The BI Survey 19

The voice of the BI and analytics community

This document is a specially produced summary of the headline results for

Dundas



The BI Survey 19 Dundas Highlights Dashboard





KPI results

3 top-rankings

32 leading positions

in 5 different peer groups.

SURVEY 191



Requirements

67%

of surveyed users chose Dundas because of its good coverage of BI specific requirements.*

* Compared to 12% for the average BI tool.

™SURVEY19₁



Recommendation

97%

of surveyed users would recommend*
Dundas.

* Based on the aggregate of "Definitely" and "Probably".

SURVEY 19



Flexibility

60%

of surveyed users chose Dundas because of **its flexibility**.*

* Compared to 42% for the average

SURVEY 19



Vendor support

85%

of surveyed users rate
Dundas' vendor support
as excellent or good.*

* Compared to 64% for the average BI tool.

SURVEY 191



Dashboards

94%

of surveyed users rate
Dundas' functionality
for creating dashboards
as excellent or good. *

* Compared to 80% for the average BI tool.

IIISURVEY19L

The BI Survey 19 Dundas Highlights



Peer Group Data discoveryfocused products



1. Top-ranked in

Flexibility Embedded BI



Leader in

Project length Recommendation Implementer support Customer satisfaction Sales experience Operational BI Analyses **Functionality**

Peer Group **Embedded** analytics-focused products



1. Top-ranked in

Flexibility



Leader in

Implementer support Sales experience Data preparation Dashboards Analyses **Functionality**

Peer Group Dashboardingfocused products



Leader in

Project length Implementer support Flexibility Sales experience Embedded BI Dashboards Analyses **Functionality**

BARC Summary

Dundas BI Platform is a modern and integrated fullstack BI platform with core strengths in data visualization, operational and embedded BI as well as data discovery and analysis. Dundas is listed in five peer groups, achieving a total of 3 top-rankings and 32 leading positions in this year's BI Survey. Particularly outstanding is its 'Flexibility' rating, which earned two top-ranks and three leading positions. In terms of functionality, the vendor impresses with good results compared to many of its peers.



The BI Survey 19 Dundas Highlights



Peer Group

Ad hoc reportingfocused products



Leader in

Implementer support

Flexibility

Embedded BI

Dashboards

Analyses

Functionality

Peer Group
Americas-focused
vendors



Leader in

Flexibility

Embedded BI

Analyses

Functionality















Dundas in



Customer Quotes

66

Dundas is a very flexible tool that can do most anything out of the box. We do utilize some scripting to get some added functionality. And the ability to integrate this with our other custom applications is great.

BI-SURVEY.com

BI & Data Architecture Manager, healthcare, 100-2,500 employees

66

Great product, easy to use, easy to scale up for more complex report. Easy integration into web apps and such. Support team has been amazing and willing to go the extra mile to help us succeed.

BI-SURVEY.com

Line of business employee, healthcare, 100-2,500 employees

66

The flexibility, cost, and openness to feature requests from the developer have been an invaluable tool for our organization and has helped us integrate it further in the organization than initially planned and on a faster time table.

BI-SURVEY.com

Very flexible and robust BI program. Allows for dragand-drop functionality like other tools or the creation of your own BI environment. Very flexible licensing structure with concurrent users. Allows for real-time automatic refresh dashboards and has native ETL capability with Data Cubes.

BI-SURVEY.com

Director of Manufacturing Strategy, manufacturing, >2,500 employees

"

Dundas has been very easy to implement and very cost effective. The visualizations are excellent. Every update brings many new features. The built-in data warehousing feature gives excellent performance. All of our interactions with the vendor have been excellent. Development in Dundas is flexible and the features are easy to learn. The vendor training website is also very good and the user community is very active, helpful, and well curated.

BI-SURVEY.com

Employee of a cross-departmental BI team, oil, gas and mining, 100-2,500 employees

Head of BI & Analytics Competence Center, media/publishing, 100-2,500 employees



Dundas overview

Founded in 1992, Toronto, Canada-based Dundas began building its reputation as an innovator in visualization components with its own Microsoft technology-based charting product. In 2007, Dundas sold most of its chart franchise to Microsoft to embark on the expanded mission of building Dundas Dashboards, which was initially released in 2009. Dundas is a privately held company with approximately 100 employees. The vendor focuses on direct sales in North America, Western Europe and Australia while other regions are typically covered by partners.

Dundas BI was launched in 2014 as a full-featured BI platform that supports dashboards, ad hoc reporting, operational reporting, self-service BI and data discovery among other things. It replaced the company's prior flagship product, Dashboards, with a more comprehensive, end-to-end BI product. Dundas BI has gained momentum with customers eager to deliver all types of BI application areas to their users, not just dashboards as covered by the former product. Most existing customers have already migrated their licenses to Dundas BI, proving it to be a superior

Versions used

n=34



successor to Dashboards. The number of Dundas BI customers has risen to around 1100 with a substantial increase in new acquisitions. Dundas takes great care of its community and actively listens to requests when developing new features. Research and development plays a big role with about 40 percent of all employees working in this area. A dedicated professional services team helps customers design dashboards and do data preparation, and leverages partners for implementation and integration work.

With Dundas' clean, modern and responsive graphical interface, business users can integrate, prepare, visualize and share data as well as navigate through prebuilt BI applications provided by IT. Dundas BI enables data discovery and the development of highly customized dashboards, embedded BI applications and operational reports, placing an emphasis on ease of use for end users. Data access and data preparation functionality is integrated into Dundas BI. Using over 40 prebuilt data connectors, developers build and execute extract, transform and load (ETL) routines.

Dundas customer responses

This year we had 34 responses from Dundas users. At the time of the survey, 65 percent of them were using version 6, 31 percent version 5 and 4 percent were still running version 4.

Introduction



IBISURVEY 191

The BI Survey 19 is based on findings from the world's largest and most comprehensive survey of business intelligence end users, conducted from March to June 2019. In total, 3,021 people responded to the survey with 2,477 answering a series of detailed questions about their use of a named product. Altogether, 36 products (or groups of products) are analyzed in detail.

The BI Survey 19 examines user feedback on BI product selection and usage across 34 criteria (KPIs) including business benefits, project success, business value, recommendation, customer satisfaction, customer experience, innovation and competitiveness.

This document contains just a selection of the headline findings for Dundas. It does not show all the KPI results and focuses mainly on the positive findings.

For more information on the survey, visit The BI Survey website.

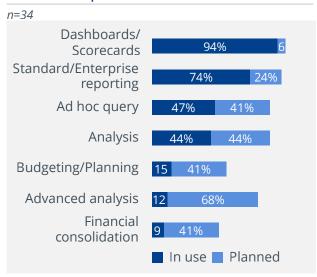




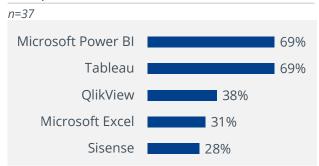
BARC Comment

Dashboards and scorecards are Dundas' main use case (94 percent), followed by standard reporting (74 percent), revealing the vendor's origins as a provider of dashboard solutions. The adoption of advanced analytics functions remains low in Dundas installations. However, 68 percent have plans to use Dundas for advanced analytics tasks such as processing of R or Python scripts and visualizing the results. Survey results indicate that customers have not yet tapped the full potential of Dundas BI. The suite offers a broad set of features from highly formatted reports to sophisticated analysis features for business users. Customers mostly choose Dundas for its good coverage of BI specific requirements but they do not seem to use all the functionality provided. More than half of the Dundas users responding to this year's BI Survey came from mid-sized companies. This explains the below-average median number of users. The large difference between the median and mean number of users speaks to a large range in terms of the size of implemented scenarios. Besides smaller and mid-sized companies, about one fifth of the respondents came from larger enterprises.

Current vs. planned use



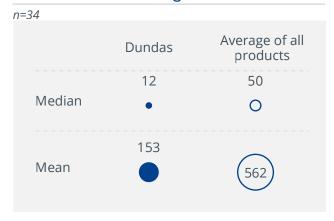
5 products most often evaluated in competition with Dundas



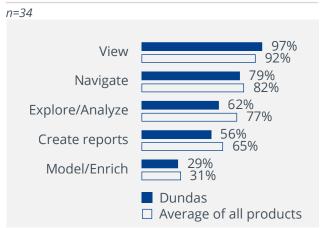
Percentage of employees using Dundas



Number of users using Dundas



Tasks carried out with Dundas by business users



Company size (employees)





Peer Groups and KPIs

The KPIs

The BI Survey 19 provides the reader with well-designed KPI dashboards packed with concise information, which can be absorbed at a glance. The KPIs all follow these simple rules:

- Only measures that have a clear good/bad trend are used as the basis for KPIs.
- KPIs may be based on one or more measures from The BI Survey.
- Only products with samples of at least 20 - 30 (depending on the KPI) for each of the questions that feed into the KPI are included.
- For quantitative data, KPIs are converted to a scale of 1 to 10 (worst to best).
- A linear min-max transformation is applied, which preserves the order of, and the relative distance between, products' scores.

The terms 'top-ranked' and 'leader' are used in the following KPI chart titles. 'Top-ranked' indicates first position. 'Leader' usually denotes a position in the top 25-30% of products listed in the chart.

Peer Group Classification

The BI Survey 19 features a range of different types of BI tools so we use peer groups to help identify competing products. The groups are essential to allow fair and useful comparisons of products that are likely to compete.

The peer groups have been defined by BARC analysts using their experience and judgment, with segmentation based on two key factors:

- 1. Usage scenario functional peer groups are mainly data-driven and based on how customers say they use the product.
- 2. Regional focus is the vendor a large international vendor with a truly global presence or does it focus on a particular region? We also take into account the location of BI Survey respondents.

Dundas features in the following peer groups:

- Dashboarding-focused products
- Ad hoc reporting-focused products
- Data discovery-focused products
- · Americas-focused vendors
- Embedded analytics-focused products

Peer Groups Overview

Large global enterprise BI platforms

Includes products equipped with functionality for enterprise deployments that focus on a broad range of BI use cases.

Dashboarding-focused products

Includes products that focus on creating advanced and highly sophisticated dashboards.

Ad hoc reporting-focused products

Includes products that focus on self-service reporting and ad hoc analysis.

OLAP analysis-focused products

Includes products that focus on analysis in dimensional and hierarchical data models.

Data discovery-focused products

Includes products that focus on visual data discovery and advanced data visualization.

Integrated performance management products

Includes products that provide integrated functionality for BI and performance management, especially planning and budgeting.

<u>Large international BI vendors</u>

Includes products from companies with annual revenues of \$200m+ and a truly international reach.

EMEA-focused vendors

Includes products from vendors that have a significant presence in - and focus on - the EMEA region.

<u>Americas-focused vendors</u>

Includes products from vendors that have a significant presence in - and focus on - the Americas region.

Embedded analytics-focused products

Includes reporting and analytics products that can be embedded in other business applications.



Project length



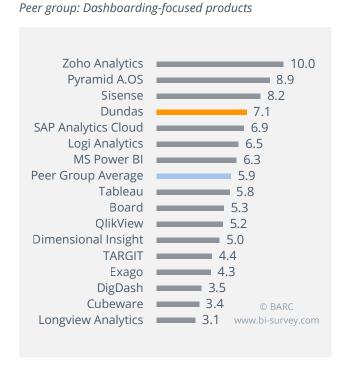
This KPI is based on how quickly the product is implemented.

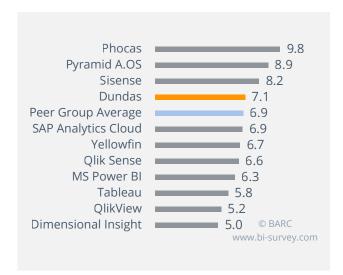
Project length - Leader

Project length - Leader

Peer group: Data discovery-focused products







BARC Viewpoint

Dundas customers reported an average implementation time of approximately three months in this year's BI Survey. As a result, Dundas is ranked as a leader among the dashboarding-focused and data discovery-focused products. Dundas provides applications developers with predefined charts and objects for the creation of highly individualized content. The vendor's 'jumpstart' program is designed to ensure that partners – especially ISVs and OEMs – are well equipped with up-to-date information on Dundas BI's capabilities. This in turn helps to speed up implementations. Overall, for a product that is mainly used for dashboards and report creation, the average implementation time of Dundas is shorter than the overall average in this year's BI Survey.

Recommendation & Customer satisfaction



The 'Recommendation' KPI is based on the proportion of users that say they would recommend the product to others.

The 'Customer satisfaction' KPI combines the 'Recommendation', 'Product satisfaction', 'Vendor support' and 'Implementer support' KPIs.

Recommendation - Leader

Peer group: Data discovery-focused products



BARC Viewpoint

Recommendation



Recommendation is a reliable signal that customers are satisfied with a product. We regard Dundas' leading position in the 'Data discovery-focused products' peer group as a positive indicator of the product's value. With its comprehensive functionality and good flexibility, many customers are attracted to the tool. Another reason why customers might recommend a product is certainly its robustness and stability. With 47 percent of customers claiming to have 'no significant problems' at all when using the software, Dundas implementations seem to operate smoothly and reliably. In total, 97 percent of the Dundas users responding to this year's BI Survey feel they can 'definitely' or 'probably' recommend the product to other companies.



Customer satisfaction

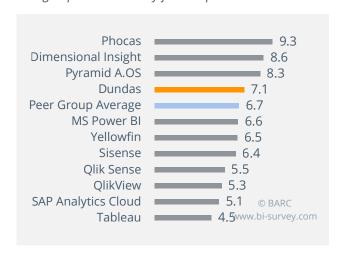


The aggregated 'Customer satisfaction' KPI is a combination of the 'Price-to-value', 'Recommendation', 'Product satisfaction', 'Vendor support' and 'Implementer support' KPIs. With leading positions in several peer groups for the 'Recommendation' and 'Implementer support' KPIs, Dundas ranks as a leader for 'Customer satisfaction' in the 'Data discovery-focused products' peer group. The vendor maintains a well-educated network of partners, has a dedicated team that supports customers in product implementations, takes care of its community and actively listens to requests when developing new features. With its fairly priced software, customers are generally satisfied with Dundas and its offering.

Customer satisfaction – Leader



Peer group: Data discovery-focused products



Implementer support

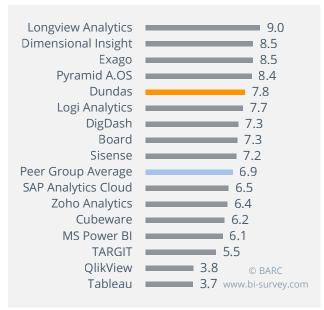


This KPI measures user satisfaction with the level of the implementer's support for the product.

Implementer support – Leader



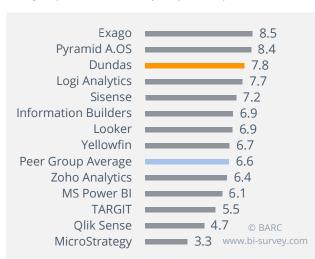
Peer group: Dashboarding-focused products



Implementer support - Leader



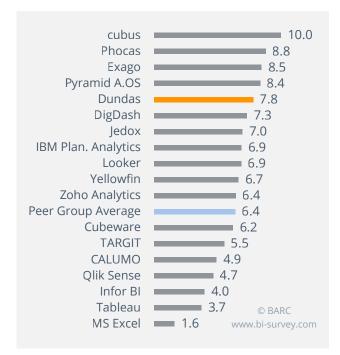
Peer group: Embedded analytics-focused products



Implementer support – Leader



Peer group: Ad hoc reporting-focused products

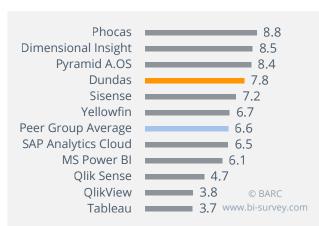


Implementer support – Leader



Dundas in

Peer group: Data discovery-focused products



Implementer support



BARC Viewpoint

Both vendor and implementer support play an important role in determining project success. For implementations, Dundas uses its established partner network and employs a dedicated professional services team. These employees are in charge of helping customers with the software ramp up including data connectivity and data integration as well as the creation of dashboards and reports. Moreover, this team leverages partners for implementation and integration work. Customers seem to be very satisfied with the support and services the implementation teams provide. Dundas ranks as a leader in the 'Dashboarding-focused products', 'Ad hoc reporting-focused products', 'Embedded analytics-focused products' and 'Data discovery-focused products' peer groups.



Flexibility



This KPI is based on how often the product was chosen for its flexibility, and on the frequency of complaints about user flexibility post-implementation.

Flexibility - Top-ranked

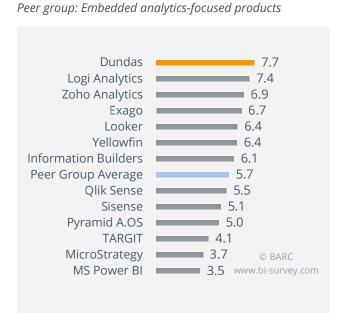
1.

Flexibility - Top-ranked



Peer group: Data discovery-focused products







BARC Viewpoint

In today's dynamic environment, software should be reliable and adaptable to the individual needs of customers in order to provide optimal support for business processes. 63 percent of respondents cited flexibility as an important factor in choosing to buy Dundas BI. It is only topped by the product's ability to cover specific BI requirements (67 percent). The vendor is ranked as the number one data discovery-focused and embedded analytics-focused product for the 'Flexibility' KPI and is a leader in its other peer groups. This underlines Dundas' broad capabilities for various use cases such as dashboarding, reporting and analysis, as well as its suitability for the creation of tailor-made BI applications.

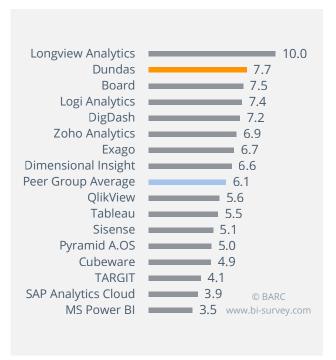
Flexibility



Flexibility – Leader



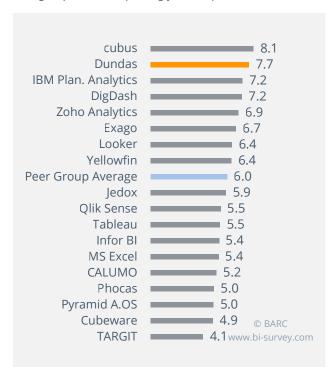
Peer group: Dashboarding-focused products





Flexibility – Leader

Peer group: Ad hoc reporting-focused products



Flexibility – Leader

Peer group: Americas-focused vendors





Dundas in

Sales experience



This KPI is based on how respondents rate the sales/purchasing experience with the vendor.

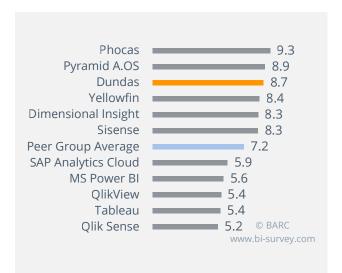
Sales experience – Leader

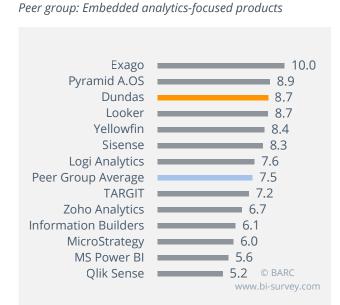
Sales experience – Leader

Sales experience

Tong .

Peer group: Data discovery-focused products





Sales experience – Leader



Peer group: Dashboarding-focused products



BARC Viewpoint

Dundas received above average scores for the 'Sales experience' KPI in each of its peer groups, including leadership positions in the 'Dashboarding-focused products', 'Data discovery-focused products' and 'Embedded analytics-focused products' peer groups. Participants in this year's BI Survey stated that they were very satisfied with the vendor's timely and thorough answers to product-related and technical questions. In addition, Dundas performed very positively in terms of the overall rating of its product evaluation and contract negotiation as well as general behavior. Vendor relationship is often cited by customers as a prominent reason why companies choose to buy Dundas. This demonstrates the vendor's competence, know-how and understanding of organizations' business needs as well as its flexibility when it comes to contract terms.

Embedded BI

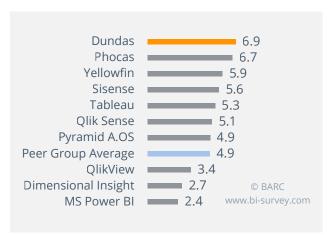


This KPI is based on how many survey respondents use embedded BI.

Embedded BI - Top-ranked



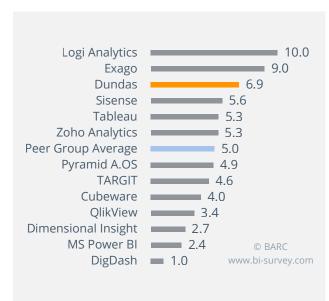
Peer group: Data discovery-focused products



Embedded BI - Leader



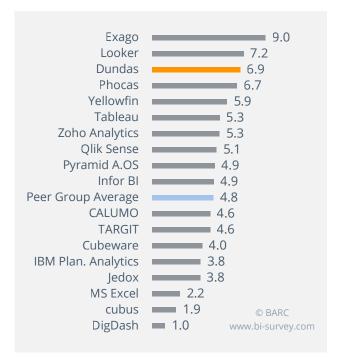
Peer group: Dashboarding-focused products



Embedded BI - Leader



Peer group: Ad hoc reporting-focused products



Embedded BI - Leader



Peer group: Americas-focused vendors



Embedded BI

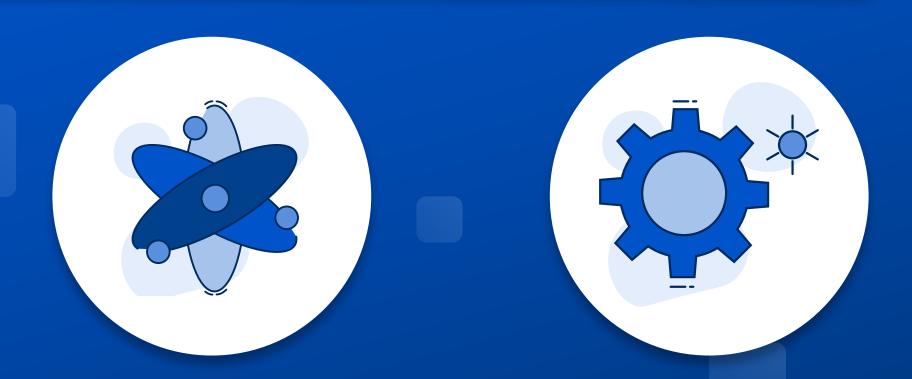


BARC Viewpoint

Many customers use Dundas in embedded BI scenarios, which is confirmed by the vendor's above-average ratings for the 'Embedded BI' KPI in all of its peer groups. Indeed, Dundas is ranked number one for this KPI in the 'Data discovery-focused products' peer group. Dundas is well-equipped to be white-labeled and embedded in other applications. Customer can also use HTML code to embed or pass parameters into the embedded view. In addition, its broad feature set supports the development of tailor-made applications to meet the requirements of a broad user range. These applications can incorporate third-party content such as any web page or third party visualizations.



Data preparation & Operational BI



The 'Data preparation' KPI is based on how many sites currently use the product for data preparation.

The 'Operational BI' KPI is based on how many sites currently use real-time data from transactional systems with their BI tool.

Data preparation – Leader

Peer group: Embedded analytics-focused products



BARC Viewpoint

Data preparation



Dundas offers comprehensive data preparation capabilities and ranks among the leaders in the 'Embedded analytics-focused products' peer group for 'Data preparation'. According to the respondents to this year's BI Survey, customers often use these functions. Dundas BI offers a fully built-in data preparation layer allowing the creation of a semantic layer on top of the data sources. Measures, dimensions and hierarchies are defined within the layer. The resulting model can be enhanced by adding business user-friendly names, descriptions and default aggregations. Data can be integrated into the models across many data transformations including joins across multiple sources. Dundas BI's data preparation capabilities are suitable for power users from business departments.

£

Operational BI

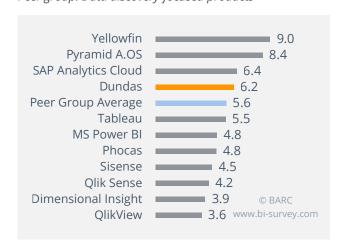


Operational BI is a rising trend in the BI and analytics market. In order to be able to make data-driven decisions throughout the company, it is important to provide the necessary information at all decision-making levels. BARC surveys have shown that operational employees, in particular, often lack the information they need. With Dundas' direct connection to source applications, the software supports operational dashboards and reports that can be integrated into business processes. Employees are therefore provided with relevant information during operational activities and can make faster and better decisions. According to customer feedback, Dundas is frequently used in operational BI scenarios. The vendor is ranked as a leader for 'Operational BI' in the 'Data discovery-focused products' peer group.

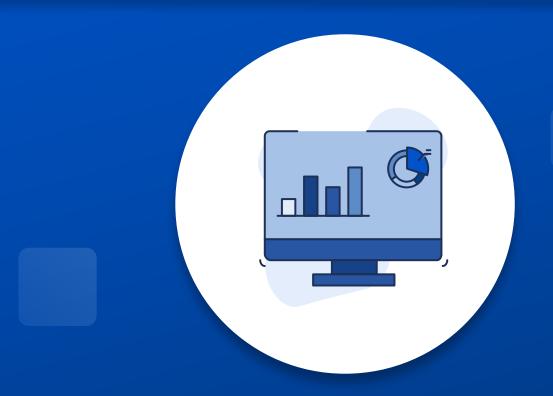
Operational BI – Leader



Peer group: Data discovery-focused products



Dashboards



This KPI is based on how users rate their BI tool for creating dashboards/reports (data selection, data visualization, formatting/layout).

Dashboards - Leader

Peer group: Dashboarding-focused products



Dashboards - Leader

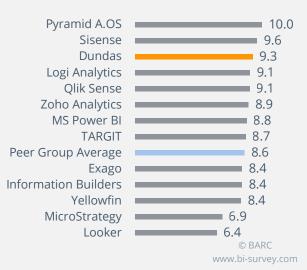
Peer group: Ad hoc reporting-focused products



Dundas 9.3 Olik Sense 9.1 Peer group: Embedded analytics-focused products







Dashboards - Leader

BARC Viewpoint

Dundas BI offers a dashboard development environment that provides a high level of control over the look, feel and functionality of applications. Developers and skilled users can create interactive dashboards applying controls for filter, sort, group, re-organize, drill and custom calculations. Customers seem to be very satisfied with these features in Dundas BI, which results in high scores in the 'Dashboards' KPI. 94 percent of surveyed users rated Dundas's functionality for creating dashboards as excellent or good. The vendor is rated above average in every peer group and among the leaders in the 'Dashboarding-focused products', 'Ad hoc reporting-focused products' and 'Embedded analytics-focused products' peer groups.

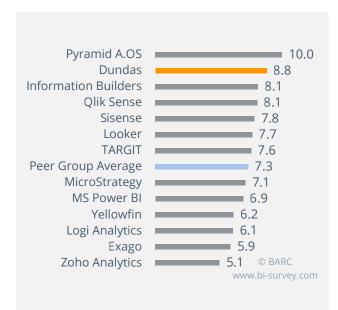
Analyses



This KPI is based on how users rate their BI tool for performing analyses (KPI calculations, data navigation, predefined analyses)

Analyses – Leader

Peer group: Embedded analytics-focused products



Analyses – Leader

Peer group: Americas-focused vendors



Analyses



Analyses – Leader



Peer group: Dashboarding-focused products



BARC Viewpoint

Analysis tools offer users flexible navigation in data and a number of analytical calculations. Due to the growing dynamics of the market and the increased demands on response time, analysis functions are becoming increasingly important for users of BI software. Dundas achieved great results for its analysis capabilities in this year's BI Survey. The product is rated as a leader in all of its peer groups. Dundas offers good multidimensional analysis and well thought out data discovery features. Data preparation and visualization are tightly integrated, making it feasible for business analysts to iteratively analyze and enhance data to gain as much insight as possible.

Analyses – Leader

Peer group: Ad hoc reporting-focused products



Analyses – Leader

Peer group: Data discovery-focused products





Functionality



This KPI combines the 'Dashboards', 'Ad hoc query', 'Analyses', 'Distribution of reports' and 'Planning & budgeting' KPIs.

Functionality – Leader

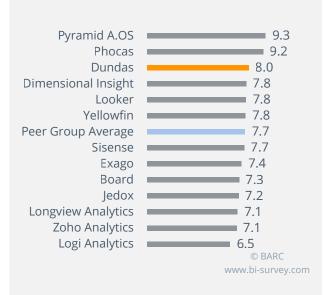
Functionality - Leader

Functionality

Peer group: Embedded analytics-focused products



Peer group: Americas-focused vendors



BARC Viewpoint

Dundas integrates various BI functions into one product. It delivers capabilities for use cases such as dashboarding, reporting, analysis and embedded BI. Customers are satisfied with the dashboarding and analysis capabilities, as shown by Dundas Bl's high ratings in those KPIs. The vendor also achieves a leading position in all five of its peer groups for the aggregated 'Functionality' KPI. This underlines its broad range of BI functionality to analyze, visualize and distribute information over different channels. In addition to dashboarding and analysis, formatted reporting is also covered. Dundas supports pixel-perfect formatting, templates and style sheets to allow users to create standardized enterprise reports.

Functionality - Leader

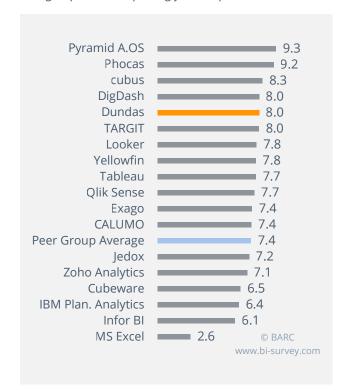


Peer group: Dashboarding-focused products



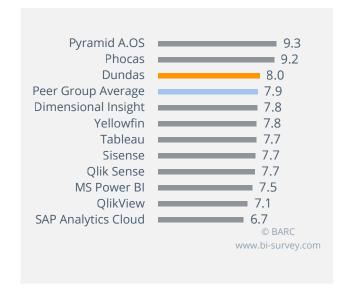
Functionality – Leader

Peer group: Ad hoc reporting-focused products



Functionality – Leader

Peer group: Data discovery-focused products





BARC — Business Application Research Center



BARC is a leading enterprise software industry analyst and consulting firm delivering information to more than 1,000 customers each year. Major companies, government agencies and financial institutions rely on BARC's expertise in software selection, consulting and IT strategy projects.

For over twenty years, BARC has specialized in core research areas including Data Management (DM), Business Intelligence (BI), Customer Relationship Management (CRM) and Enterprise Content Management (ECM).

BARC's expertise is underpinned by a continuous program of market research, analysis and a series of product comparison studies to maintain a detailed and up-to-date understanding of the most important software vendors and products, as well as the latest market trends and developments.

BARC research focuses on helping companies find the right software solutions to align with their business goals. It includes evaluations of the leading vendors and products using methodologies that enable our clients to easily draw comparisons and reach a software selection decision with confidence. BARC also publishes insights into market trends and de-

velopments, and dispenses proven best practice advice.

BARC consulting can help you find the most reliable and cost effective products to meet your specific requirements, guaranteeing a fast return on your investment. Neutrality and competency are the two cornerstones of BARC's approach to consulting. BARC also offers technical architecture reviews and coaching and advice on developing a software strategy for your organization, as well as helping software vendors with their product and market strategy.

BARC organizes regular conferences and seminars on Business Intelligence, Enterprise Content Management and Customer Relationship Management software. Vendors and IT decision-makers meet to discuss the latest product updates and market trends, and take advantage of valuable networking opportunities.

www.barc-research.com

For further information see:

Other Surveys



The BARC BI Trend Monitor 2019 reflects on the trends currently driving the BI and data management market from a user perspective. We asked close to 2,700 users, consultants and vendors for their views on the most important BI trends.



The Planning Survey 19 is the world's largest survey of planning software users. Based on a sample of over 1,300 responses, it offers an unsurpassed level of user feedback on 22 leading planning products. Find out more at www.bi-survey.com



The Advanced Analytics
Survey 19 - BARC's new
survey-based study gauges
satisfaction among advanced
analytics, data discovery and
data preparation software
users worldwide. Ten leading
software products are compared in detail.

Business Application Research Center – BARC GmbH



Germany

BARC GmbH
Berliner Platz 7
D-97080 Würzburg
+49 931 880 6510

www.barc.de

Austria

BARC GmbH Meldemannstraße 18/01.14 A-1200 Wien

+43 660 6366870

www.barc.at

Switzerland

www.barc.ch

BARC Schweiz GmbH Täfernstraße 22a CH-5405 Baden-Dättwil +41 76 340 3516 Rest of the World

+44 1536 772 451

www.barc-research.com