The Planning Survey 17 is based on findings from the world's largest and most comprehensive survey of planning software end users. In total, 1,687 people responded to this year's survey with 1,299 answering a series of detailed questions about their usage of a named planning product. Altogether, 18 products are analyzed in detail. The Planning Survey provides a detailed quantitative analysis of why customers buy planning tools, what they use them for and how successful they are. For more information visit www.bi-survey.com/planning-software-comparison

Best-in-class companies comprise the top 10 percent of companies (approx.), based on their achievement of business benefits, while laggards are defined as the lowest 10 percent (approx.)

Specialized planning software

59% 28%

Excel

Which tools are companies using for planning?

Predictive planning

Today In future

82% 40%

Integration of strategic & operational plans

85%

What benefits do specialized planning tools provide?

Level of benefits achieved with specialized planning software

5% 25% 64%

Improved integration of planning with reporting/analysis

High

29% Moderate

57%

Increased transparency of planning

High

29% Moderate

57%

More precise/detailed planning

Overall these benefits lead to a 'better quality of planning results'. All specialized planning products analyzed in our survey are based on integrated data storage for actuals and plan data ('single point of truth').

BARC’s customer projects reveal that planning approaches within companies, as well as the planning market in general, are constantly maturing and many organizations now possess profound expertise in this area. So it is no surprise to us that advanced planning topics like integrating long-term strategic planning with short-term operational planning, predictive planning and simulation/analysis of scenarios are gaining in importance as many companies strive to achieve the next level in planning maturity.

Many companies are now aware of the need for a formal, competitive selection process when choosing a software product. We highly recommend selecting software in this way to ensure you find the most suitable product for your company’s needs.

Choosing a software product that doesn’t match your requirements can pose a serious threat to the success of your project. Survey results show major differences in the business benefits achieved with different products.

Thoroughly evaluating software products with regard to technical and functional requirements guarantees that the wrong product is not chosen. When selecting a suitable software solution, always focus on your company’s requirements and how each solution fulfills them.

Best-in-class companies are aware of the important selection criteria. Laggards have the wrong priorities.

Selection method

Important software selection criteria for best-in-class and laggard companies

Coverage of planning-specific requirements

49%

Coverage of additional reporting/analysis requirements

64%

Bundled with another product

24%

Vendor/product reputation

14%

Adoption levels of trends

Simulation and analysis of scenarios

83%

43%

+40%

Today In future

23%

+46% 69%

What are the future trends?

Companies using specialized planning software have recognized the added value these tools can provide with professional functionality to efficiently support and improve planning processes. But what benefits do they actually achieve?

What are the future trends?

Importantly, software selection criteria for best-in-class companies are:

- Coverage of planning-specific requirements
- Coverage of additional reporting/analysis requirements
- Vendor/product reputation
- Competitive evaluation

In contrast, laggard companies:

- Focus on single product evaluation
- No formal evaluation
- Ignore coverage of planning-specific requirements