



BPM SOLUTIONS

Adaptive Planning, a provider of collaborative business performance management (BPM) solutions, has announced the availability of Adaptive Planning Express Edition On-Demand, a free entry-level addition to its suite of budgeting, forecasting and reporting solutions.

Express Edition On-Demand "removes the obstacles that have previously prevented small and mid-sized companies from adopting enterprise-class performance management solutions," the company noted in an announcement. "With the addition of this new product to its suite, Adaptive Planning has... redefined how easy it can be for mid-market companies to move beyond Excel-based budgeting and dramatically improve their business results."

The Mountain View, Calif.-based company claims to be the only BPM provider targeting the mid-market and below with a Software-as-a-Service (SaaS) solution. It calls Express Edition On-Demand "a powerful, enterprise-class solution that is available for free and that can be instantaneously accessed around the world with only a Web browser." Its model means no software to install, no fees, no restrictions on the duration of use and access for up to 50 users per company.

Designed for small and mid-sized companies and teams, Adaptive Planning Express Edition features include an intuitive, spreadsheet-like user interface; standard sheets for planning expenses and revenues across multiple dimensions; a specialized personnel planning sheet; formula-based modeling; and management of organizational hierarchies and user access rights. The product also includes a Get Started Wizard to help new users set up their company plans.

CEO William Soward said in an interview that the firm, founded in 2003, defines its market as companies with

annual revenues from \$20 million to \$500 million, with up to 1,500 users. Divisions of large corporations are also a market, Soward says, and the company already offers Corporate and Enterprise editions. Soward says that Adaptive Planning, which introduced its software at the end of 2004, now has more than 70 customers, with a concentration in software, high-tech manufacturing, health-care and nonprofits.

Earlier this year, Adaptive Planning was one of 10 software vendors that joined to found the Open Solutions Alliance (OSA), a nonprofit, vendor-neutral consortium dedicated to driving adoption of comprehensive open-source business solutions. Soward says, "We want to make our software as available as rapidly and as widespread as possible." With the open-source model, "the code can be customized around the edges," and partners and resellers can exploit that flexibility, he adds.

Web: www.adaptiveplanning.com
