

2017 FALL CUSTOMER SUCCESS REPORT

FINANCIAL CLOSE MANAGEMENT
SOFTWARE CATEGORY



featured
customers

FINANCIAL CLOSE MANAGEMENT SOFTWARE OVERVIEW

Financial Close Management software provide the necessary tools to streamline the financial close cycle and ensure that bill payments, expense approvals, and any transactions are accurate and successfully completed. Users are able to reduce the time needed to complete a closing cycle and gain greater visibility into the processes and company's input.

Being that the key advantage of financial close software is to have all a company's closing information in one place, users are able to automate processes, manage workflows and integrations as well as create reports. The likelihood of error is reduced by the automation of such tasks as well as helps reduce certain administrative costs. Additionally, tasks can be set and passed along to predetermine the flow as well as provide insight on the company's input.





CUSTOMER SUCCESS SCORING METHODOLOGY

The FeaturedCustomers.com vendor sentiment score is based on data from our customer success content platform, user generated reviews, as well as additional data aggregated from online sources and social media properties. Our ranking engine applies an algorithm to all of the data collected to calculate the overall Vendor Sentiment score. The overall Vendor Sentiment score is based on 3 parts:

Customer Sentiment Score is affected by the following:

1. # of over reviews
2. # of vendor generated customer success content pieces (case studies, success stories, testimonials, and customer videos)
3. # of user generated reviews (aggregated from multiple online sources)
4. Content quality score generated from all customer success content
5. Customer satisfaction score generated from all customer success content
6. Number of employees (based on social media and public resources)

Social Sentiment Score is affected by the following:

1. # of LinkedIn followers
2. # of Twitter followers
3. # of Facebook likes
4. Number of employees (based on social media and public sources)

Company Sentiment Score is affected by the following:

1. Number of employees (based on social media and public resources)
2. Vendor momentum based on web traffic and search trends
3. Employee satisfaction and engagement (based on social network ratings)

CUSTOMER SUCCESS AWARDS



Market Leader (81 - 95)

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



Top Performer (76 - 80)

Vendor on FeatureCustomers.com with significant market presence and resources and enough customer success content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Leader.



Rising Star (70 - 75)

Vendor on FeatureCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer success content along with a growing social presence.

ALL VENDORS





ABOUT BLACKLINE

BlackLine is the creator and premier provider of Enhanced Financial Controls and Automation (EFCA) software to streamline financial close operations. BlackLine's unified cloud platform and broad range of solutions puts it in a class by itself a company recognized by Gartner as a Leader in EFCA and Financial Corporate Performance Management (FCPM) software solutions. More than 1,500 companies around the world trust BlackLine to ensure balance sheet integrity and confidence in their financial statements.

TRUSTED BY:



at&t

COSTCO
WHOLESALE



UNDER ARMOUR

"We now have a prescribed approach to preparing and documenting reconciliations. Reconciliation frequency, type of supporting documentation, and critical fields are consistent irrespective of location. When I think about BlackLine, seamless, transparent, greater visibility, and increased control are all words that come to mind."

Eamonn Matthews
Business Process Lead – Accounting & Reporting, Coca Cola

"There are absolute essential cornerstones of any accounting process, and if we do those things really well then we take care of so much of the risk."

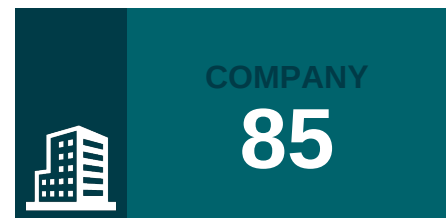
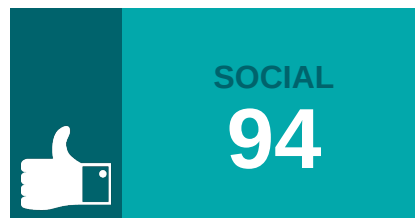
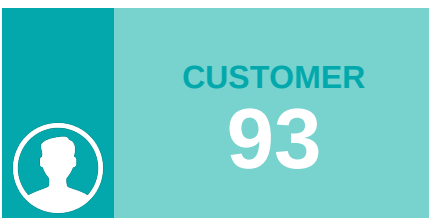
Mathew Watson
Senior Director of External Reporting, Best Buy

"Audits are a non-event for us for now. Auditors can pull the information they need directly out of BlackLine. It's a huge time savings for us, and they really appreciate not waiting on us."

Jeannette Nimmo
GL Global Process Owner, Hyatt Hotels

"Users are very happy-it's a beautiful thing."

Scott Pelham
Executive Director, Verizon Communications



TOTAL WEIGHTED
SCORE:

89

READ ALL 143 CUSTOMER SUCCESS REVIEWS FROM BLACKLINE USERS





ABOUT FLOQAST

FloQast is a venture-backed software company headquartered in Los Angeles, California. Founded by a team of Accountants, our mission is simple: to improve the month-end close and reconciliation process. FloQast innovative software is the fastest, most accurate way to close the books.

TRUSTED BY:



"FloQast has definitely kept our team on track when we have had tight deadlines for producing financial reporting deliverables."

Nancy Pham
Accounting Manager, Simple Finance

"FloQast gives me comfort to tell Executives, 'yes, our books are closed and our financials are complete.'"

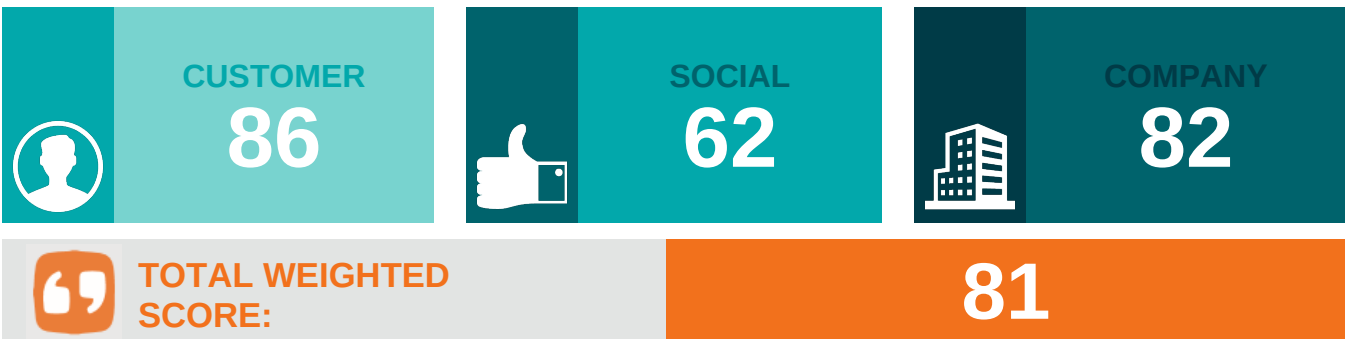
Lauren Clifford
Corporate Controller, TeleSign

"Being able to keep all team members on task during close has led to reducing the number of days it take to close the books. This benefit is appreciated across the organization up to the CEO and BODs."

Jordan Yu
Controller, Buzz Points, Inc.

"Supporting multiple companies makes things more complicated, but Floqast has given my team clarity and we are exceeding our Month End Close goals."

Angela Lowery Smoller, CPA
Director of Finance, iGrafx



READ ALL 28 CUSTOMER SUCCESS REVIEWS FROM FLOQAST USERS





ABOUT ADRA

Adra develops and markets software for the Financial Close Process. With over 25 years' experience of providing software for the automation of the Month End Close Process, Adra is a market leader with over 3000 customers

TRUSTED BY:

Crabtree & Evelyn
LONDON

Ascendi

SAINT-GOBAIN



Zenith

"Just reconciling the 54 Swedish stores would take several days a month, now it's done in one hour."

Anna Eriksson
Accounts Manager, Clas Ohlson

"We have been using a simple reconciliation tool to handle our large volume of transactions but after investigating the market, we felt we could get extra support and further cost savings with Adra ACCOUNTS "

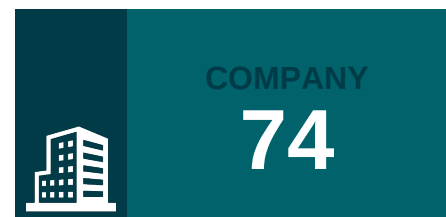
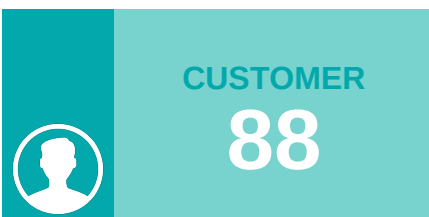
Janet Knight
Chief Cashier, Jewson

"I have been in this line of work a long time, and tend to be quite critical, but this is probably among the smartest solutions I have seen. I am very satisfied!"

Gunilla Eriksson
Head of Funds Management, Marginalen Bank

"We are very pleased with the follow-up from Adra Match, and their consultants have worked efficiently and devotedly. The bank reconciliation solution is in itself user-friendly and intuitive, and in addition the consultants gave us substantial training and quick assistance when necessary. In short, we have been given all the help we need."

Stine Lekanger
Team Leader, Orkla Shared Services AS



TOTAL WEIGHTED
SCORE:

78

[READ ALL 18 CUSTOMER SUCCESS REVIEWS FROM ADRA USERS](#)





ABOUT TRINTECH

Trintech, Inc. pioneered the development of Financial Corporate Performance Management (FCPM) software to optimize the Record to Report process. Trintech's portfolio of financial solutions help manage all aspects of the financial close process. Over 1,700 clients worldwide – including the majority of the Fortune 100 – rely on our cloud-based software to increase efficiency, reduce costs, and improve governance and transparency across global financial organizations.

TRUSTED BY:



GameStop



"With the touch of a button, Trintech's Certification solution allows me to analyze the risks and opportunities present in the balance sheet."

Terri Anderson
Vice President, Assistant Controller, Dr Pepper Snapple Group

"Since adopting Trintech's ReconNET, we're providing nearly instant notifications to the field, along with detailed information they really can use to solve problems and run their operations more efficiently. We have significantly reduced lost deposits. Our idle cash balances have been substantially lowered. In short, the system has been a welcome addition to our company, department and team."

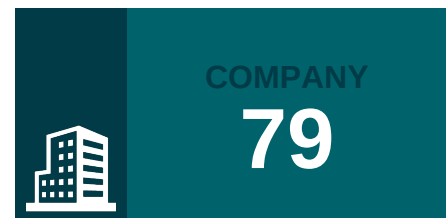
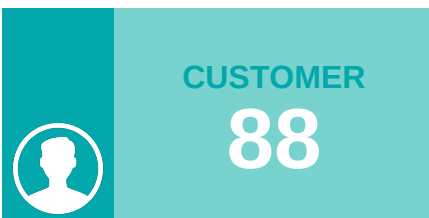
John Sorum
VP and Corporate Controller, Buffalo Wild Wings

"Trintech has been a key contributor to support Panera's online initiatives."

Kelley Basta
VP of Financial Solutions, Panera Bread

"Reporting from ReconNET is a big plus for us. We've created numerous custom reports with the data now available and can share them quickly with our stores, district managers and loss prevention personnel. Management enjoys and has grown to depend on the information, but an unforeseen advantage is how everyone has a greater sense that we're closely monitoring their performance."

Lee Jurgens
Director, Retail Sales and Cash Audit, Ralph Lauren Corporation



TOTAL WEIGHTED
SCORE:

80

READ ALL 35 CUSTOMER SUCCESS REVIEWS FROM TRINTECH USERS





ABOUT VENA SOLUTIONS

Vena Solutions provides budgeting, planning and revenue forecasting software for medium and large sized organizations. Vena combines Excel with a centralized database, sophisticated workflow, powerful reporting and advanced analytics in a cloud-based corporate performance management (CPM) solution. The best companies in the world use Vena to get trusted numbers and insights fast. Vena is the fastest growing cloud CPM company and the only one to embrace – not replace – Excel.

TRUSTED BY:



"We wanted to keep our Excel functionality. That was important to us...We've streamlined and cleaned up our processes. Now I have extra days. I can actually spend that time on value-added review of my overall document."

Mike Farrow
Director of Financial Reporting, AES

"Vena allowed us to step back and look at the process to see how we could build a structure to meet all needs – accounting, financial reporting and tax."

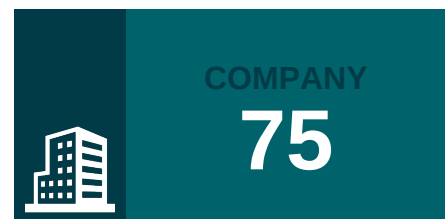
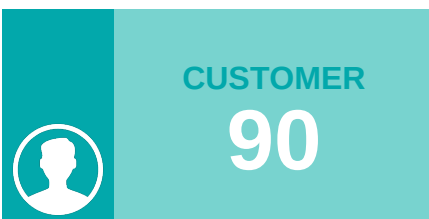
Sarah McMullen
Assistant Controller, First Wind

"[When purchasing Vena,] we...took into account the depth of experience in financial and analytic software that Vena's management brought. That depth is reflected in their consulting teams, too"

Shawn Lyons
VP Financial Operations & Corporate Accounting, Home Trust Company

"We were looking for a new solution that would save about a week at the back-end. We wanted to give that extra time to our users so they could really focus on the allocation of the costs within their departments."

Director of Financial Reporting, Planning and Analysis
General & Administrative Budgeting



TOTAL WEIGHTED
SCORE:

80

READ ALL 17 CUSTOMER SUCCESS REVIEWS FROM VENA SOLUTIONS USERS



ABOUT FYISOFT

FYISOFT is focused on simplifying even the most complex financial environments with innovative software designed to enable fast, accurate, perfectly formatted financial reports – accessible 24/7 wherever, whenever business needs dictate.

TRUSTED BY:



"We chose FYISOFT for its ability to provide on-demand financial reporting from any device, including our phones, as well as the solution's automated email distribution capability."

Scot Moore
EVP, Lighthouse Property Insurance Corporation

"FYISOFT helped us convert 3000 FRx reports that we use for our customers' tax preparation. The reports are quick and easy to prepare and distribute – we are thankful this product exists."

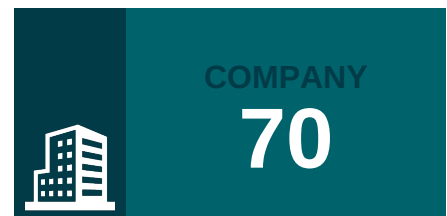
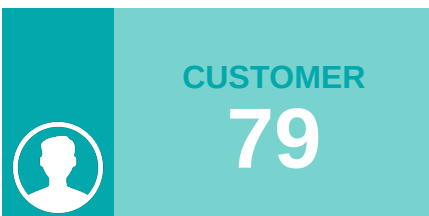
Brad Jameson
Senior Director of Finance & IT, Marley Management Corporation

"It's great that FYISOFT works with Dexter + Chaney's general ledger. We've been using their software for about five years, and while we could create financial reports, FYISOFT's solution makes it so much easier to do what we need. Plus, we can easily customize reports, and quickly generate and distribute them for multiple divisions all at once."

John Friede
CFO, Baldwin Paving

"I knew working with FYISOFT was the right choice starting with their efficient and effective training that enabled my organization to begin using the solution right away. The value of the application significantly streamlines the period-end closing process, saving hours of valuable time as well as offering flexible reporting for our specific requirements."

Elizabeth Colby
CFO, Capital Financial Holdings, Inc



[READ ALL 8 CUSTOMER SUCCESS REVIEWS FROM FYISOFT USERS](#)



ABOUT LONGVIEW

Longview is a leading, global provider of enterprise performance optimization solutions that ensure your organization is positioned to make the right decisions, every time, with confidence.

TRUSTED BY:



"Arcplan Enterprise provided the opportunity to present very complicated data structures in relatively simple and clear views. The application is always available to users, so that they can change or enter new data at any time. The application gives us higher quality information, which leads to more reliable planning and better control over processes."

Urs Hanselmann
Project Manager of Corporate Center Controlling, UBS

"The arcplan solution enabled us to implement an optimized system based on Oracle Essbase. This option and the many interfaces available with arcplan were the key factors for our decision to go ahead with arcplan Enterprise. Financial analysts can write data to the source, compile reports, and complete tasks in a well-structured yet flexible manner - quick and easy."

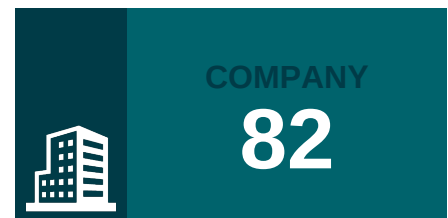
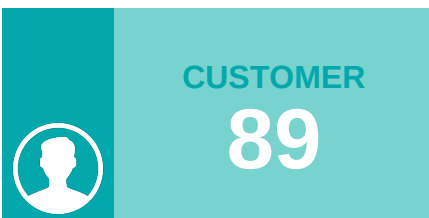
Markus Weinmann
Head of Reporting, Deutsche Telekom

"In a dynamic and complex environment like ours, there is an increasing demand for timely and accurate financial results. Our Longview application has given us the tools that we need to not only keep up with this demand, but to effectively react to change."

Antonietta Montisano
Controller, RSA

"We needed to get a planning system in place quickly, so we chose Longview because it offered an out-of-the-box planning module"

Mike Pantano
Senior Director, Financial Planning & Analysis, 24 Hour Fitness



[READ ALL 153 CUSTOMER SUCCESS REVIEWS FROM LONGVIEW USERS](#)



ABOUT RECONART

ReconArt is the zero compromise Total Reconciliation Lifecycle Solution provider. Frustrated with legacy reconciliation software, ReconArt was conceived to develop and bring to market a solution to address the inadequacies of software products that have been available for several years in an often stagnant market. Organizations today are demanding a modern and fresh approach, delivered on-line, installed in-house or immediately available on-line, one product not two or three to support the entire reconciliation lifecycle.

TRUSTED BY:



"ReconArt has been really helpful in highlighting common issues for cash movements not coinciding with source system transactions... it has been really helpful in showing us how we can improve our existing system reporting and monitoring."

Kriti Nath
Finance Manager and Simon Ward, Harmony's CFO,
Harmony

"Ease of use was a big reason why we selected ReconArt™. As accounting and finance people, we are big Excel users and we found that the import, match rules, and other related functions in ReconArt™ allowed us to leverage already existing skills. As business users, we could really relate to the logic of the system."

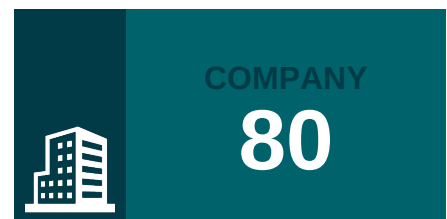
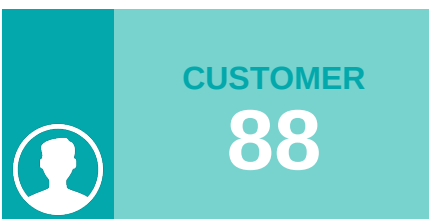
Kerry McGovern
Director of Treasury, Viewpost

"ReconArt™ gives us faith in the financial numbers we report by delivering accuracy, reduced operational risk and a fully auditable environment. An important added value is that it paid for itself almost immediately through significant cost savings of tasks that would otherwise have had to have been done manually."

Tim Carson
CEO, Premier Credit

"In the next 12 months we will transfer all of our other reconciliations from spreadsheets to ReconArt™. We anticipate that this will save the Finance Department a considerable number of staff hours in addition to the efficiencies already achieved. When considered, with the reduced risks and better visibility, implementing ReconArt will prove to have been a fantastic decision."

Simon Kay
CFO, Think Money Group



READ ALL 19 CUSTOMER SUCCESS REVIEWS FROM RECONART USERS





ABOUT SKYSTEM

SkyStem delivers a powerful close and account reconciliation application for organizations seeking to streamline their financial processes. The company's flagship solution, ART, is an enterprise technology that helps CFOs and Controllers shorten the month-end close and the time to issue financials by automating balance sheet reconciliations, managing month-end tasks, and providing insightful reporting.

TRUSTED BY:



"We felt like ART and the SkyStem team were the best choice for Symmons. We believed the solution would be relatively easy to implement, and we are happy to say that it was."

John Graves
CFO, Symmons Industries

"We implemented ART during a difficult rebrand, and the SkyStem team helped tremendously in changing domain names quickly. Without their help, the project would have been very challenging."

Tim Hanson
UNIFY Assistant Controller, UNIFY Financial Credit Union

"I started out just wanting some place I could store and review things. My list of must-haves grew when I saw everything ART could do."

Liz B.
VP and Controller, Rhino Resource Partners

"Our trainer was able to share leading practices and show users how specific accounts should be reconciled in ART; something we were not always doing correctly in Excel. In fact, within the first two weeks of implementing ART, we discovered errors in two of our accounts and were able to immediately correct them."

C. Price
Accounting Manager, Stock Yards Bank & Trust



READ ALL 15 CUSTOMER SUCCESS REVIEWS FROM SKYSTEM USERS

