



Choosing David or Goliath in EPM?

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- Promising newcomer versus established names -

It remains a difficult dilemma: go as CFO for Enterprise Performance Management (EPM) solution from one of the established names such as Oracle, IBM or SAP? Or is it still relatively unknown but promising Onestream also a serious option? Make a conscious choice!

By Pascal Walk and Patrick Nas , published in CFO Magazine - June 2015

Enterprise Performance Management is a must for companies today, whether they are using 'old fashioned' Excel or self-built (legacy) systems or deploy market leading applications such as Hyperion (Oracle), Cognos (IBM) or SAP. The software is used for processes such as forecasting, budgeting, financial consolidation and management reports and so touches the heart of the finance function. Many CFOs therefore give preference to a supplier who has paid his dues already. Besides the cost and functionality is continuity indeed an important selection criterion: you must be able to trust that you will receive good support when problems arise and that upgrades remain available. That's when the said "Big Three" are indeed considered stable. Globally, they have thousands of customers who use their software and that is a comforting thought.

'Big Three' and Onestream

Why would you at all consider another provider such as the much smaller Onestream? An important factor that increases costs is required system changes that result from changes to your business that this customer-focused EPM software provides the unique abilities to handle. Not only are the technical software installation and upgrades easier but also there is significantly reduced system maintenance required as a result of organizational and process changes. With Goliath, changes have to be made for each individual system component for which consultants will present a hefty bill. That bill would have been much lower if your movements were not modular, but could be implemented in one go, for the whole underlying database that supports multiple solutions. And there is the rub: the 'Big Three' includes the – traditional - 'EPM suite' usually multiple (often purchased) tools that are fed by separate databases. This in contrast to Onestream that runs on one database, and is completely re-designed to offer the agility to change and adapt in a fraction of the time. Time is only one factor, by having one place to make the change, the stability is improved while integration risk of moving data between systems for comparisons is

eliminated. Onestream offers important advantages: more powerful, flexible, fast, easy to maintain and a dramatically lower cost of ownership. Onestream is similarly accessible as full EPM tool for smaller organizations due to its ease of ownership and less IT complexity.

EPM arena

As consultants latter seems not in our interest ... Why then we are obligated to Onestream? Because we believe in this new architecture designed by the original creators of Hyperion, is the future of financial solutions. For users therefore, the experience is very recognizable. Onestream is promising and delivering agile systems that continue to innovate and we, as their partner's, are following closely. Are you open to innovation and desire for easier and lower cost IT infrastructures to maintain, consider this 'David.' Goliaths will stay at the top for years simply due to their logo. Onestream still has to prove themselves with every new customer. The major providers have had some new developments. Hyperion has started offering EPM, like BPCS in 'the cloud', we believe the future of the strategy. In Onestream, we see a more flexible "cloud" offering with unlimited server resources that can be dialed up or down delivering the optimal balance between performance and cost. There is certainly something to choose. Orient you so well before entering the EPM arena.

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