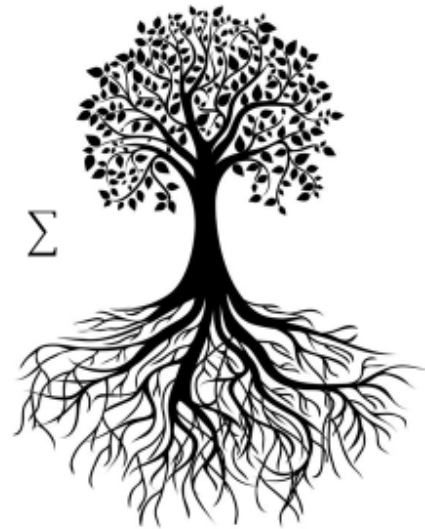


How Northcraft Analytics Compares with BMC Remedy Smart Reporting in 9.X and Beyond...

Northcraft Approach

- Leaves** **Display**
 - SharePoint Integrated Dashboards or Standalone
 - Rapid Ad-hoc Excel Interface to Live Data
 - Compatible with any BI presentation technology
- Trunk** **Prepare**
 - Multi-Dimensional Database for retrieval speed
 - Integrate Multiple Sources (Drill Across)
 - Thousands of Preconfigured Metrics
 - Existing and Customized Metrics become available to all Display Levels
- Roots** **Obtain**
 - Rapid **Incremental** Preconfigured ETL



Northcraft Analytics vs. BMC RSR

Comparison

Benefit	Northcraft Analytics	BMC Remedy Smart Reporting
Packaged Metrics	2,500+	Around 100, You would need to learn Yellowfin in order to add additional measures. Does Yellowfin fit in to your corporate BI standard?
KPIs Available	300+	0, Even though you will see the "KPI Dashboard" in a demonstration.
Gartner Top Rating in I&O Business Value Dashboards	Yes	No
Request Additional KPIs From Support	Yes	No
Ad-Hoc Capability	Yes	Yes, but limited to the Yellowfin interface.
Native BMC Remedy Integration	Yes, in addition to other presentation layers like Excel, Tableau, etc...	Yes
Licensing	Unlimited, by process area	How much is a free cat? Compare the total cost of ownership of Northcraft (with NO BI development) to a solution that requires unlimited BI Development (BMC Remedy Smart Reporting).
Accessible From Any Mobile Device	Yes	Yes
Simplicity of Report Creation	See for yourself	Users will need to learn Yellowfin, but Northcraft can leverage Excel which is much more well-known.

Northcraft Analytics vs. BMC RSR

Comparison

Benefit	Northcraft Analytics	BMC Remedy Smart Reporting
1 Platform for Dashboards and Analytical Reporting	Yes, Microsoft HOLAP	No, BMC's products all use different BI tools. For example, Truesight still using Business Objects.
Drill-Across, Through and Down	Yes	No Drill-Across - http://businessintelligence.com/dictionary/drill-across/
Use Case: Provide Access to Analysis for Approval Bottleneck With Related Changes and Tasks	Yes	No, Yellowfin will not scale to support this use case without solid state storage in most cases.
Use Case: Look at One Year Performance Against SLAs and Drill-Down to Breached Incidents (for customers with 5,000+ incidents/month)	Yes	No, Yellowfin will not scale to support this use case without solid state storage in most cases.
Use Case: Provide Access to Data About Intra-Group and Individual Assignment Bottlenecks	Yes	No, Yellowfin will not scale to support this use case without solid state storage in most cases.
Record Limits	1 Billion Records/10 Joins per query without special tuning.	Practically speaking, yes, because YellowFin/RSR is SQL based.
Report Suite	Dynamic, 600+, all reports are adjustable by KPI, Perspective, etc...	Static, there are about 100 out of the box.
Audit Trail & Assignment Reporting	Yes	No

Northcraft Analytics vs. BMC RSR

Comparison

Benefit	Northcraft Analytics	BMC Remedy Smart Reporting
iWS (integrated Windows Security) or SAML	Yes, This is great for Excel process analysts.	No
Native SharePoint Integration	Yes	No, requires development.
Ad-Hoc Capability	Yes	Yes, but YellowFin only.
BI Presentation Layer Independent	Yes, Tableau, Business Objects, Microstraegy, SharePoint, etc...	Limited, but it does have native integration to Northcraft/SSAS!
BI Application for other IT Sources?	Yes	No, Yellowfin is a BI platform, so you would need to build them.
BI Development Required	No	Yes, who in your company is going to learn YellowFin?
Training Ramp Up Time	Low, someone probably already knows Tableau or Excel at your organization.	High if you would like to build any of your own calculations. If you are a large IT organization, you will.
Proprietary BI Platform	No, it's Microsoft.	YellowFin isn't in the top 5 BI Platforms for Global 2000, like Microsoft (upon which Northcraft Analytics is built.)
Timeliness of Data	1 Hour Old Maximum.	At least 1 day old.
Multiple Data Sources	Yes, SolarWinds, Cisco, Microsoft SCOM, ServiceNow, etc...	Yes, but you would need to build them individually.
Drill Down to Grain	Yes	Depends on record volume. You can on low volume tables, such as Problem Management.