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Five Costs Your BI Vendor Doesn't Want You to Know

Companies today are faced with tighter budgets, fewer technical resources and less time to spend on deploying business intelligence (BI). It is important to know the benefits and drawbacks of your options before you start evaluating. The table below shows the five areas that most BI vendors don't want you to question.

FIVE COST AREAS TO CONSIDER WHEN EVALUATING BI

COST AREA	PENTAHO ENTERPRISE	OPEN SOURCE	TRADITIONAL	DATA DISCOVERY	SAAS
SOFTWARE ACQUISITION COSTS	$	$$*	$$$$	$$$	$$
LENGTH OF THE ROI CYCLE					
ABILITY TO ADJUST TO CHANGE	Agile BI: instantly see updates to data and metrics in reports / analysis	Open the hood and start coding	Changes take 3-6 months	Fast as long as you have data in 1 source, typically Excel	Fast to start, painful to change
USER GROWTH	No additional cost per user High end user adoption	Build your end user self-service tools from scratch; start a software devel-opment lab	Costly per user price Low end user adoption	Costly per user price High end user adoption	Costly per user price Medium end user adoption
EASE OF INTEGRATION WITH OTHER APPS	Easy	Easy	Hard; proprietary	Hard; proprietary	Hard; proprietary

* Includes development, test, managing releases, and other costs associated with open source.

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YOUR CHECKLIST FOR SHOPPING AT THE BI MARKET

SOFTWARE AQUISITION COSTS	› Is there an upfront perpetual license cost? › How much are the annual maintenance and support costs? › Does the maintenance cost go up from the second year onwards? › What is the pricing metric: server- or user-based?
LENGTH OF THE ROI CYCLE	› How many technical resources are needed to prepare data before its ready for BI? › Is there Agile BI productivity tool available to speed BI development? › Can business users get access to data on their own or do they need support from IT?
ABILITY TO ADJUST TO CHANGE	› Can you connect to any data, or does the BI solution lock you into specific databases or data warehouses? › How rapidly can you add new data and start analyzing it, or reporting it? › How easily can you add new metrics and calculations, or change existing ones?
USER GROWTH	› Who needs access to BI? Do you need to expand that access in the future? › Do you have to pay extra for every additonal BI user? › How much training is required for the end users to become self-sufficient in creating reports, doing analysis and building dashboards?
EASE OF INTEGRATION WITH OTHER APPS	› Do you need to integrate your BI with other business applications? › Which APIs does the BI solution provide out of the box?

Are You Ready To Make A Purchase?

With this guide in hand, we encourage you to evaluate Pentaho Business Analytics.
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