2020 SUMMER CUSTOMER SUCCESS REPORT

WEATHER ANALYTICS SOFTWARE CATEGORY
WEATHER ANALYTICS SOFTWARE OVERVIEW

Harsh weather conditions can cause loss of revenue for businesses. But smart companies see the deluge of snow, hail, floods and rain as a chance to boost their bottom line. Weather analytics software can provide long-term forecasts as well the latest weather information to help organizations plan for the impact of weather on their services and products.

In this way, weather analytics software can assist businesses to manage climate risk. The information provided by the platform is communicated to customers via phone alerts, email, planning meetings on site and individualized websites for enterprises that wish to monitor conditions in one or multiple locations. Weather analytics software vendors say they have the advanced technology needed to stay on top of weather conditions and that there is high demand for their services.
The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings. The overall Customer Success ranking is a weighted average based on 3 parts:

**Content Score** is affected by:

1. Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
2. Customer reference rating score
3. Year-over-year change in amount of customer references on FeaturedCustomers platform
4. Total # of profile views on FeaturedCustomers platform
5. Total # of customer reference views on FeaturedCustomers platform

**Market Presence Score** is affected by:

1. Social media followers including LinkedIn, Twitter, & Facebook
2. Vendor momentum based on web traffic and search trends
3. Organic SEO key term rankings
4. Company presence including # of press mentions

**Company Score** is affected by:

1. Total # of employees (based on social media and public resources)
2. Year-over-year change in # of employees over past 12 months
3. Glassdoor ranking
4. Venture capital raised

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**Customer Success Report Award Levels**

**Market Leader**

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**

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference 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 Market Leader.

**Rising Star**

Vendor on FeaturedCustomers.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 reference content along with a growing social presence.
2020 Customer Success Awards

Check out this list of the highest rated Weather Analytics Software software based on the FeaturedCustomers Customer Success Report.

**Market Leaders**

- AccuWeather Enterprise Solutions
- DTN
- Earth Networks

**Top Performers**

- climacell
- spire
- Xactware

**Rising Stars**

- athenium analytics
- StormGeo
OVERALL BEST
OF WEATHER ANALYTICS SOFTWARE
Planalytics is the global leader in Business Weather Intelligence®, delivering the most comprehensive weather analytics available to help your organization make stronger business decisions. Through advanced weather analysis technologies, planning and optimization solutions and industry-specific expertise, Planalytics helps companies accurately assess and measure weather-driven impacts and effectively manage the never-ending variability of climate. Leading retailers, consumer goods suppliers, restaurants and service companies use Planalytics to “weatherize their business”, taking advantage of opportunities to increase revenue while deploying strategies to reduce costs and protect margins during periods of risk. They are the experts in weather analytics.

"Our weather-driven demand number is tied directly to what percentage of our sales were up or down. You would be amazed at the correlation between how our volume performs and how the weather performs.”

President and CEO
Subway

"The season timing data and knowing when the season is going to start and in what region helps us get the planning out and when it ends it helps us to know when we are going to do the markdowns.”

Rite Aid

"I’m attuned to the Planalytics reports primarily for the fact of how it’s going to affect my retail partners positively or negatively. I then communicate with operations to ensure there will be enough ice in an affected area.”

Reddy Ice

"Planalytics allows us to look at the weather by location to anticipate changes as well as react to the weather impact.”

ITW Global Brands
ABOUT ACCUWEATHER ENTERPRISE SOLUTIONS

AccuWeather Enterprise Solutions is the leader in forecasting innovation with unique, hyper-local and specialized forecasts using foundational global real-time and historical data to efficiently and effectively add maximum value, preparing their users for high impact weather events, saving lives and protecting property, and to help make better decisions throughout the day. As the leader in Big Data, AccuWeather Enterprise Solutions collects the most complete database of forecast models from governments and partners around the world. To add the most value, they focus on the impact of their forecasts and warnings so people can live their lives better and businesses will operate safer, become more efficient and profitable. Nearly 2 billion people worldwide rely on AccuWeather Enterprise Solutions to help them plan their lives, protect their businesses, and get more from their day.

“The AccuWeather hurricane path predictions were accurate. The graphical products provided were very easy to understand and act upon.”

CSX Transportation

“Only AccuWeather provides track-specific storm warnings designed to provide our railroad clients the exact information they need, in the form they need it. Whether it is calibrating the amount of inventory needed to match weather-driven demand, providing an electric utility company the information needed to hold repair crews or anything related to weather and business, contact AccuWeather Enterprise Solutions today.”

Union Pacific

“One thing I really like was the repeating “null tornado warning messages.” We were able to keep the plant running as we knew we had not missed a “take cover” message from AccuWeather. We knew you were monitoring the weather around the Dallas plant.”

Jason Weatherford
Solo Cup Company

“What AccuWeather provides is the core aspect of what the portal provides that immediately has direct actions on what my customers are going to do. We need to have accurate and timely data and plan for it. If AccuWeather issues an alert before the National Weather Center, we can help save countless more lives. It gives people enough time to plan and...”

Ryan Seick
Product Manager, Motorola Solutions
ABOUT DTN

DTN delivers accurate, objective, real-time, and actionable insights to increase their customers’ confidence and support their business decisions. In a data-rich world, their actionable insights in weather and financial analytics make sense of the information, drive change in processes and help businesses prosper. They empower their agriculture, energy and transportation customers – those who work endlessly to feed, fuel and protect their world. They believe that when their customers are supported with the most reliable and innovative information to the Nth Degree, they prosper and they all win. Prosper in a dynamic world.

“Having the ability to zoom in on the display is critical, along with the ability to overlap and animate the radar, lightning strikes, and time stamps.”

University of Notre Dame

“LightningTracker is perfect for us because, as host to the largest sporting event in the country, we need to make practical decisions based on real-time information to ensure the safety of all on site.”

Lesley Cox
Head of Health & Safety, Silverstone

“With DTN TIMS, all this information now feeds into a central database, where we can pull from it on a recurring basis for reconciliation.”

Raul Perez
Product Accounting Manager, Marathon Petroleum Corporation

“The live quotes are the reason I use DTN ProphetX Energy Edition. I’ve been in this business for 10 years and you’ve simply got to have live NYMEX feeds that are reliable. I have no hesitation recommending DTN to others, as it helps me to do my job. I don't have to worry about getting into the office and find it not working—we’ve simply never had that problem.”

Nuevo Partners

75
Customer references from happy DTN users

VIEW ALL REFERENCES
Earth Networks has been Taking the Pulse of the Planet® for more than 20 years. They help organizations mitigate financial, operational and human risk by providing environmental intelligence from the world’s largest hyperlocal weather network. Schools, airports, sports teams, utilities and government agencies rely on their data solutions to safeguard lives, prepare for weather events and optimize operations. Companies across all industries use their weather data to make informed decisions regarding risk management, business continuity and asset protection.

"Earth Networks' Total Lightning Network not only allows us to detect all of the electrical activity present in the atmosphere (both cloud-to-ground and in-cloud lightning), but it also enables us to analyze developing storms in real-time and predict their strength and future direction."

Francesco Dell’ Orco
Senior Account & Communications Manager, Radarmeteo

"The automated weather solution helped us in the long run. It provides real-time intelligence we need to make more informed weather-related decisions. And most importantly, it helps us plan for severe weather and improve our operational efficiency tremendously."

Mark Sprague
C.M. Deputy Director of Airport Operations and Facilities, St. Pete-Clearwater International Airport

"After a six-month period of using lightning-derived storm tracking from Earth Networks, we found our rate of false alarms decreased, and have improved our ability to predict when a storm will pass, helping to eliminate delays due to convective storms, which account for 40% of the incident/cases in our area of control."

Thomas Sobakam
Manager of Meteorological Services, ASECNA

"Accessing updated, local weather conditions; watching weather as it happens in real time and receiving prompt alerts on a web-based system during weather events is significant - it enables us to respond more efficiently in providing information and making decisions that keep safety our number-one priority."

Cyrus Callum
Operations Department, Orlando International Airport
2020 TOP PERFORMERS

climacell

spire

Xactware®
A Verisk Business
ABOUT CLIMACELL

ClimaCell is an American weather technology company that repurposes wireless communication networks for advanced weather forecasting. Using re-purposed wireless communication networks as weather sensors, ClimaCell delivers real-time forecasts to critical industries such as municipalities, sports, and transportation. Their mission is to help people manage weather related challenges with the best information and insights.

“ClimaCell forecasts provide accurate, actionable insight in real time. We've been very impressed with ClimaCell’s products, which help inform our operational decisions and offer quality service to users.”

Ari Luks
Director of Global Marketplace Economics, Via

“ClimaCell currently is operating innovative short-term forecast systems (NowCast and CBAM). Through testing and verification, both products have exhibited impressive and unique abilities to accurately predict atmospheric variables such as precipitation (NowCast) as well as temperature, cloud cover, and wind speed (CBAM) for locations across the...”

Shawn Milrad
Associate Professor, Meteorology, Embry-Riddle Aeronautical University

“We’ve explored other sources of weather data, and the level, frequency, and quality of the ClimaCell data is superior and beneficial for our needs. ClimaCell not only compliments the information we already get from the city but enriches our data sets by providing us with tools to deliver even more accurate crash predictions, warnings, and other traffic...”

Paul-Matthew Zamsky
Head of Strategic Partnership, Waycare

“Since we started using ClimaCell, we have had a much better ability to predict the start and end time of each storm. I have a tablet on the dashboard of my truck that I keep on at all times showing HyperCast, and I watch the dots on the map to see exactly where each storm is and how it is moving forward. We’ve definitely saved costs and staff time by...”

Craig Swain
President, New England Sealcoating
Spire Global is a space-to-cloud analytics company that owns and operates the largest multi-purpose constellation of satellites. Its proprietary data and algorithms provide the most advanced maritime, aviation, and weather tracking in the world. In addition to its constellation, Spire’s data infrastructure includes a global ground station network and 24/7 operations that provide real-time global coverage of every point on Earth.

“In logistics, the difference is made by the quality of the data, and with Spire we can trust the data to be accurate and real-time.”

Troy Muyshondt
Partner and Business Lead, Dockflow

“Spire Aviation data is a key component for TTEK clients who require clear visibility into the aviation risk landscape.”

Chris Thibedeau
Chief Executive Officer, TTEK

“With the new space approach that Spire takes and the rapid growth of their constellation, and coverage that comes from it, we’ve been able to discover much more potential. It’s been eye-opening for us, we keep being amazed at the scope of the potential. There are so many things that are obvious to us now that we never thought of three or four…”

Paul Woods
Chief Information Officer, Global Fishing Watch

“Maritime risk takes many forms, including piracy, weather, and traffic density, and Spire’s increasingly dense network of satellites and easily integrated software tools create key geospatial analytics in the ESRI partner ecosystem. These tools will become even more critical in the future as machine-assisted navigation and autonomous shipping come to the…

Guy Noll
Geodata Services Department Manager, Esri
ABOUT XACTWARE

Xactware creates computer software solutions for professionals involved in estimating all phases of building and repair. This group is a gathering place online for Xactware staff and customers, including claims adjusters, insurance company staff, service professionals, contractors, underwriters, and property preservation professionals.

"I just wanted you to know that every time I use your live chat, no matter who helps me, they always know how to help quickly and professionally. I love your on-line chat help."

Neva J. Lopez
SERVPRO of North Irving

"We have worked with Xactware for almost 20 years now because of the outstanding quality of their products and customer service. They always meet their commitments and their leading-edge products are always the best. Xactware has helped us standardize our procedures, automate our workflow, and grow the various targets of our business. We’re..."

Jim Franklin
HarBro

"I have had to use the live chat twice now and was highly impressed. The support technicians were very knowledgeable and answered my questions in a matter of seconds. Thumbs up to Xactware on tech support!"

Ivy Deaton
Reid Jones McRorie & Wms Cat Office

"One of the things I enjoy most about Xactware products is the consistency of file standards that we’re allowed to establish. It takes away some of the competing demands that would slow the process down."

Herb Carver
Director of Corporate Development, Worley Catastrophe Response
ABOUT ATHENIUM ANALYTICS

Athenium Analytics supports insurance carriers and financial traders worldwide with decisive and reliable business intelligence through intuitive, easy-to-use web applications. Their innovative quality assurance software and analytics solutions provide customers with meaningful, timely and actionable information they can trust for deeper insight and better-informed decision making.

“Dexter has paid for itself over the course of two hail events in our coverage area with the data it provided our adjusters. We use a few other sources for post-event analytics information, but Dexter is our best option when we want accuracy, reliability and simplicity.”

Ted Wissman
Vice President of Claims, Celina Insurance Group

“Our use of the Gauge tool has made a real difference in our Property underwriting. Our underwriters are better armed with key location-specific indicators to inform their choices on pricing and policy conditions. And we are now able to better manage our concentration of risk and get a very good picture of our portfolio across our territory.”

Christopher Mein
AVP Underwriting Middle-Market & Specialty, Continental Western Group

“Using Athenium Analytics pre and post storm tools has significantly improved our ability to prepare for an event and respond to our customers by allocating resources to those who need it the most first.”

Mike Smith
Senior Vice President, Claims, Union Standard Insurance Group

“The value from these products is two-fold. First, it brings state-of-the-industry information to our fingertips – information that didn't exist, or wasn't accessible before. But it’s also fast. Using connected mapping tools gives us insights quickly – and there’s nothing better than alerting your customers to a situation before they even know about it…”

James Pozzi
Senior Business Analytics, Pure Insurance
ABOUT STORMGEO

StormGeo is a leading provider of data science and weather intelligence, serving a worldwide customer base with advanced solutions through their global 24/7 forecasting desks and R&D team. The company primarily serves the Oil & Gas, Shipping, Renewable Energy, Cross Industry, Aviation and Media industries.

"With StormGeo's assistance, the Rowegians were able to surpass their goal of crossing the Atlantic in 59 days — making it in 36! StormGeo provided daily weather forecasts with insight into wave, winds, speed of currents and tides. I am truly grateful for the support of StormGeo on this mission!"

Olav Aleksander Bu
Advisor and Navigator, Rowegians

"We really appreciate the forecasts specific to our areas of operation and, when freezing conditions or a hurricane is imminent, we find these specific forecasts very useful to make our plans and consider the need for site closure or schedule adjustments."

Steve Moskowitz
ConocoPhillips

"StormGeo provides Vattenfall with daily weather forecasting support for our Dan Tysk and Sandbank offshore wind farms. Their service plays an important role in supporting our offshore transport and installation works, and we are very happy with the forecasts and the daily service that we get from StormGeo."

Marc Itgen
Vattenfall

"Over time, the offshore users have gained confidence in the forecasts from StormGeo and as such, in marginal weather, trust that we can continue production based on the information they deliver. Especially on remote area locations where it is critical to have timely and reliable forecasts, it has been very useful to have the forecaster on duty to communicate..."

Esben Jøttestad
Head of Vessel Operations, Petroleum Geo-Services