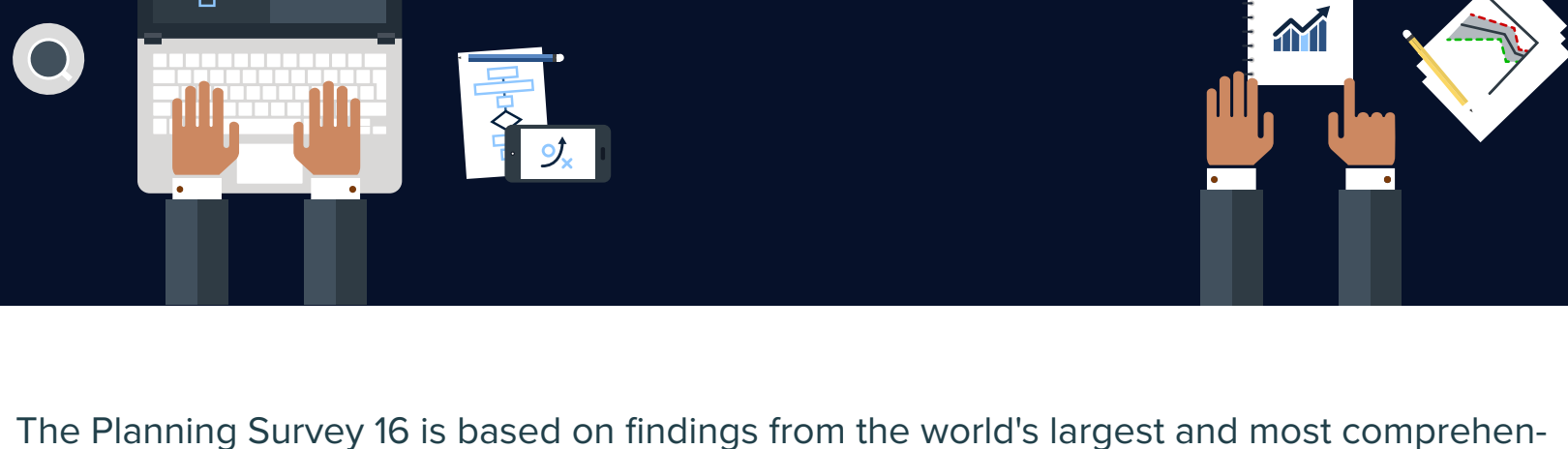


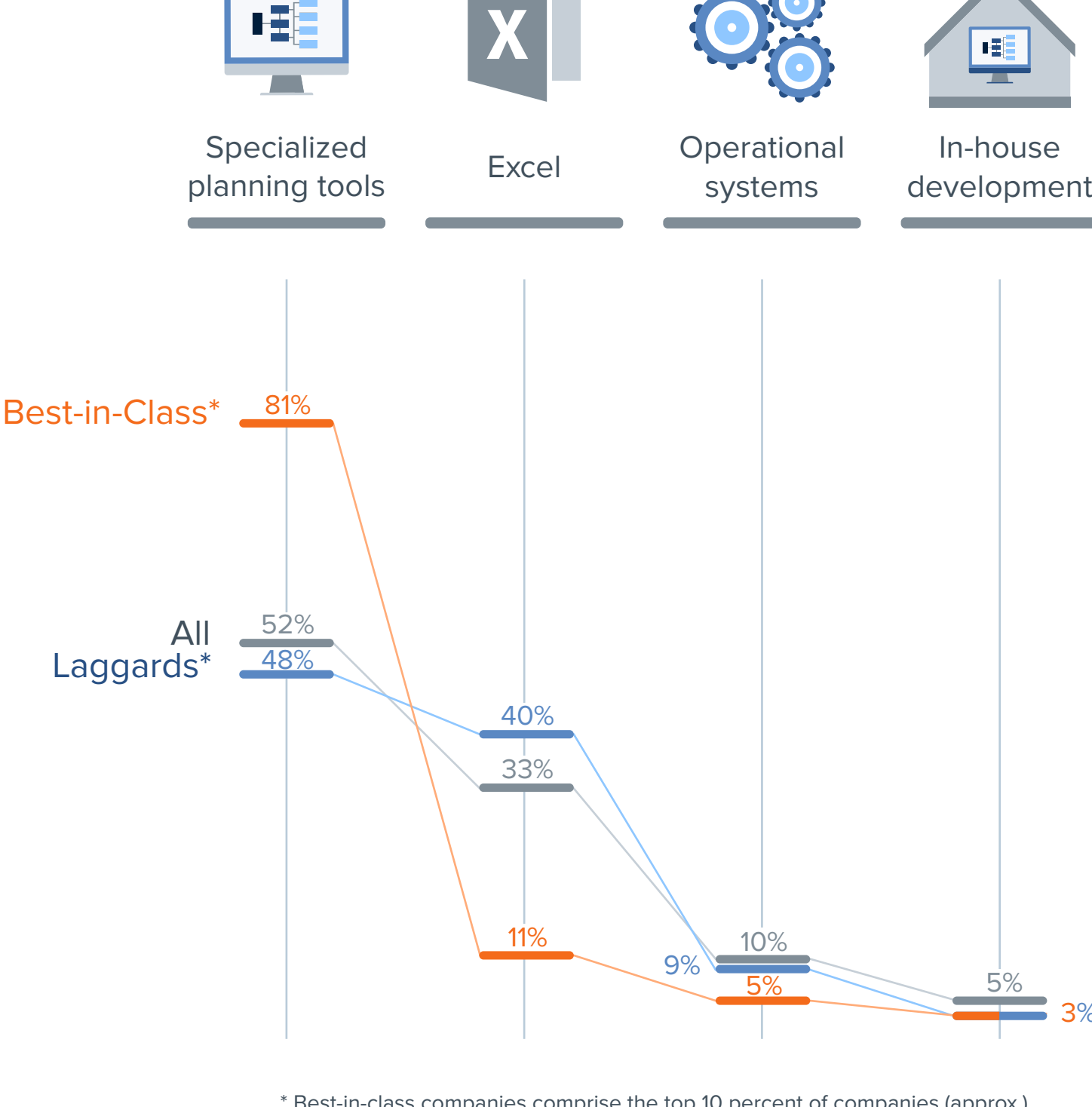
How specialized planning products outperform Excel

Findings from THE Planning Survey 16 - The world's largest survey of planning software users



The Planning Survey 16 is based on findings from the world's largest and most comprehensive survey of planning software end-users. In total, 1,245 people responded to this year's survey with 978 answering a series of detailed questions about their usage of a named planning product. Altogether, 13 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 <http://barc-research.com/planning-survey-16/>

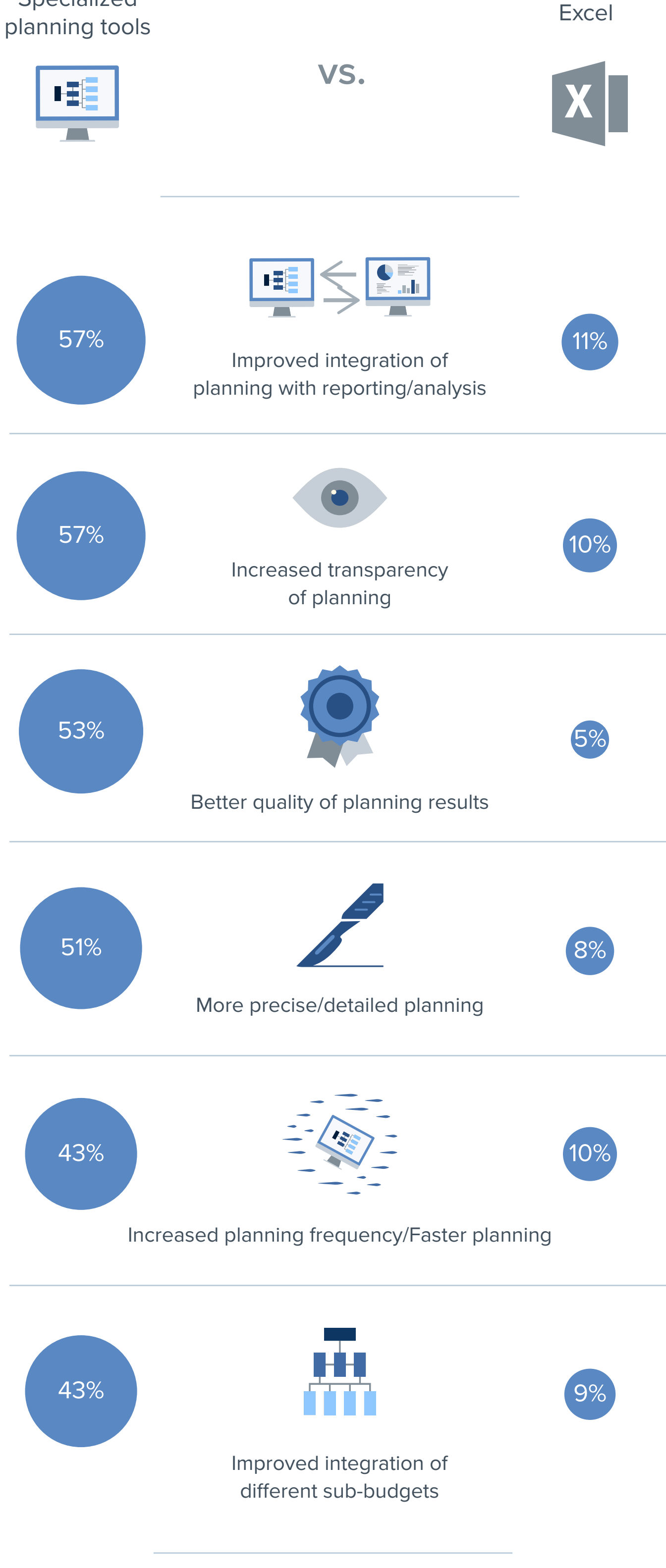
Which tools are companies using for planning?



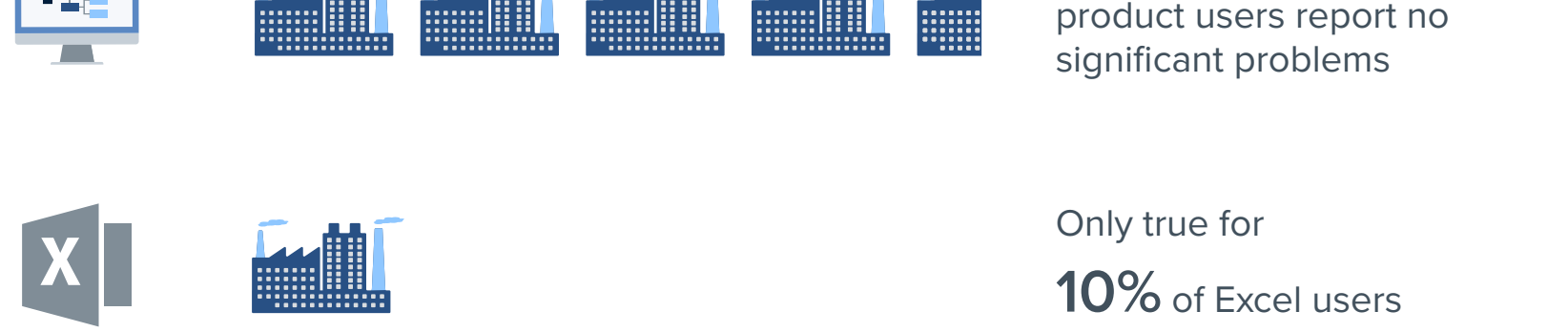
* Best-in-class companies comprise the top 10 percent of companies (approx.), based on their achievement of business benefits, while laggards are defined as the lowest 10 percent (approx.) of companies in terms of their achievement of business benefits.

Benefits from using specialized planning tools

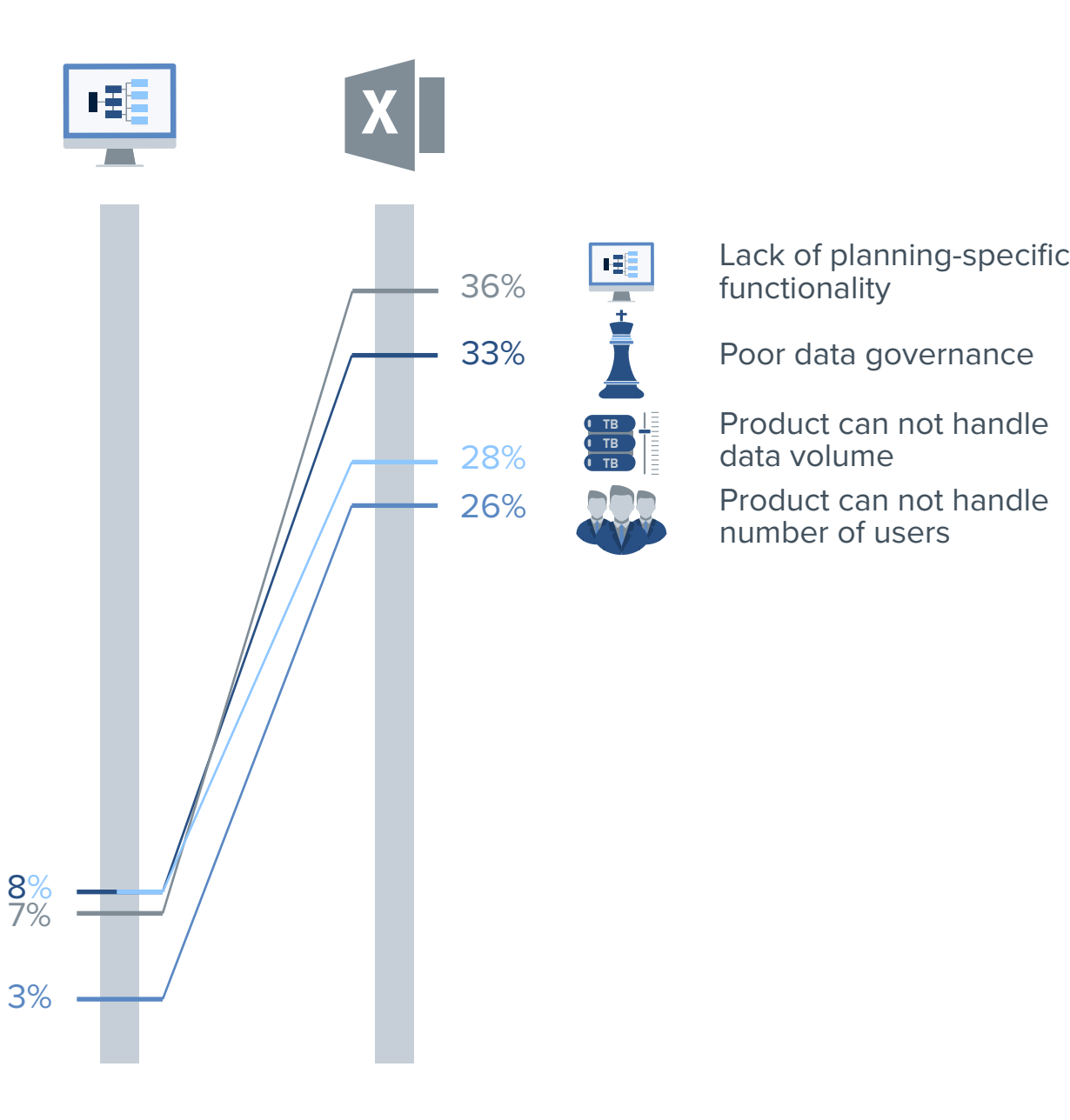
Percentage of respondents deriving the listed benefits to a high degree from their use of planning software



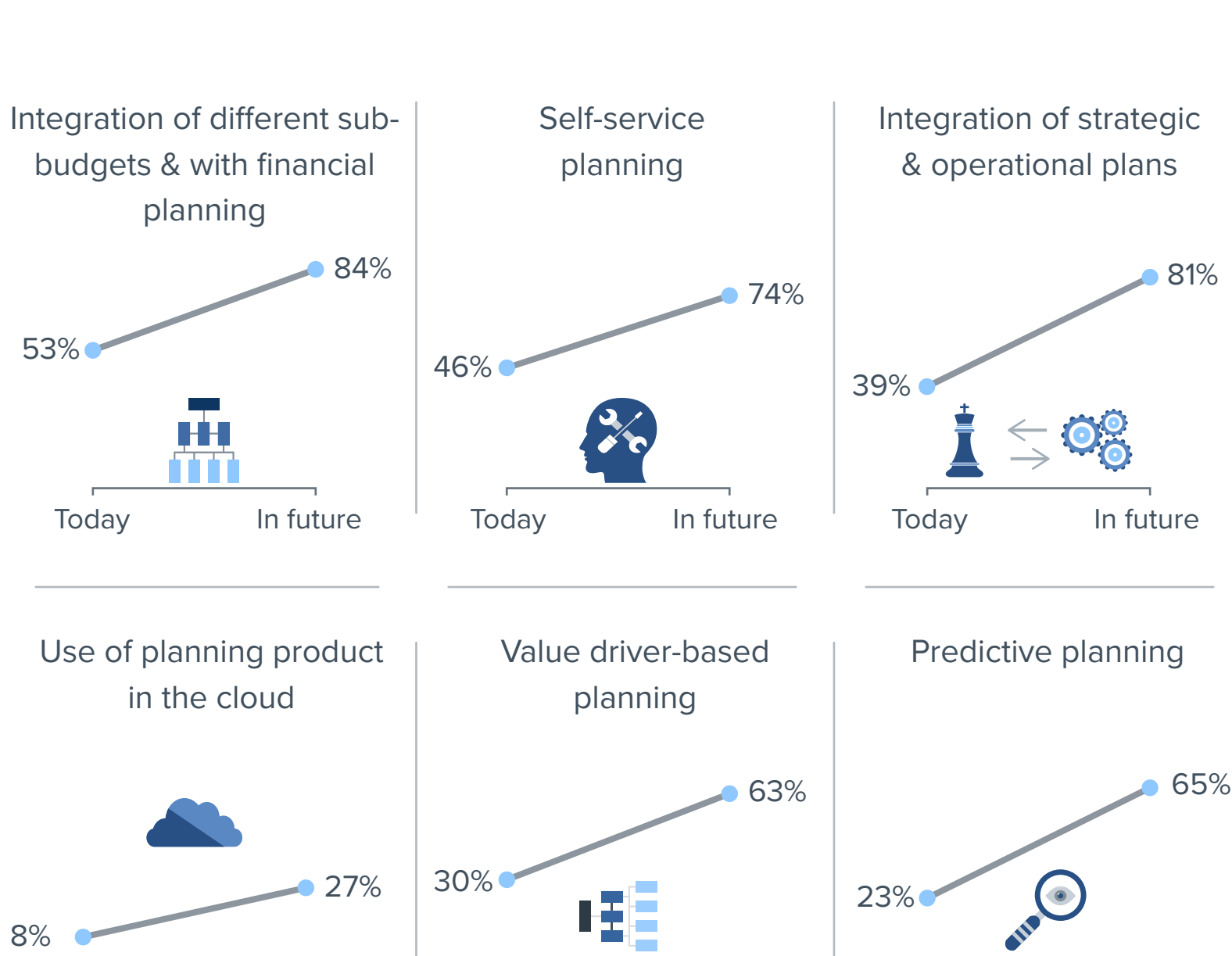
Specialized planning software users experience significant problems less often



Especially with the following problems



Where is the planning market headed?



For further findings from THE Planning Survey 16 and BARC recommendations see:

<http://barc-research.com/planning-survey-16/>