## DECISION LENS VS. EXCEL - FEATURE COMPARISON MATRIX

The Spreadsheet is often the Problem

For many years, Excel® and spreadsheet tools have been the predominant technology used in portfolio planning and optimization. In a recent survey, 66% of organizations said they use spreadsheets for their critical planning.[1] This was certainly a viable solution when computer based planning was in its infant stages. However, as the portfolio prioritization and strategic planning processes have become more complex, the spreadsheet has proved to be a hindrance. Spreadsheets have caused more headaches and led to more missed opportunities than providing solutions. In that same survey, 67% of respondents said that the spreadsheet was the problem.[2]

67% of respondents involved in long-range planning say that spreadsheets make it difficult to manage their planning process.[2]

Microsoft Excel®
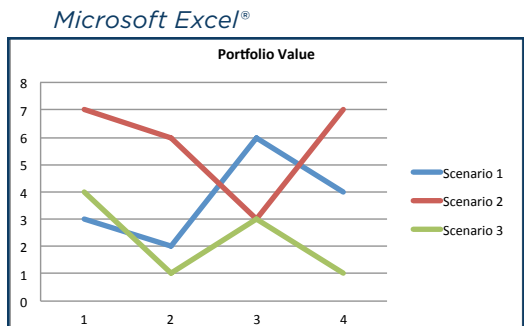
Excel® doesn't offer the flexible, side-by-side scenario comparison needed for strategic prioritization. Decision Lens enables you to quickly compare an infinite number of business scenarios to see how selections effect your business.

Decision Lens
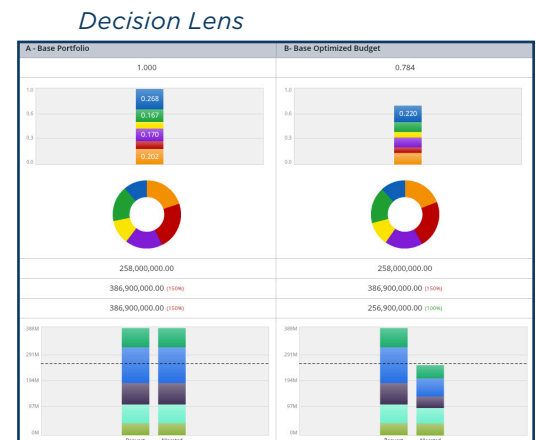
At the very heart of the long range planning process is the need to run various, and often complex business scenarios side-by-side. Ensuring you and your organization understand a wide range of outcomes and select investments that put you ahead of your competition is vital for continued growth and in many cases survival. "84% of companies doing what-if planning say they can explore every scenario and are more successful at selecting major initiatives."[1] Spreadsheets don't offer the on-the-fly scenario creation needed for your organization to truly understand the trade-offs between various project and investment selections. The ability to see and understand cascading effects of your choices is fundamentally essential for your strategic planning; a critical step that could mean the difference between continued success and absolute failure.

[1] Ventana Research Long-Range Planning White Paper, January 2015
[2] Companies where more than 20 people are involved in the process. Ventana Research Long-Range Planning White Paper, January 2015

While the spreadsheet is an adequate tool for capturing snapshots of data, it lacks the robust capabilities to be a system of record for continuous portfolio planning. As spreadsheets grow in size, more people "touch" it, and application versions change, the propensity for data corruption and an unwieldy number of instances of the same document grows exponentially. A solution that is a reliable system of record with enterprise grade security and data backup is needed to ensure that the choices you make are based on data that you can trust.

Strategic portfolio planning also needs a level of real-time collaboration that Excel® and other spreadsheet tools can't offer. Emailing files from person to person is not a viable solution. How do you ensure that data hasn't been altered while being passed around or the file you have is the latest version? When making choices that have lasting business implications, you need to ensure that stakeholders are able to provide the necessary input and have meaningful collaboration, all in a data secure environment.

	Michael	Adam	Maddie
Business Strategic Fit	3	2	6
Product Competitive...	7	6	3
Market Attractiveness	4	1	3

Vs.
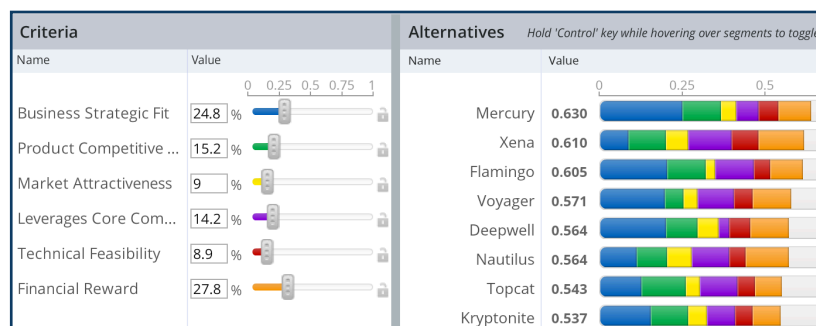
Decision Lens provides real time collaboration and analysis of stakeholder input. Excel® forces you to collect data over time and analyze it when it is out-of-date.

89% of respondents that can drill down into underlying details while a review meeting is underway say they are able to make better choices about major investments.[1]

Being able to do rapid scenario planning and deep dive analytics make your choices even better. Excel® and other spreadsheet tools don't provide the access to powerful, out-of-the-box analytics and easy-to-understand visualizations needed for decision-makers to select investments and projects that will move the business forward. Manual, complicated, formula-driven calculations can take days or weeks to create, only providing results when information is out of date. And again, can you trust that data from all cells is still the same or the formula hasn't been altered in any way?

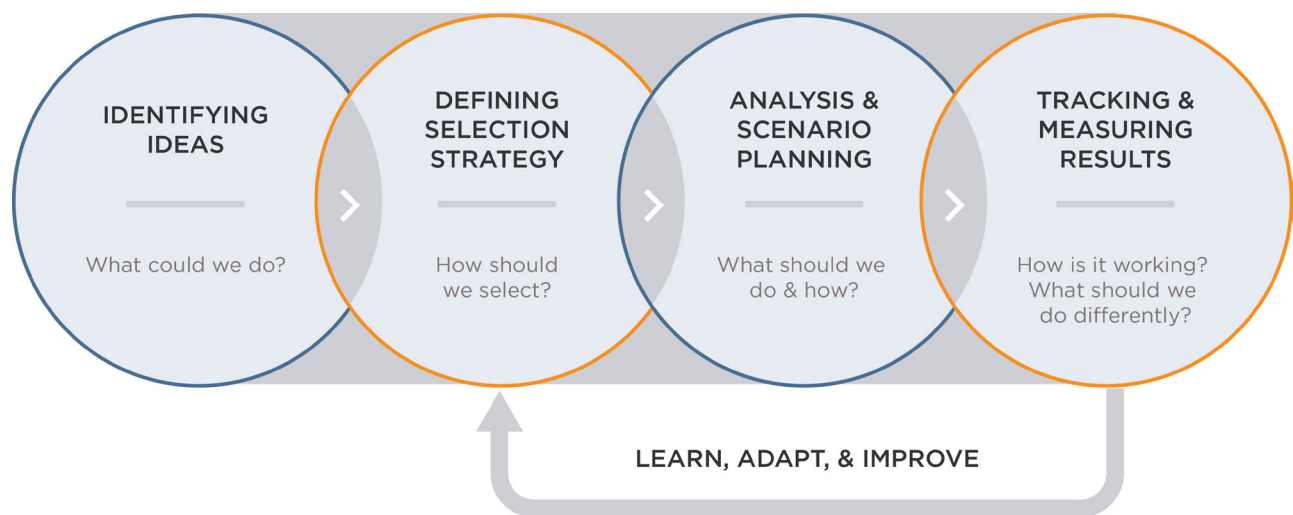[1] Ventana Research Long-Range Planning White Paper, January 2015

DECISION LENS

Identifying Ideas	Decision Lens	Excel
Centralized homepage unifying decision participation in one place	☑	☒
Collaboratively engage multiple stakeholders across business lines to add insights, refine criteria terms, and definitions	☑	☒
Create campaigns with an Idea Engine to crowd source new requests that include custom form development, distribution, workflow, and review	☑	☒
Participants see real-time inputs and share insights & rationale	☑	☒
Defining Selection Strategy		
Real-time collaboration on priorities using multiple stakeholders to make key trade-offs	☑	☒
Combine quantitative and qualitative data for decision evaluation	☑	☒
Flexible framework for organizing strategic goals, objectives, and criteria	☑	☒
Decision Blueprints® compiled from industry best practices and years of practical industry experience	☑	☒
Analysis & Scenario Planning		
On-the-fly scenario comparison contributing to alignment of strategic imperatives and trade-off analysis to hone in on projects that should be selected	☑	☒
On-the-fly sensitivity analysis at multiple levels of a model to view changes in relative priority of alternatives	☑	☒
Resource optimization including algorithmic recommendations for resource budgets under business constraints (multiple time periods, interdependencies, varying cost profiles, and force funding, etc.)	☑	☒
Real-time information exchange with other systems of record including PPM, Financial, etc.	☑	☒
Uncover insights through visual analytics and rapid scenario development & comparison	☑	☒
Tracking & Measuring Results		
Create custom data fields for capturing and sharing business case information, data, and outcomes for alternative	☑	☒
Custom metric tracking to assess planned versus actual performance and show progress toward KPIs	☑	☒
Location-based project and investment data for visualizing portfolios	☑	☒
Advanced visual analytics provide multidimensional views of data and insights that would otherwise lay dormant	☑	☒

◆ DECISION LENS

An enterprise grade solution is your answer to long-range portfolio planning and optimization

Decision Lens is a cloud-based software solution delivering the complete process for identifying, prioritizing, analyzing, and measuring which investments, projects, and resources will deliver the highest returns. Decision Lens combines your valuable organizational data with experts' judgments to establish priorities in an efficient, intelligent framework. Decision Lens' streamlined and automated solution saves you countless hours and dollars while simultaneously providing the optimal value for your portfolio choices and investments.

Decision Lens gives you access to data-driven analytics to help you make the best possible choices for your business. By using Decision Lens to constantly and consistently analyze your project and investment choices, you are able to ensure a level of analytical insight that Excel® and other spreadsheet tools cannot offer. A continuous feedback loop of data and evaluation is needed to keep up with constantly changing business requirements. Decision Lens helps you obtain the highest-level returns on your projects and investments while optimizing resources in increasingly resource-constrained environments.

Stop relying on spreadsheets to make choices that could have dire implications on your business. Decision Lens is used by organizations across the globe that have realized spreadsheets are not the reliable solution they need to stay relevant now, and into the future. Visit us at decisionlens.com to learn more.

IDENTIFYING IDEAS	DEFINING SELECTION STRATEGY	ANALYSIS & SCENARIO PLANNING	TRACKING & MEASURING RESULTS
What could we do?	How should we select?	What should we do & how?	How is it working? What should we do differently?

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