

DSPanel Partner Evidence

Delivering Performance Management Solutions with Performance Canvas Planning

Cadeia AB

CADEIA

"DSPanel is always keen on supporting us with pre-qualified leads, demos, presentation materials and whatever else we need to close a deal."

Overview

Industry: Financial Services

Region: Stockholm

Country: Sweden

Customer Profile

Cadeia is a corporate performance management solutions implementer with over 100 years of combined business intelligence and technological knowledge. In 2011, their estimated revenue is forecasted to be 15 million Swedish Kronor (2.4 million USD).

Business Situation

Cadeia's core market are mid-sized companies who need a complete, easy-to-use, performance management system.

Key Challenge

Finding a CPM solution that worked both as a cube building system and enabled the use of existing data warehouses.



Robert Andersson, Sales Manager

Cadeia AB is a corporate performance management solutions implementer focused on creating results oriented reporting, budgeting, balanced scorecard, forecasting and financial consolidation systems. Cadeia is a young, dynamic company with 12 employees working in both technology consulting and sales. Their yearly revenue is forecasted to be 15 million Swedish Kronor (2.4 million USD). Cadeia consultants have over 100 years of combined business development and technological knowledge. Cadeia is headquartered in Stockholm, Sweden.

Business Situation

Cadeia saw that there was a need for a slim software solution for Corporate Performance Management (CPM) that still offered highly advanced presentation and analysis functionality. When examining the available software options at the time, Cadeia found that most of them fell into two categories: either they were CPM solutions with poor presentation and analysis functionality or they were full-scale BI systems with a dedicated data warehouse. For mid-sized companies, these options were either too limited or too complex.

Since the building blocks of Cadeia's package based solutions are portals, dashboards, data warehouses and OLAP cubes built on Microsoft technology, Cadeia needed a solution that worked both as a cube building system and enabled the use of existing data warehouses. Being a fairly new company, Cadeia also needed to find a CPM solution that was easy-to-implement and easy-to-sell to perspective customers.

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 **Microsoft** Partner
Silver Independent Software Vendor (ISV)

Sales and Marketing Support

"DSPanel has always relied on our partners to provide great solutions to end users. Key partners like Cadeia offer solutions that extend our offering to customers around the world, providing them with world class solutions that meet their business intelligence, financial planning, and performance management needs."



Jan Morath, CEO at DSPanel

Cadeia has been very happy with the pre-sales and marketing support provided by DSPanel and were surprised by how keen DSPanel was in supporting their own sales efforts, providing pre-qualified leads, demos, presentation materials and anything else Cadeia needed to close a deal.

The Results

Cadeia has seen tremendous value using Performance Canvas as its CPM tool of choice. Since November 2010, Cadeia has closed three deals with Performance Canvas and have more than 10 opportunities in the pipeline.

Key Metrics

Cadeia was able to train their sales and consulting staff on Performance Canvas in less than 1 week. They have found that the implementation time has been less than 1 month from invoice to usage. They have quickly been able to generate sales, from lead to sale, they have seen results in as little as 1 month.

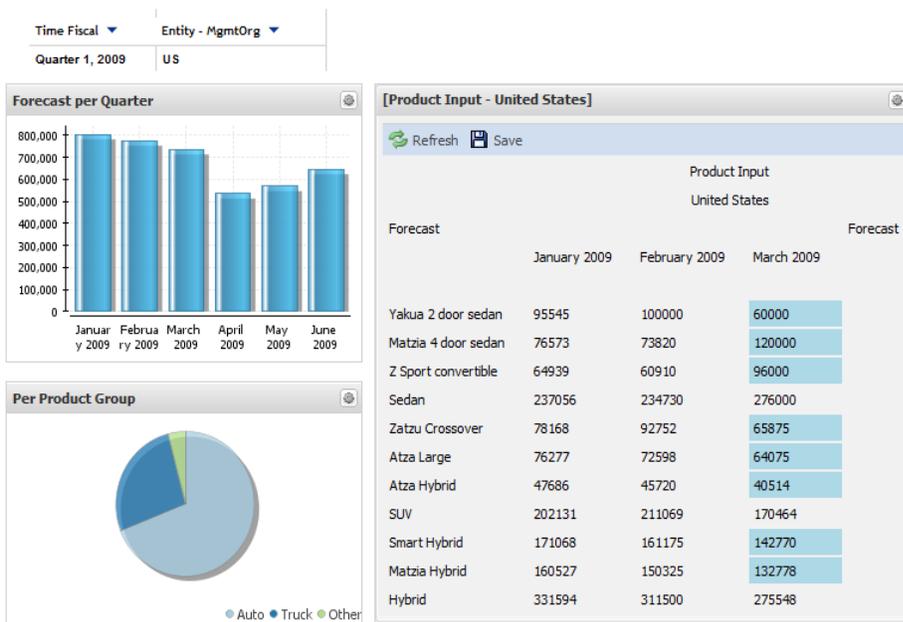
For More Information

For more information about **DSPanel** visit www.dspanel.com.

To contact DSPanel send email to info@dspanel.com or call +46 8-669 03 40.

For more information about Microsoft products and services visit their Web site at www.microsoft.com.

For more information about **Cadeia AB** visit www.cadeia.se.



A web based product forecast input schedule, deployed on mobile phone and results sent directly to Excel (Performance Canvas Planning)

