



THE BI Survey 16

The world's largest survey of BI software users



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

prevero



A CXP GROUP COMPANY



Peer group
Integrated performance management products

1. Top-ranked in

Flexibility for users
Agility

.....

Leader in

Visual design standards
Ease of use

Peer group
EMEA-focused vendors

1. Top-ranked in

Flexibility for users
Agility

.....

Leader in

Visual design standards
Competitive win rate

Peer group
OLAP analysis-focused products

1. Top-ranked in

Flexibility for users
Agility

.....

Leader in

Visual design standards



Summary

prevero achieves good results in several important KPIs in this year's BI Survey, significantly improving on previous years. The product is rated particularly well for its flexibility, agility and ease of use. Companies can benefit greatly from using prevero, especially in terms of improved data quality, and faster and more accurate reporting, analysis and planning. Overall, BI Survey results show that prevero satisfies many of its customers, in particular in the DACH region. It remains to be seen how things develop with the recent takeover by Unit4 in terms of development, global expansion and functional improvements.

THE BI Survey 16 prevero top ranks





THE BI Survey 16 is based on findings from the world's largest and most comprehensive survey of business intelligence end users, conducted from February 2016 to May 2016. In total, 3,137 people responded to the survey with 2,611 answering a series of detailed questions about their usage of a named product. Altogether, 37 products (or groups of products) are analyzed in detail.

THE BI Survey 16 examines BI product selection and usage among users in categories (KPIs) including business benefits, project success, business value, recommendation, customer satisfaction, customer experience, innovation and agility. There are 32 KPIs in total.

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

For more information on the survey visit our new [BI Survey homepage](#).

prevero overview

prevero was originally founded in 1994. The company is based in Munich, Germany, and has a workforce of more than 150 employees mainly in Europe (including 20-30 in research and development) as well as an international partner network. In recent years, prevero has grown into one of the largest performance management vendors in the DACH region in terms of software revenues, and claims to have a client base of more than 4,000 companies in over 30 countries. Its growth has been largely organic but was also boosted considerably by the acquisitions of software vendors Winterheller in 2011 and MIK in 2015, the latter of which is still trading as an independent company. In July 2016 prevero itself agreed to be acquired by Unit4, a Dutch provider of enterprise applications (e.g. ERP) for service organizations.

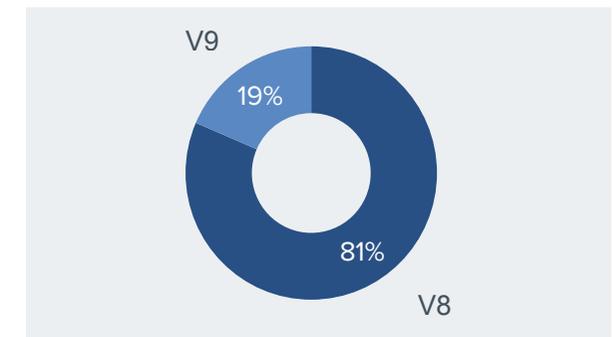
prevero customer responses

This year we had 32 responses from prevero users. 81 percent of them used Version 8, 19 percent Version 9.

prevero's product portfolio includes BI solutions for small to mid-size companies as well as business departments in mid-size and large companies. All products are based on the vendor's prevero.core.9 platform and dimensional prevero.hyper.cube technology. prevero offers a flexible development environment for building individual BI applications for planning, reporting and analysis with the help of wizards. No knowledge of scripting is required. prevero is suitable for conducting centralized and local planning for mid-size to large scenarios. The tool provides good capabilities for supporting both top down and bottom up planning. prevero also offers predefined business applications for specific industries (the utilities sector and airports) and topical areas such as project portfolio management, strategic controlling and risk management.

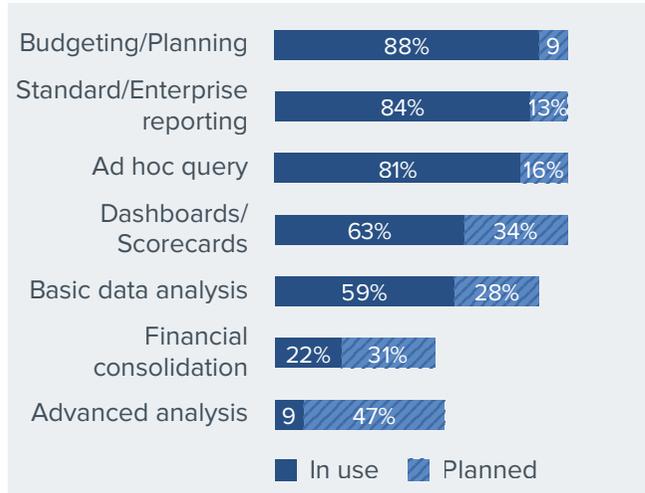
Versions used

n=27



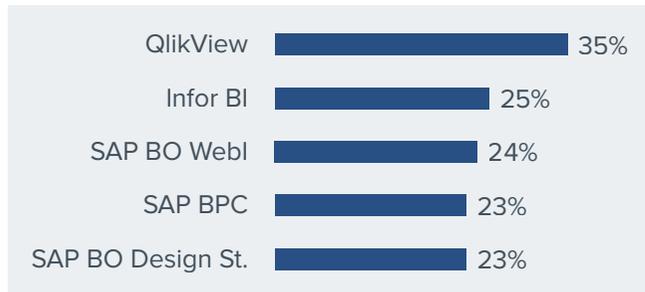
Current vs. planned use

n=32



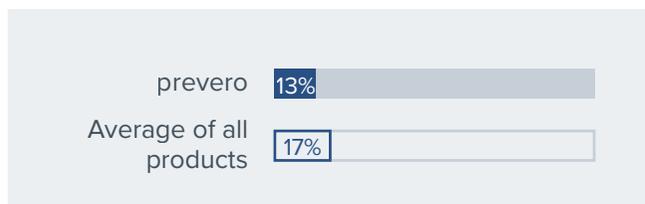
5 products most often evaluated in competition with prevero

n=75



Percentage of employees using prevero

n=32



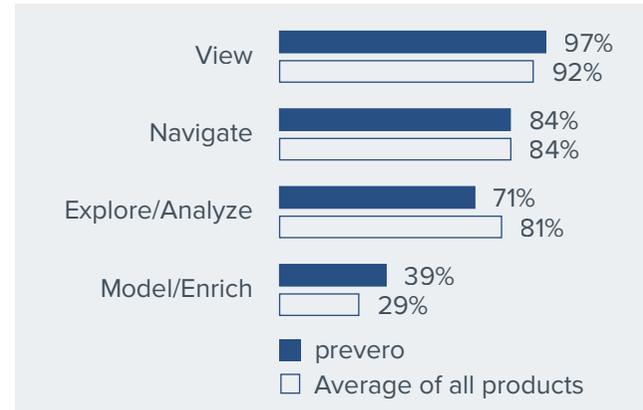
Number of users using prevero

n=26



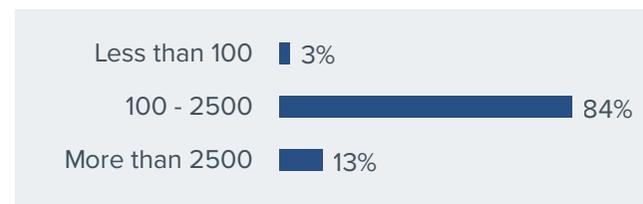
Tasks carried out with prevero by business users

n=31



Company size (employees)

n=32



User & use case demographics

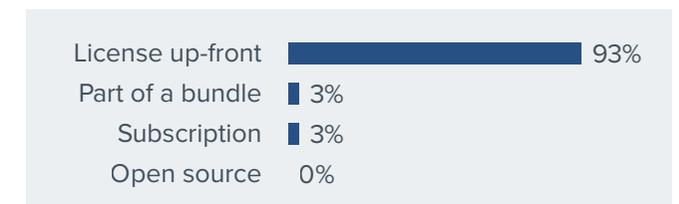


BARC Comment

Besides standard reporting, enterprise reporting and ad hoc query, prevero is mainly used for planning and budgeting. Advanced analysis is not so popular right now with prevero, although a significant proportion of customers plan to tackle this use case in the future. prevero is primarily used in mid-sized companies with 100-2,500 employees with a median number of 100 users in a common environment. However, a mean figure of 293 users per company suggests that the product is used in some larger environments as well. Most customers use the product on-premise, buying licenses up-front rather than by subscription.

Licensing models

n=30



The KPIs

THE BI Survey 16 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 BI Survey.
- Only products with samples of at least 20 - 30 (depending on the KPI) for each of the questions that feeds 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 following KPI chart titles. 'Top-ranked' indicates first position. 'Leader' usually denotes a position in the top 20-25% of products listed in the chart.

Peer Group Classification

THE BI Survey 16 features a range of different types of BI tools so we use peer groups to help identify competing products. The groups are essential to allow fair and useful comparisons of products that are likely to compete.

The peer groups have been defined by BARC analysts using their experience and judgment, with segmentation based on two key factors:

1. Usage scenario - functional peer groups are mainly data-driven and based on how customers say they use the product.
2. Regional focus - is the vendor a large international vendor with a truly global presence or does it focus on a particular region. We also take into account the location of BI Survey respondents.

prevero features in the following peer groups:

- OLAP analysis-focused products
- Integrated performance management products
- EMEA-focused vendors

Peer Groups Overview

Large enterprise BI platforms

Includes products equipped with functionality for enterprise deployments that focus on a broad range of BI use cases.

Dashboarding-focused products

Includes products that focus on creating advanced and highly sophisticated dashboards.

Self-service reporting-focused products

Includes products that focus on self-service reporting and ad hoc analysis.

OLAP analysis-focused products

Includes products that focus on analysis in dimensional and hierarchical data models.

Visual data discovery-focused products

Includes products that focus on visual data discovery and advanced data visualization.

Integrated performance management products

Includes products that provide integrated functionality for BI and performance management, especially planning and budgeting.

Large international BI vendors

Includes products from companies with annual revenues of \$200m+ and a truly international reach.

EMEA-focused vendors

Includes products from vendors that have a significant presence in - and focus on - the EMEA region.

Americas-focused vendors

Includes products from vendors that have a significant presence in - and focus on - the Americas region.



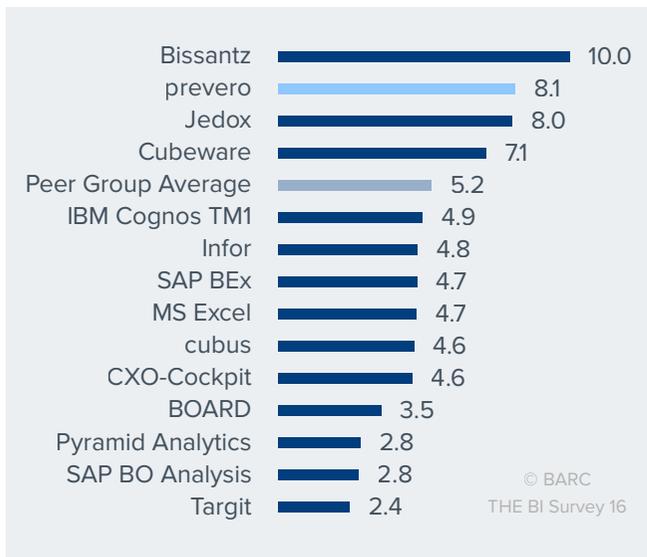
Visual design standards

This KPI is based on how many sites currently use visual design standards with their BI tool.

Visual design standards – Leader



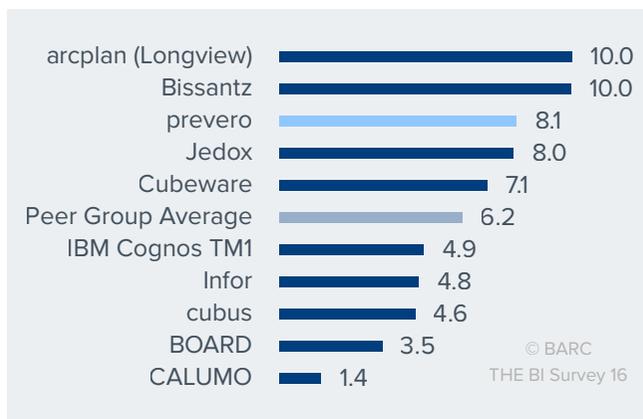
Peer group: OLAP analysis-focused products



Visual design standards – Leader



Peer group: integrated performance management products



Visual design standards



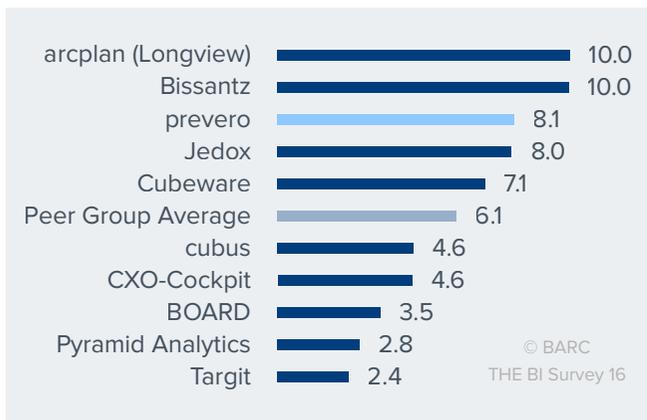

Viewpoint

The trend for visual design standards is popular right now, with an increasing demand in the market for presenting relevant information in a way that it can be understood in an effective and efficient manner (e.g. via the deployment of a common ‘visual language’ – usually called notation guideline – with formatting rules and design standards). In recent releases, prevero has enhanced its charting engine, particularly in the new Web-based OneClient, supporting visual design standards according to the guidelines set out by the International Business Communication Standards (IBCS) for the conceptual, perceptual and semantic design of comprehensible BI and planning results.

Visual design standards – Leader

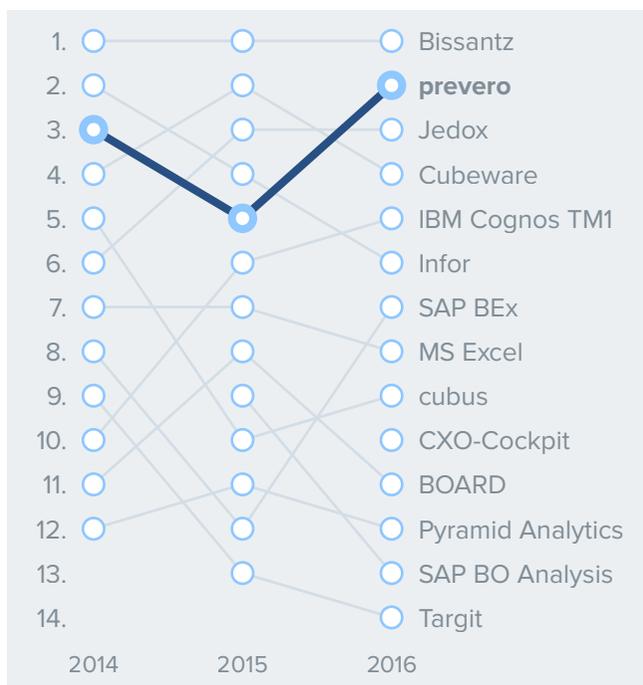


Peer group: EMEA-focused vendors



Consistently high ratings in visual design standards

Peer group: OLAP analysis-focused products





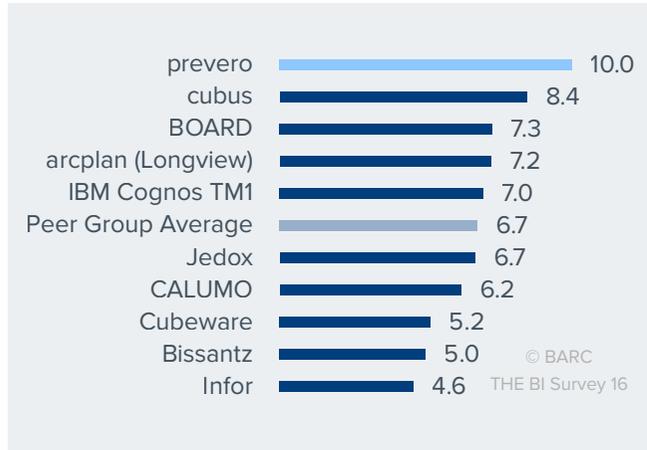
Flexibility for users

This KPI is based on how often the product was chosen for its flexibility, and on the frequency of complaints about user flexibility post-implementation.

Flexibility for users – Top-ranked



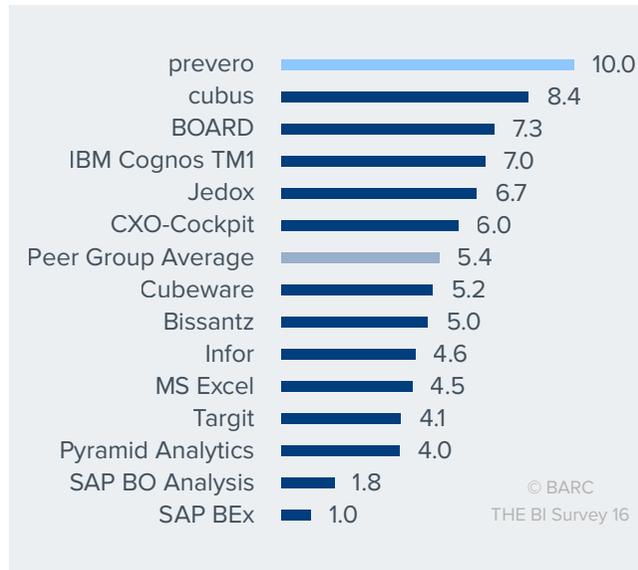
Peer group: integrated performance management products



Flexibility for users – Top-ranked



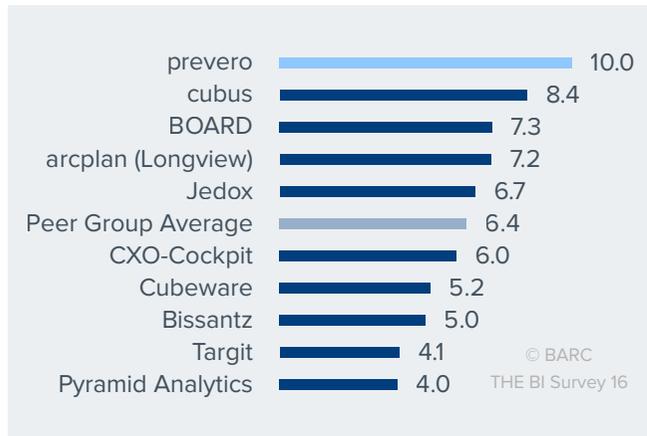
Peer group: OLAP analysis-focused products



Flexibility for users – Top-ranked



Peer group: EMEA-focused vendors



Flexibility for users

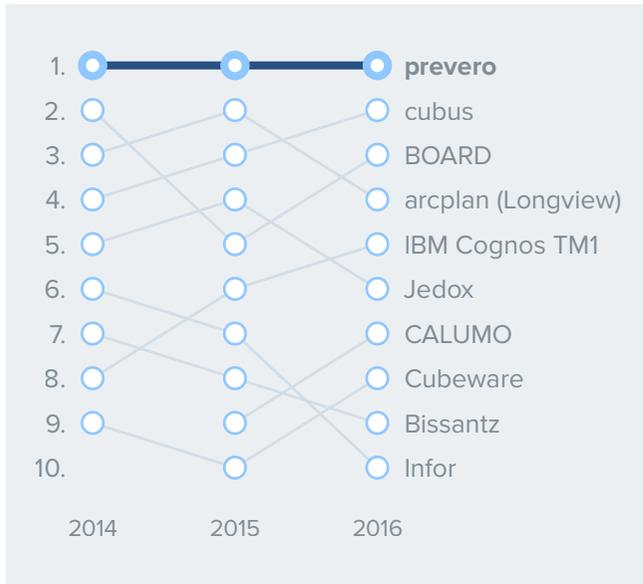



The software's flexibility and prevero's range of functions are the main reasons why customers choose the product. Impressively - and for the third year in a row - prevero is top-ranked in the 'Flexibility for users' KPI in all of its peer groups, leaving many well-known local and global competitors behind. With its integrated platform approach, business power users with no programming skills can create individual BI applications for planning, reporting and analysis using prevero's flexible, Excel-like development environment. The vendor has a broad offering, preferring not to focus on specific industries or BI application categories. In the area of planning and budgeting, there are few limitations to the types of applications that can be built (including financials, sales, HR, etc.).



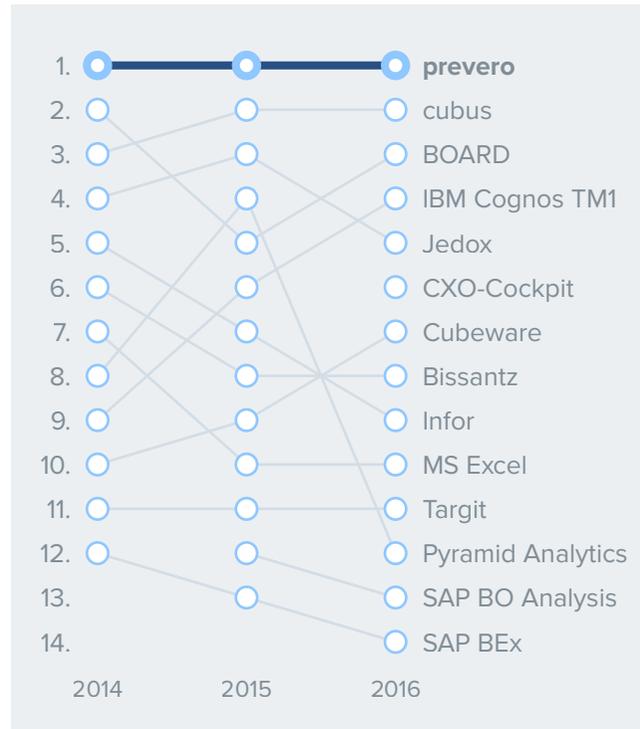
Consistently top rated in flexibility for users

Peer group: integrated performance management products



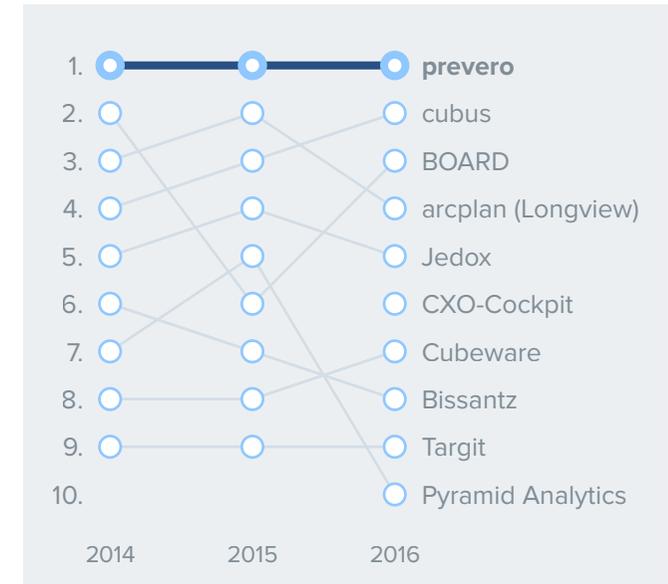
Consistently top rated in flexibility for users

Peer group: OLAP analysis-focused products



Consistently top rated in flexibility for users

Peer group: EMEA-focused vendors





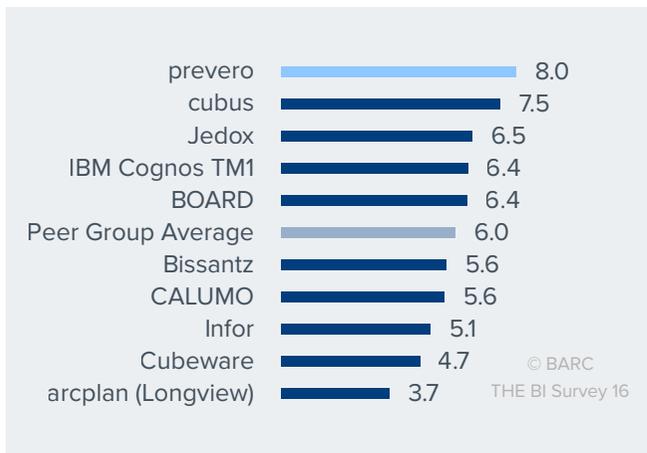
Agility

This KPI combines the 'Project length', 'Self-service' and 'Flexibility for users' KPIs.

Agility – Top-ranked



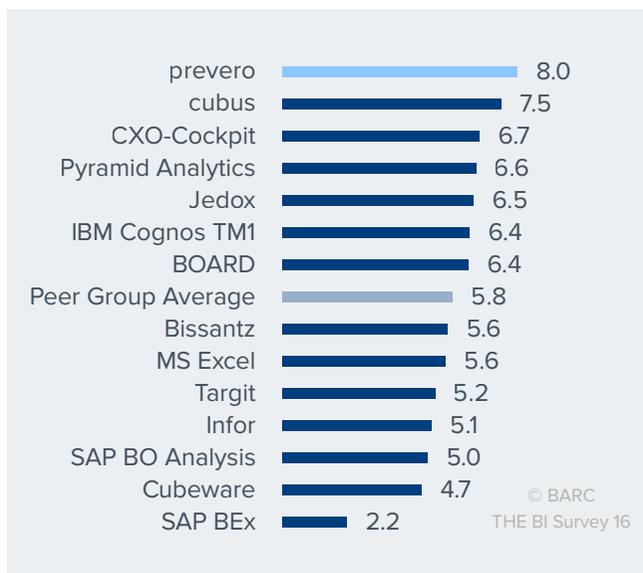
Peer group: integrated performance management products



Agility – Top-ranked



Peer group: OLAP analysis-focused products



Agility – Top-ranked



Peer group: EMEA-focused vendors



Agility



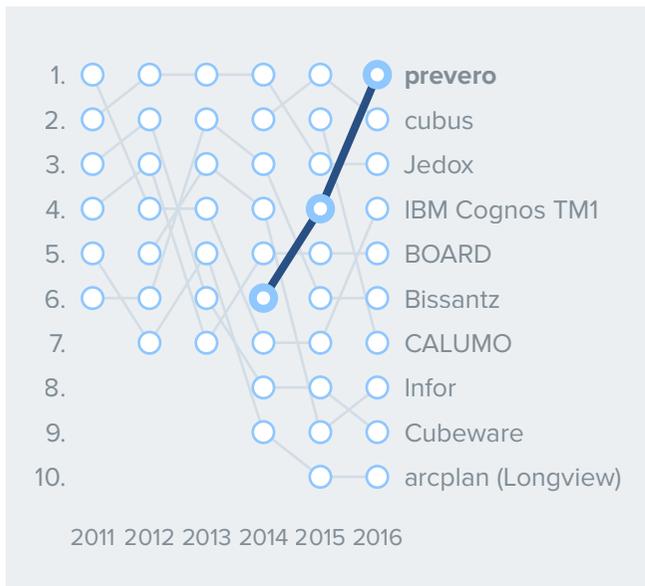
Viewpoint

'Agility' combines the results in the 'Project length', 'Self-service' and 'Flexibility for users' KPIs. prevero manages several top rankings in the 'Flexibility for users' KPI and solid ratings in the other KPIs, leading to a great showing in the aggregated 'Agility' KPI, winning all three peer groups it appears in. prevero has dramatically improved its agility rating over the last three years. Customers consider the vendor and product agile, especially in terms of its flexibility for various kinds of business intelligence and planning applications as well as the way these topics can be addressed in a self-service manner in business departments.



Improved in agility

Peer group: integrated performance management products



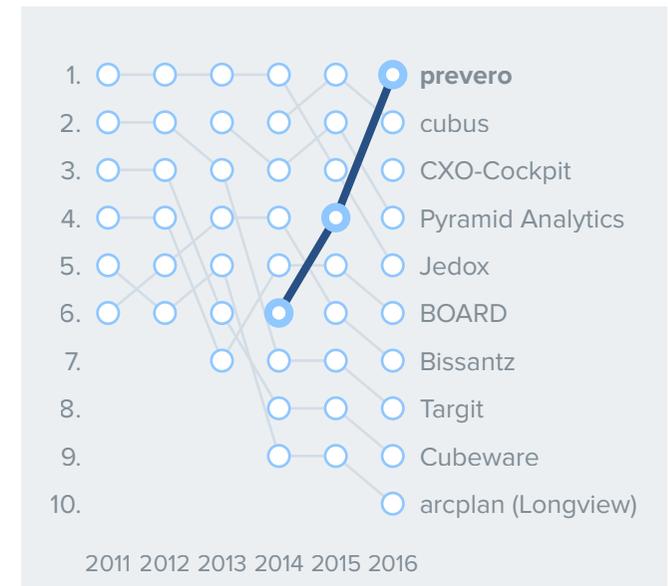
Improved in agility

Peer group: OLAP analysis-focused products



Improved in agility

Peer group: EMEA-focused vendors





Ease of use – Leader

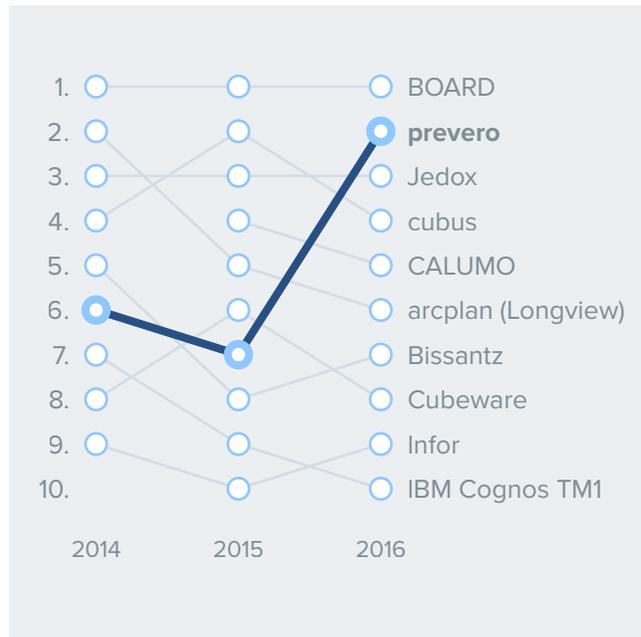


Peer group: integrated performance management products



Improved in ease of use

Peer group: integrated performance management products



Viewpoint

Many customers choose prevero for its ease of use, and complaints about ease of use post-implementation are quite seldom. For these reasons prevero is rated as a leader in the integrated performance management products peer group, significantly improving on its results from the last two years. Customers are clearly satisfied with prevero's Excel-like user interface and user-friendliness for creating individual BI and planning applications without the need for specific programming skills. Moreover, prevero's predefined industry content for airports and the utilities sector, as well as business content for areas such as project portfolio management, strategic controlling and risk management, provides customers with data models, logic and workflows to achieve quick and easy results in implementation projects.



Competitive win rate

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

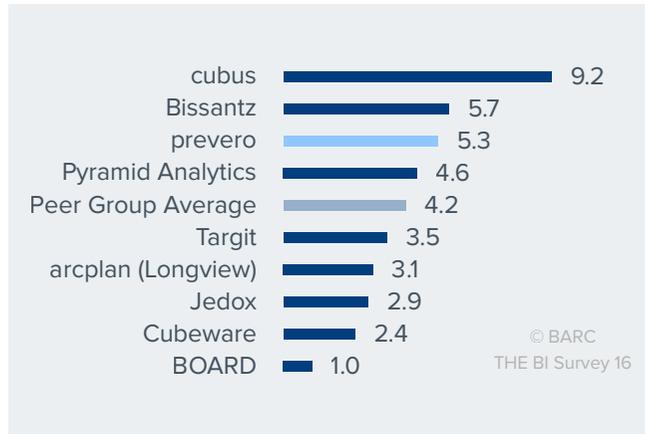


Competitive win rate

Competitive win rate – Leader



Peer group: EMEA-focused vendors



Viewpoint

prevero is rated as a leader in competitive win rate, based on its percentage of wins in competitive evaluations against other vendors in head-on competes. The vendor often deploys its own consultants in competitive evaluations and its consulting team also conducts implementation projects. With a concentration of customers in the energy and aviation industries, prevero's consultants possess a high degree of specific industry sector expertise in many projects, which helps to convince customers to choose prevero ahead of rival products. As the survey shows, prevero's customers are satisfied and benefit from the product knowledge and implementation experience the vendor brings to the table.

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

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

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

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

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

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

Along with CXP and Pierre Audoin Consultants (PAC), BARC forms part of the CXP Group – the leading European IT research and consulting firm with 140 staff in eight countries including the UK, France, Germany, Austria and Switzerland. CXP and PAC complement BARC's expertise in software markets with their extensive knowledge of technology for IT Service Management, HR and ERP.

Other Surveys

BARC research reports bring transparency to the market



The Planning Survey 16 is the world's largest survey of planning software users. Based on a sample of over 1,200 responses, it offers an unsurpassed level of user feedback on 13 leading planning products.



The BARC **Big Data Use Cases** Survey explores the usage of big data in companies worldwide. 559 business and IT decision-makers completed the survey in the first quarter of 2015.



The **BI Trend Monitor 2016** from BARC reflects on the trends currently driving the BI and data management market from a users' perspective. We asked close to 2,800 users, consultants and vendors for their views on the most important BI trends.

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