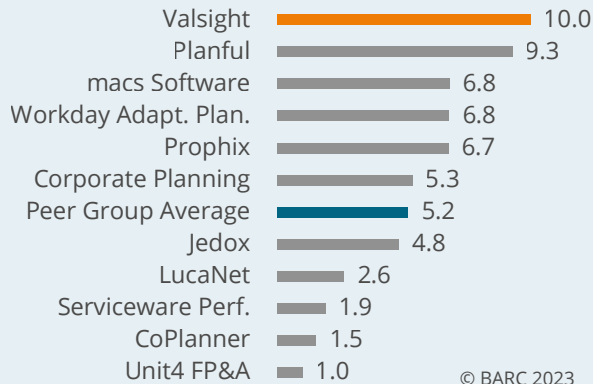


This KPI is based on the proportion of survey respondents that currently use value driver-based planning.

Driver-Based Planning – Top-ranked



Peer group: Midsize/Departmental Implementations



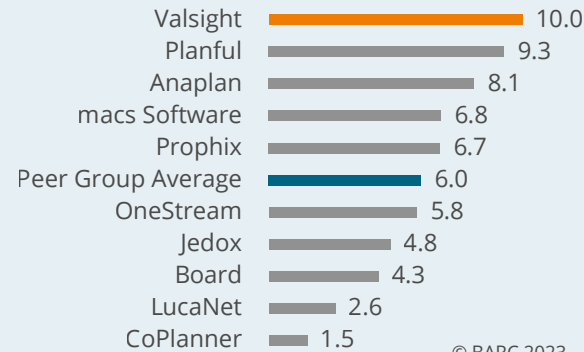
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This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

Driver-Based Planning – Top-ranked



Peer group: Performance Management Specialists



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

Driver-Based Planning



Consistently top-ranked in Driver-Based Planning

Peer group: Midsize/Departmental Implementations



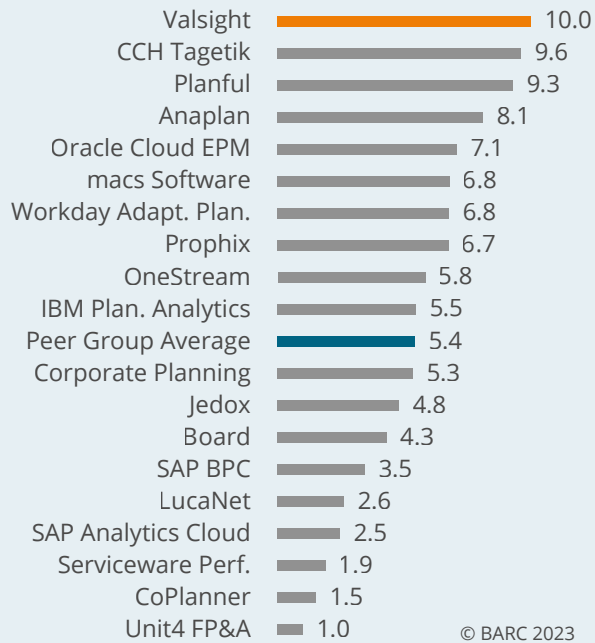
BARC Viewpoint

Planning based on real value drivers with consideration of cause-and-effect relationships can help to reduce planning efforts and ease the burden on planners. The goal behind this approach is usually to focus a company's planning activities on the main business influencing aspects without wasting resources. Consistently excellent results for *Driver-Based Planning* in all its peer groups for the last four years confirm that the implementation of driver-based planning, forecasting and simulation scenarios is the main use case for Valsight. Driver models in Valsight describe the essential business contexts of a business model 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).

Driver-Based Planning – Top-ranked



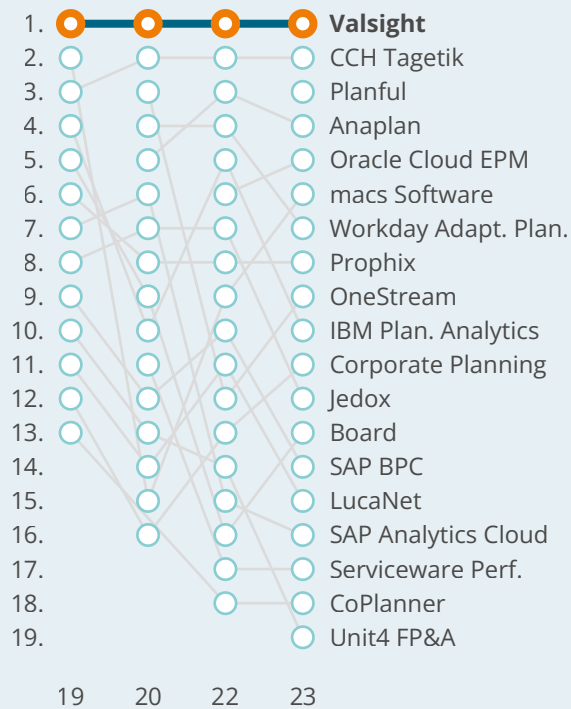
Peer group: Planning-Focused Products



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

Consistently top-ranked in Driver-Based Planning

Peer group: Planning-Focused Products

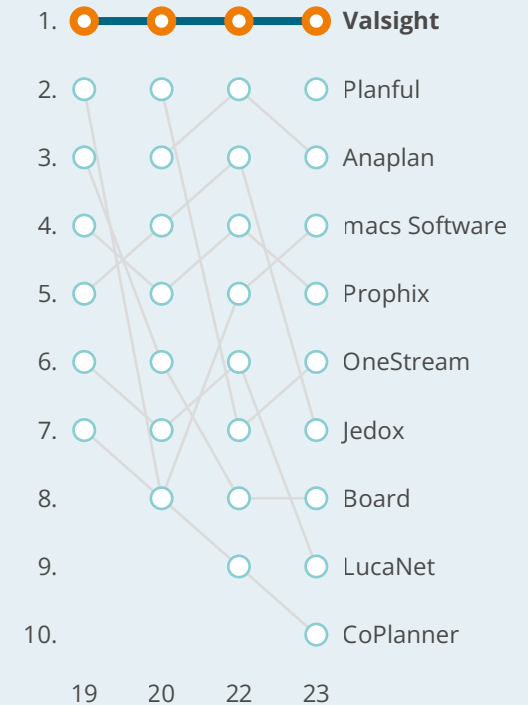


Driver-Based Planning

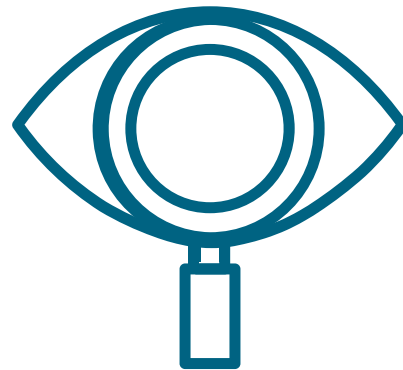


Consistently top-ranked in Driver-Based Planning

Peer group: Performance Management Specialists



Predictive Planning

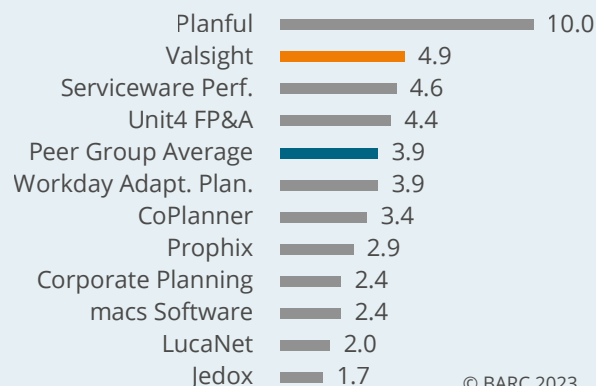


This KPI is based on the proportion of survey respondents that currently use predictive planning and forecasting.

Predictive Planning – Leader



Peer group: Midsize/Departmental Implementations



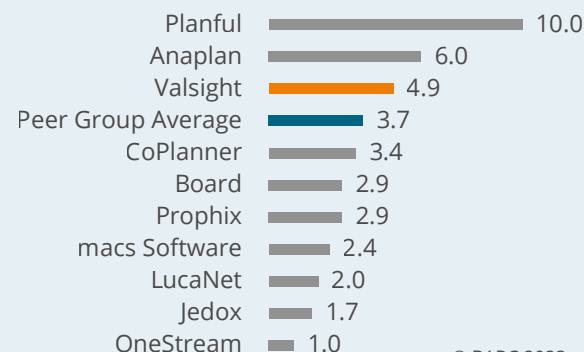
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Predictive Planning – Leader



Peer group: Performance Management Specialists



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

Predictive Planning



BARC Viewpoint

The use of predictive algorithms and machine learning (ML) in corporate planning has been an important trend over recent years. Its aims are to improve planning, forecasting and simulation and to increase automation in order to reduce the workload of planners. Several customers seem to leverage Valsight for predictive planning and therefore the product achieves two leading ranks for *Predictive Planning*. Valsight supports the extrapolation of actual values by using statistical functions (e.g., ARIMA) based on historic data. In addition, automated forecasts can be created based on exponential smoothing and linear regression models, and the integration of R scripts can be implemented on request.

Innovation

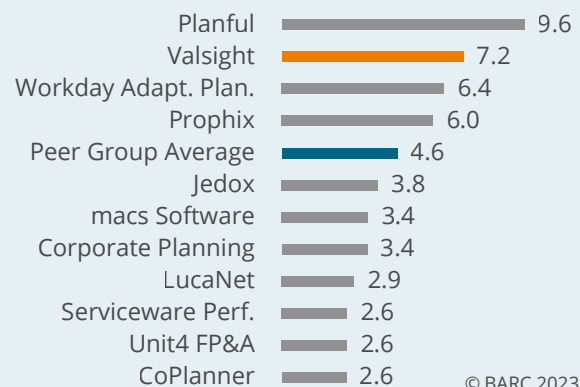


This KPI combines the *Cloud Planning*, *Driver-Based Planning* and *Predictive Planning* KPIs to measure the product's level of innovation.

Innovation – Leader



Peer group: Midsize/Departmental Implementations



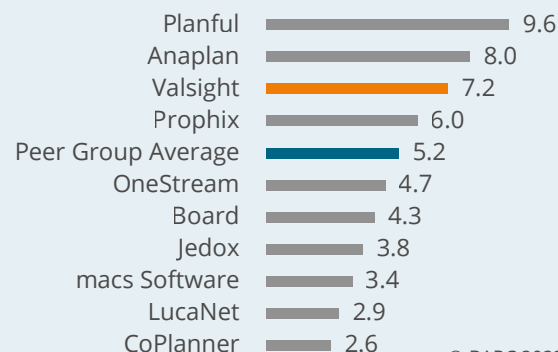
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Innovation – Leader



Peer group: Performance Management Specialists



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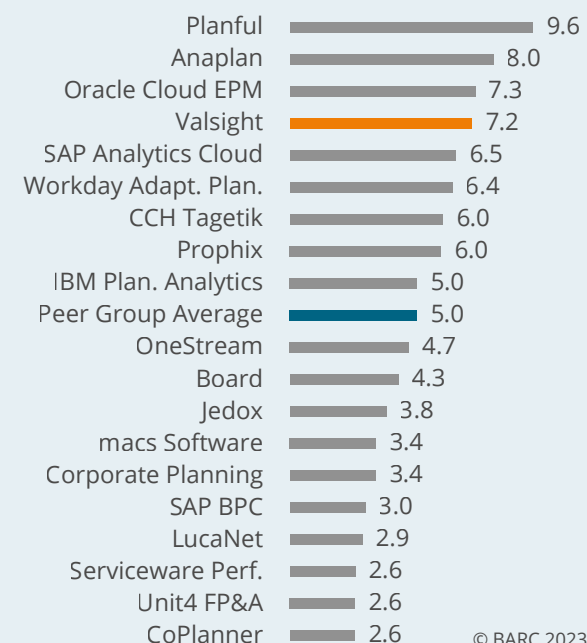
Innovation



Innovation – Leader



Peer group: Planning-Focused Products



© BARC 2023

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

BARC Viewpoint

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 leverage Valsight for these use cases, particularly for driver-based planning, forecasting and simulation as well as the interactive analysis of results, which is the main use case of the product. With its cloud-based deployment approach, many customers also use it for cloud-based planning. The product is used via a fully web-based application (HTML5), which is compatible with popular browsers. 29 percent of respondents (compared to the survey average of just 13 percent) chose to buy Valsight because of the 'high innovative capacity of the vendor', which places the product among the leaders for *Innovation* in all of its peer groups.

Competitive Win Rate

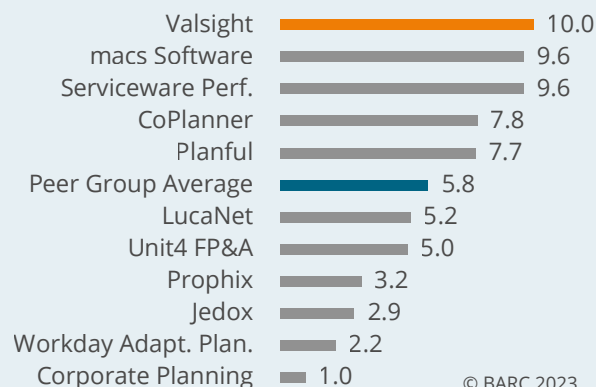


This KPI is based on the percentage of wins in competitive evaluations.

Competitive Win Rate – Top-ranked



Peer group: Midsize/Departmental Implementations



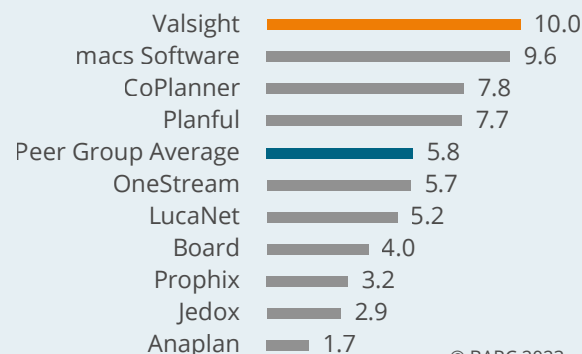
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Competitive Win Rate – Top-ranked



Peer group: Performance Management Specialists



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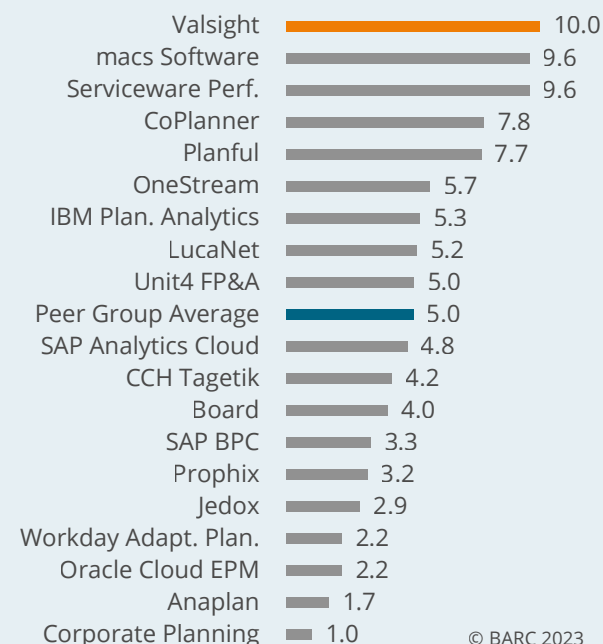
Competitive Win Rate



Competitive Win Rate – Top-ranked



Peer group: Planning-Focused Products



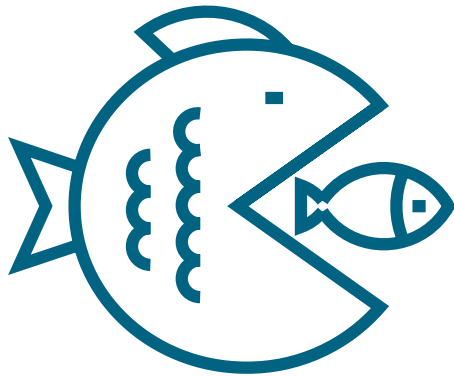
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This chart represents the results for one KPI in one peer group and includes only a subset of the products featured in the survey.

BARC Viewpoint

Valsight's competitive win rate against other vendors is excellent, as confirmed by top ranks for *Competitive Win Rate* in all three of its peer groups. While the vendor's driver-based approach is different to traditional planning solutions and somewhat unique, Valsight convinces 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. Many customers enjoy an excellent rapport with the vendor, using words such as 'cooperative', 'uncomplicated' and 'helpful' to describe their relationship.

Competitiveness

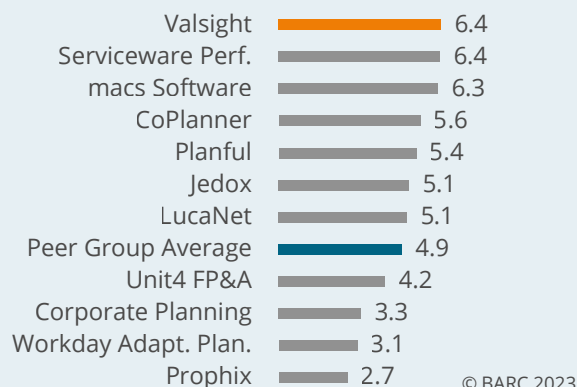


This KPI combines the *Considered for Purchase* and *Competitive Win Rate* KPIs.

Competitiveness – Top-ranked



Peer group: Midsize/Departmental Implementations



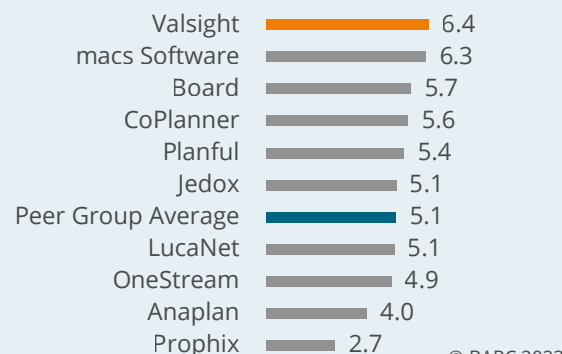
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Competitiveness – Top-ranked



Peer group: Performance Management Specialists



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

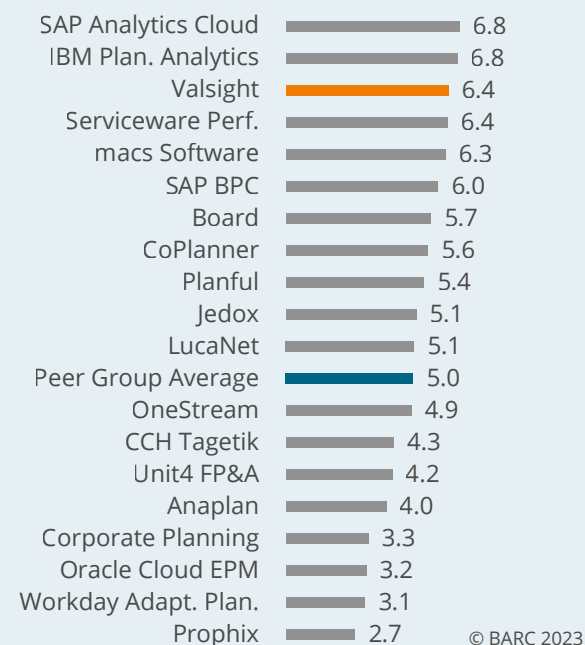
Competitiveness



Competitiveness – Leader



Peer group: Planning-Focused Products



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

BARC Viewpoint

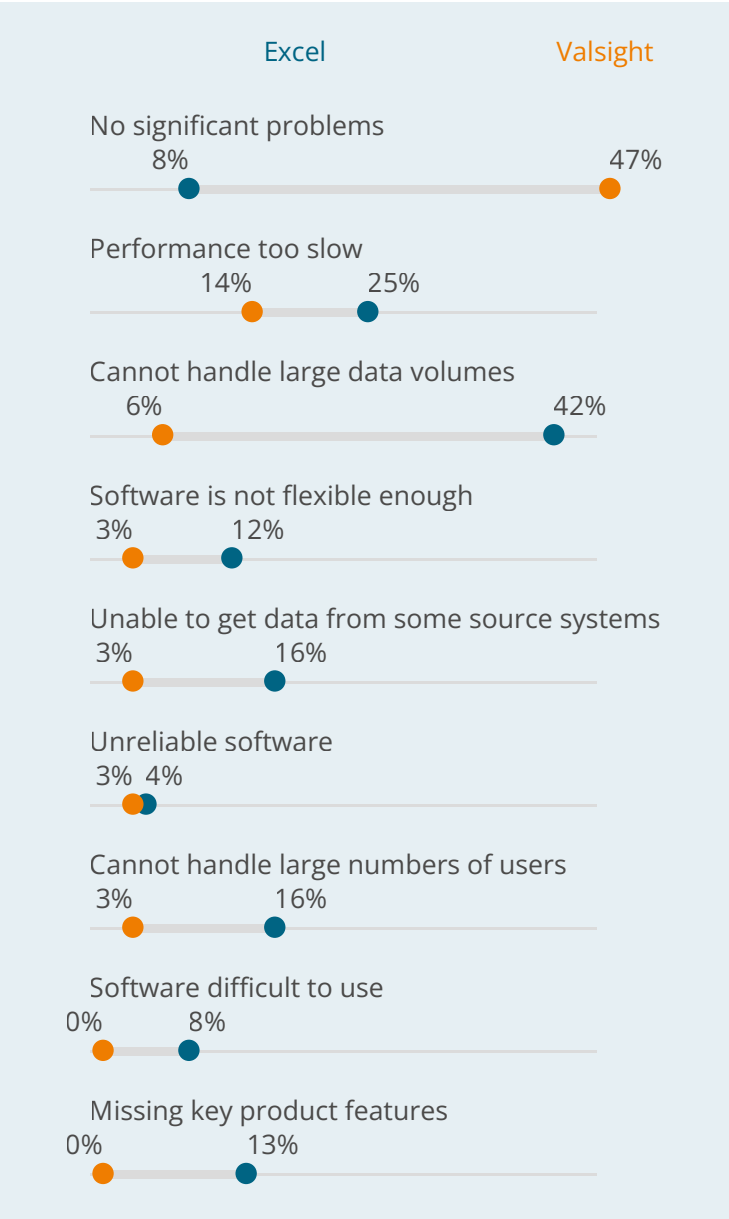
Competitiveness combines the *Considered for Purchase* and *Competitive Win Rate* KPIs. Whereas Valsight is rarely considered for purchase in software selection processes, the product's competitive win rate in head-on competitions against other vendors to win customers is outstanding. As a result, Valsight achieves excellent ratings 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 *Considered for Purchase* and *Competitiveness* ratings 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 it as a viable option.

Valsight vs. Excel



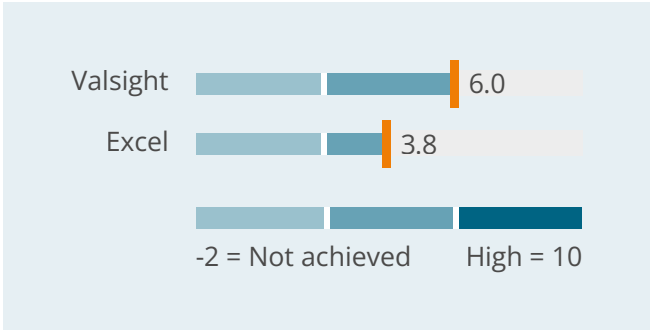
Problems encountered by Valsight and Excel users

n=37/150



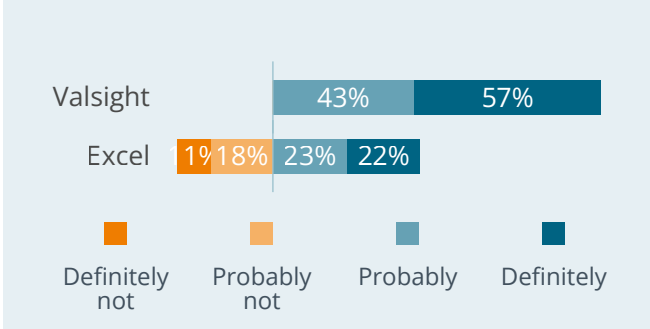
Business Benefits Index*

n=37/149



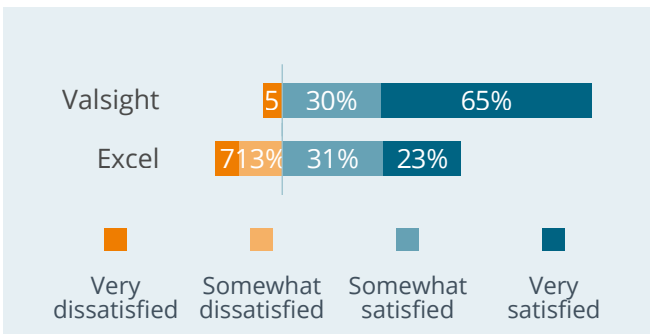
Recommendation**

n=37/152



Satisfaction level**

n=37/154



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 major problem for Valsight customers. 47 percent even report having no significant problems at all with the product. Business benefits regularly achieved by Valsight users (and achieved more frequently than with Excel) include increased transparency of planning, better quality of planning results, more precise/ detailed planning and reduced planning complexity. All the Valsight users surveyed say they would "definitely" or "probably" recommend their planning product to other organizations, while 95 percent of respondents claim to be "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

Data Decisions. Built on BARC.



BARC

BARC

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

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

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

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

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

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

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