Vena

Why Replace Your Traditional Finance Software with Enterprise-Grade Excel

Virtually every company uses Excel to some degree for budgeting, planning and forecasting. But as they grow, companies inevitably require more than their Excel-based systems can deliver. That's why so many corporate performance management (CPM) vendors try to replace Excel with a solution promising more control, scalability and functionality. What they neglect to mention is a very telling statistic:

83% *of companies use Excel to supplement their CPM system*

2016 BPM PARTNERS VENDOR LANDSCAPE REPORT

CPM or ERP: Excel Never Goes Away

Excel is the most used business software in the world, so it's no surprise that people want to keep using it. But it's not only the pull of Excel driving its continued use; there are inherent challenges with most CPM applications that encourage their users to keep Excel around:

- Traditional CPM systems are extremely **rigid** and **hard to customize**
- Their pre-built processes require **expensive IT consultants** to customize or make even the simplest of changes
- The complexity of most CPM systems drives the regular use of the **"Export to Excel"** button

Excel's persistence often results directly in **creating two parallel processes:** the official CPM system, plus a second "shadow" Excel process. This is a recipe for errors and inefficiencies, defeating the very purpose of a controlled CPM solution.

Vena: The Best of Both Worlds

Executives who believe the promises of these "replace Excel" vendors feel stung when they see these shadow processes surrounding their expensive CPM investments. But there is an alternative that transforms Excel into an enterprise-class CPM solution: **Vena.**

Vena embraces the fact that Excel is never going away. By using Excel as its primary user interface, Vena is the only vendor that can deliver on the full promise of CPM combining:

- Excel's **familiarity, flexibility and power;**
- **Enterprise-grade functionality**, from a centralized, in-memory database to workflow automation and a detailed audit trail
- Enhanced, real-time **reporting and analysis**

Listen to the Crowd: Replace Your CPM System with Vena

There are many examples of companies who tried to replace Excel with a CPM solution but then realized that they couldn't live without their favorite spreadsheet software. The following is just a handful of their stories:

- The forecasting team of a **large healthcare provider** found their CPM solution too simplistic for their mission-critical, long-range forecasting and strategic planning processes. They decided to deploy Vena (in parallel with their budgeting solution) to deliver multi-year, driver-based and trusted revenue plans and forecasts.

- **A nationwide not-for-profit association** discovered during the deployment of a well-known CPM solution that it was difficult to customize and costly to roll out. Worse still, their users struggled to input their budget data. They made the difficult decision to start over and replace their CPM vendor with Vena. Now they're benefiting from Vena's native Excel approach, flexibility, and high user adoption rate.

- A **large bank** deployed one of the big ERP vendor's CPM systems across 100 cost center budgets. Unfortunately it was very slow and inflexible, and they decided to replace it. Despite an opportunity to deploy another big ERP vendor's CPM system for free, the bank decided to deploy Vena instead.

> *For many years some performance management vendors were saying: "throw away your spreadsheets"...those vendors were wrong and have since eaten their own words as they work hard to incorporate spreadsheets into their solutions.*

-2016 BPM Partners Vendor Landscape Report

Vena Features and Benefits

FEATURES	BENEFITS
Data integrity	**Increased confidence in your results**
· Central database	· Accurate, up-to-date data
· In-memory computing	· High performance
· Integration with source data	· No re-keying of data
· Business rules	· Numbers always tie out
Accelerated cycle time	**Review your data sooner**
· Process automation	· Easily align tasks and users
· Workflow visibility	· Ensure timely process completion
· Cloud delivery	· Anywhere, anytime secure access
Security & control	**Secure, controlled & audited information**
· Security to view or edit data	· Central data governance and control
· Detailed audit trail	· Track who changed what, when
· Embedded workflow	· Segregation of duties
Reporting & analysis	**Make better, faster business decisions**
· Native Excel interface	· Leverage the software you know best
· Analytical database	· Insightful, granular data analysis
· Web dashboards	· Intuitive KPI analysis
· Word/PowerPoint integration	· Share information in any format

Contact Vena and learn how you too can realize the full promise of cloud-based CPM with enterprise-grade Excel today

Vena turns Microsoft Excel into an enterprise-class business solution with a centralized database, workflow and more. With Vena, you get trusted numbers and insights - fast - while still using Excel.

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