

Nominee: Adaptive Insights

Nomination title: Adaptive Insights Corporate Performance Management (CPM) platform

Adaptive Insights is a leader in analytics Software-as-a-Service (SaaS) through its cloud-based Corporate Performance Management (CPM) platform. The Adaptive Suite offers capabilities for budgeting, forecasting, reporting, consolidation, dashboards, and analytics that empower finance, sales, and other business leaders with insight to drive true competitive advantage. With the Adaptive Suite, companies can plan smarter, report faster, and analyse better—leveraging data and analytics from across the organization to transform business performance in ways never before imagined.

Greater access and better decision making

In May 2017, Adaptive Insights announced new innovations to its Adaptive Suite, delivering on its commitment to provide easy, powerful, and fast planning and analytics software to both finance and business users. Recognising the need for ‘self-service’ capabilities, Adaptive launched its next-generation visual analytics offering of the Adaptive Suite. This latest release of the Adaptive Suite offers enhanced visual analytics with new interactive dashboards, enabling unprecedented self-service analytics access for organisations.

Building upon its philosophy of “click, not code,” the Adaptive Suite continues to rank as the easiest to use CPM platform (Trust Radius, Gartner Peer Insights, etc), ensuring rapid adoption of the solution and access to its powerful platform by finance and business users.

Key components of the Adaptive Suite

The Adaptive Suite is comprised of:

- Adaptive Planning—provides comprehensive budgeting, planning, and forecasting that’s proven to reduce cycle times by up to 90 percent. With an incredibly intuitive “Excel like” interface, it’s easy to collaboratively plan and forecast revenue, expenses and headcount, create rolling forecasts, and more
- Adaptive Consolidation—cuts time and resources spent closing and reporting with a real-time consolidation engine. It includes journal entry management, intercompany eliminations, account reclassifications, and even collaborative close process management

- **Adaptive Discovery**—makes it simple to visually uncover insights into financial, sales, and operational performance. Intuitive dashboards, interactive scorecards, and what-if modelling make it easy for every business user to analyse results and trends
- **Adaptive Reporting**—provides comprehensive financial, management, board and transactional reporting, through an easy to use drag-and-drop report builder. Its web-native report builder can be used for ad-hoc management reports, and Adaptive OfficeConnect allows presentation-quality board reporting across Microsoft Excel, Word, and PowerPoint
- **Adaptive Technology Foundation**—with a powerful integration platform that connects on-premise and cloud investments to the Suite, Adaptive Integration provides a comprehensive range of connectors to leading ERP, CRM, and proprietary and data warehouse sources

Tangible impact: customer and partner stories and quotes

The quality of the Adaptive Suite can be seen in its success in the market. Adaptive Insights enables more than 3,500 businesses in 50+ countries to make more strategic, data-driven decisions to reduce risk and drive business profitability. In December 2016, Adaptive Insights reported a growing demand for integration between Adaptive Suite and other non-financial systems for customers. Companies are realising that data from across the organisation is increasingly available in the cloud, but that data must be integrated to realise its true value. The Adaptive Suite can easily combine operational (HR, sales, marketing, etc.) and financial data within the same system.

Specsavers

Specsavers, a leader in delivering high quality, affordable optical and hearing care across the UK, Ireland and many other regions, deployed Adaptive Planning for faster, more reliable planning and reporting to guide business decisions and company growth opportunities. Adaptive Insights has allowed Specsavers to allocate budget far more simply and efficiently; reducing any unnecessary costs and minimising the hours spent correlating data from different cost centres. Planning has been accelerated by 50%, thanks to automated aggregation and pre-population of planning sheets with data from the company's general ledger and ERP systems.

“Adaptive Planning offers Specsavers visibility into all of our key performance metrics all through a single pane of glass. We can rest assured that this information is both accurate and up-to-date, which is vital when we’re planning and making predictions.” --Matt Buckley, group planning & reporting lead for finance, Specsavers

Pinsent Masons

UK-headquartered law firm, Pinsent Masons, deployed Adaptive Insights following a merger that increased the company's size by one-third. The firm had a number of different financial systems that needed to be consolidated within months to see its finances as a whole. Prior to the deployment, 90 percent of the finance team's time was consumed with finding numbers for the monthly close. This often took up to 15 days before they were happy with the final data. Now, the finance team can see the numbers within a day, and within two or three days it can run reports and start analysis without errors or discrepancies. The increased productivity now enables the finance team at Pinsent Masons to focus on new initiatives in cash flow and balance sheet forecasting to guide longer term investments in IT, real estate, and personnel, projects they simply didn't have the time to accomplish before.

"With the time savings, ease of analysis, and the scale of consolidation achieved using Adaptive, we've gone from scorekeepers to strategic business advisors." --Andrew Brett, financial accounting manager, Pinsent Masons

CallidusCloud

CallidusCloud, a global leader in cloud-based sales, marketing, learning, and customer experience solutions, built a model that fully integrates its own planning system, the Adaptive Suite, NetSuite, Salesforce.com and its own CallidusCloud Territory and Quota solution. The model supports the ability to run unlimited what-if scenarios and works off current and integrated data. The capabilities of Adaptive Suite, combined with internal processes, has led to a doubling of CallidusCloud's stock price in less than three years. In addition, CallidusCloud's use of more sophisticated models, more data and better processes in order to predict its business with more precision supports this.

"We specifically chose a cloud-based planning solution to integrate with our systems. Adaptive Insights allows us to dynamically understand the financial impacts of the decisions that we're making on a day-to-day basis with real-time data." --Don Sherwood, Senior Director, FP&A, Callidus Cloud

Why nominee should win

- The Adaptive Suite enables finance teams to provide strategic value to their organisation with a planning suite that leverages analytics from across the business;
- It offers up to 75 percent lower costs than legacy enterprise products with a cloud solution that enables 24/7 access;
- Ease of use focus allows anyone inside the organisation, from finance personnel to business users or budget managers, to leverage the power of the data and analytics
- Planning and consolidation in weeks rather than months or years, requiring only a browser and internet connection to deploy