Enterprise tools and applications market study 2015

Systems of Operation (IoT control) → Systems of Records → Systems of Intelligence → Systems of Engagement → Systems of Immersion → Emotion-based Systems

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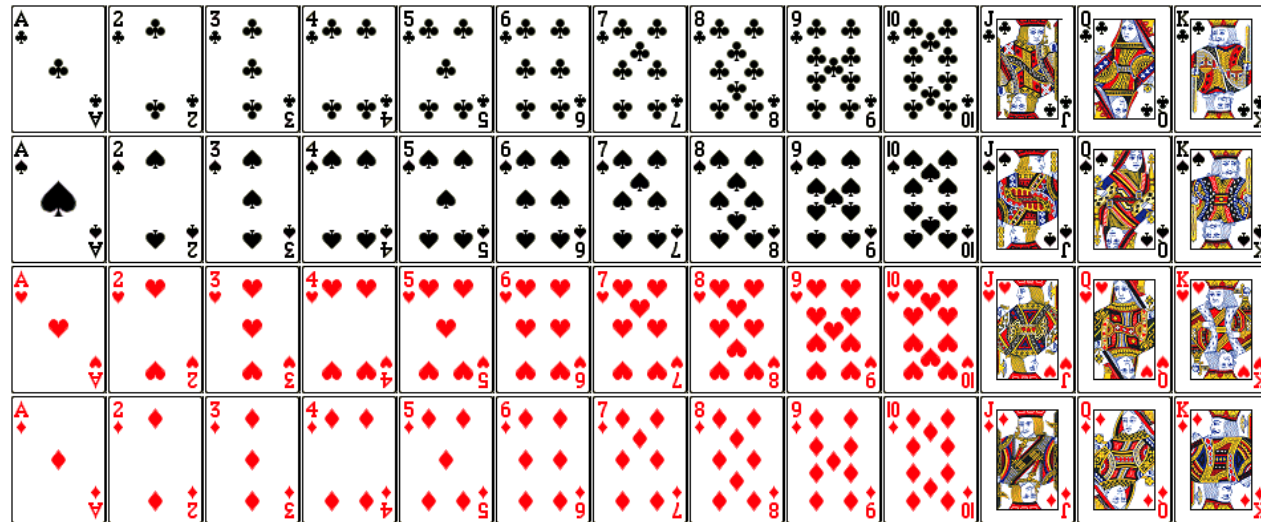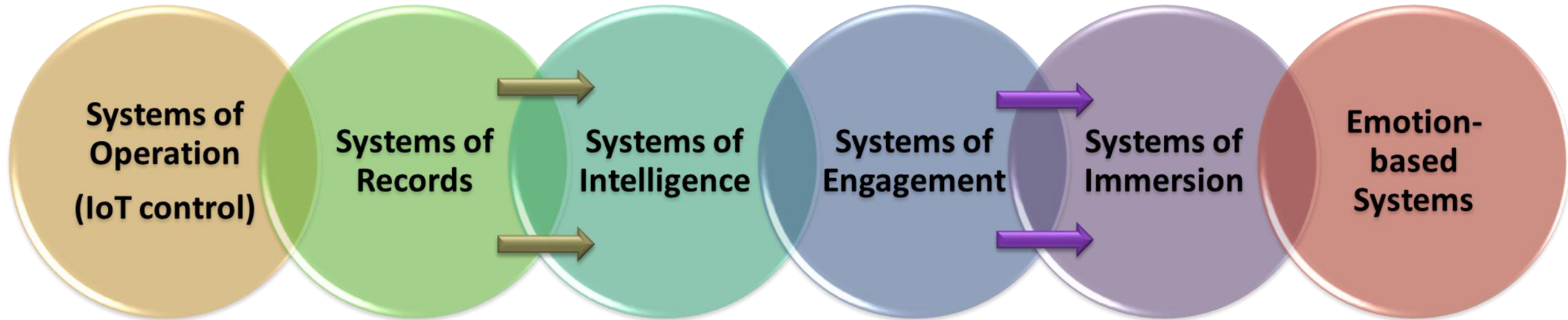
Israeli product positioning

Not a technological positioning, <u>refers only to Israeli market</u> focused on the <u>enterprise sector</u> (not SMB)
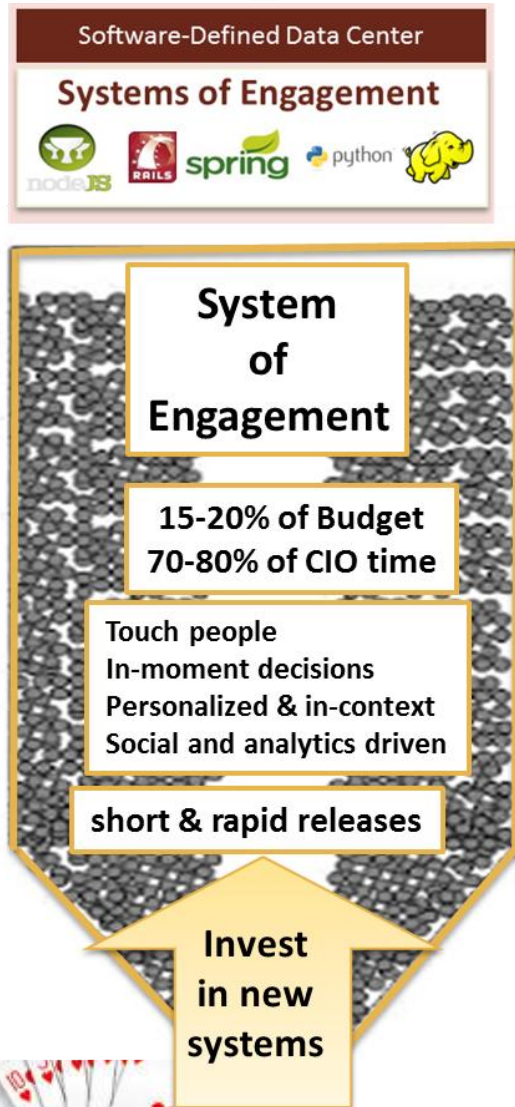
- ▲ **<u>X axis (Market Presence)</u>**: Market penetration (installed base+ + new sales in the past year + clients perspective and perception)
- ▲ **<u>Y axis (Local Support)</u>**: Support, number and quality of SIs, localization, local R&D center etc.
- ▲ **<u>Vendors to watch:</u>** New players - just entered the Israeli market

STKI positioning represents the <u>current Israeli market</u> and not necessarily <u>what we recommend to our clients</u>

Global leader

Software-Defined Data Center

Systems of Engagement

System of Engagement

15-20% of Budget
70-80% of CIO time

Touch people
In-moment decisions
Personalized & in-context
Social and analytics driven

short & rapid releases

Invest in new systems

- Customer interactions and omni-channels tools
- Contact center knowledge management
- Customer experience analytics
- Marketing suites and specialized tools
- Web and Ecommerce
- Advanced analytics

FUNCTIONAL

INTIMATE

EVANGELIST
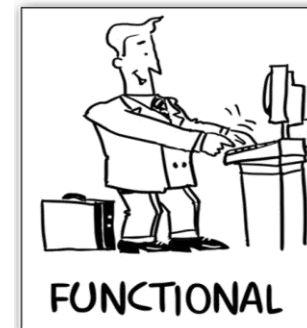
Are you a functional enabler or a bonding creator?

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Customer Interaction management – part 1

Package	Description	Rep in Israel
Oracle - Inquira	Multi-channel knowledge management	Oracle Israel
Vitrue	Social media "sniffer" and publisher	
Involver	Building social media apps	
LikeBillions	Connecting digital customers to call center leads	Bynet
Salesforce Chatter	Social media	Salesforce
Salesforce Ideas	Customer Innovation platform	Salesforce
MCx	Multi Channel Platform	Matrix
Loyalty Lab (Tibco)	Loyalty management, SaaS	Yael Software

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Customer Interaction management – Part 2

Package	Description	Rep in Israel
Fanzila	Social CRM	Ness
Gigya	Social CRM	Ness
Cexpert	Chat-center management	UCL software
Walkme	Customer online guidance (EPSS) for web	JohnBrybe
Wizsupport	Online sales and support agent	
Live Person	Online real-time engagement solutions	
Docomotion	Interactive and personalized customer engagement platform	Autofont
Bumpyard	Digital interactions management	Taldor, Ness-pro
Everymatch	Matching people	Everymatch
Loyalty management (service)	Loyalty management with Silverpop – as a service	Ness-pro

Package	Description	Rep in Israel
Nice	Customer Interaction management	Nice, Matrix
Verint	Customer Interaction management	Verint
LetmeSee	Video Chat	Ness-pro
Captain up	Engagement gamification	Matrix

Contact Center Knowledge Management

Package	Description	Rep in Israel
KMS - Lighthouse	Knowledgebase for service agents and web self service	Aman
Oracle - Inquira	Multi-channel knowledge management	Oracle Israel
Oracle - Rightnow	Service, e-Service, Customer Self Service	Oracle Israel
Verint (Kana)	Multi-channel service	Omnitech (SRL)
Nice	Customer Experience	Nice
Moxie Software	Multi-channel service	Business Solutions
Braini	Knowledgebase for service agents (SPS based)	Matrix
Elad	Knowledgebase for service agents (SPS based)	Elad
Clearmesh	Knowledge management	Difdoof, Ness-Pro
Contact 360 - Advantech	Contact center solution, includes training, KM, optimization	Advantech
SQlink	Knowledgebase for service agents (SPS based)	SQlink (Tvuna Millenium)
Cexpert	Knowledgebase for Chat contact center (Lync based)	UCL software
Microsoft (Parature acquisition)	Cloud-based Customer Self Service	Microsoft Israel

NEW

SHI.info
IT Knowledge Integrators

Digital Marketing players in Israel – Part 1

Package	Description	Rep in Israel
Microsoft (Marketing Pilot)	Marketing platform	Microsoft Israel, Integration Partners – Elad and Prodware
Oracle – (Eloqua-B2B, Responsys-B2C. BlueKai)	Cloud based marketing automation: B2B and B2C, Social media and listening, customer analytics	Oracle Israel Integration partners – Exscientia, Demandgen, Gil Kochavi (business delivery)
Salesforce Marketing Cloud (Exacttarget, Radian6, BuddyMedia)	Social marketing cloud, Listening platform, Marketing automation, social media content publishing	Salesforce, Servicewise – Reseller & integration partner
IBM Digital Marketing Optimization (Unica, Silverpop, Coremetrics, Tealeaf)	Marketing Suite, optimization, Email marketing, Digital Analytics and individual customer behavior data	IBM, Ness-pro (Silverpop), Gstat (Unica), Bee2see
Adobe (Neolane, Omniture)	Analytics, social media listening, experience manager, media optimizer, multi-channel campaigns, targeting	Adobe Israel
Marketo	B2B Marketing platform	ServiceWise

Global leader

Digital Marketing players in Israel – Part 2

Package	Description	Rep/Integrators in Israel
Marketo	B2B Marketing platform	ServiceWise
SAP	RTOM (Real time marketing)	SAP Israel
Teradata (Aprimo)	Marketing platform	I.E. Mittwoch
SAS	Marketing Suite, Campaigns optimization	Mia computers
HP (Autonomy, Teamsite, Mediabin)	Real time marketing analytics, Content, DAM, social media listening	HP Israel
Hubspot	Inbound marketing platform	

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Digital Marketing Technologies map

Global "not Israeli" tools

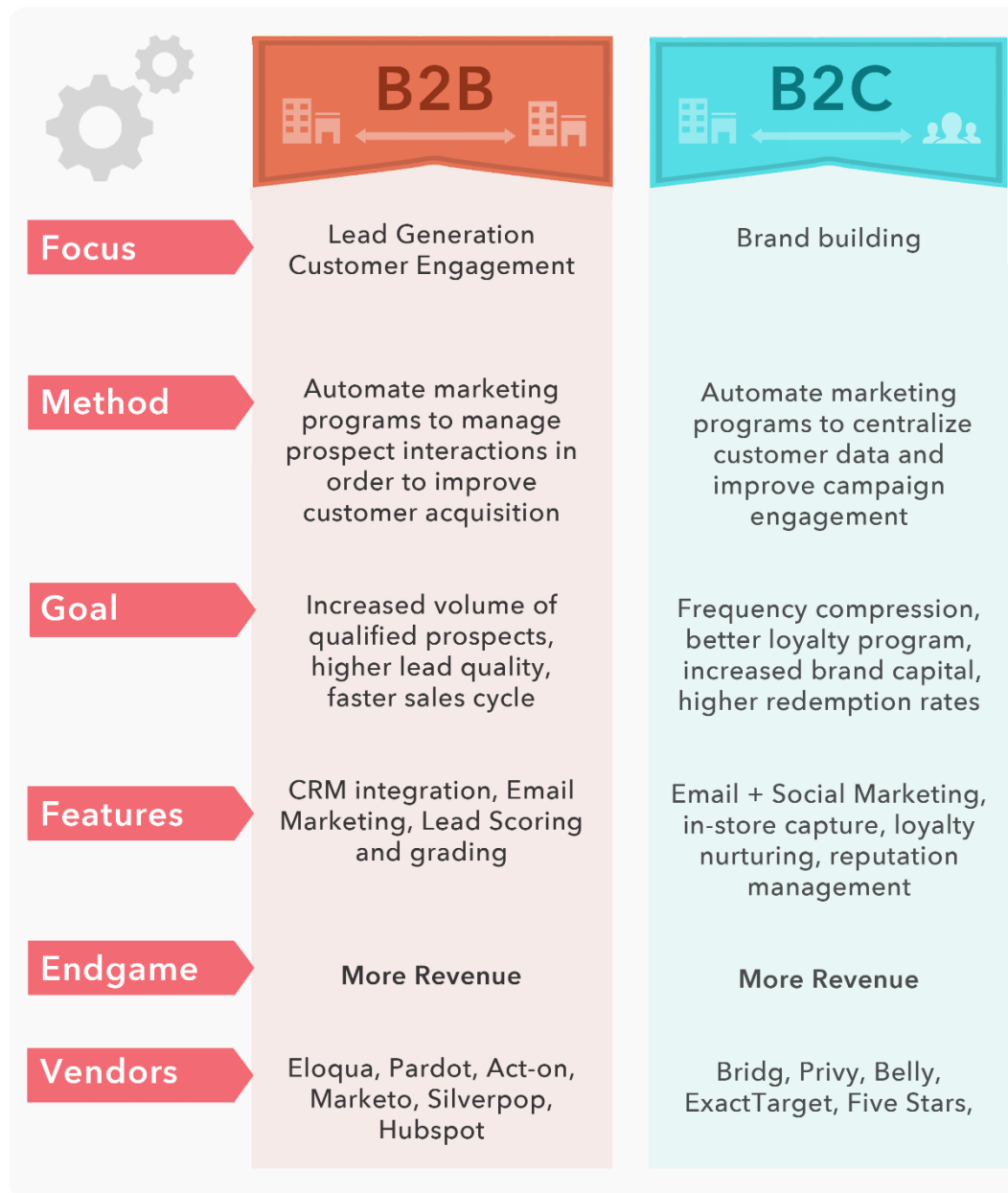# What do digital marketing suites provide?

SourceL http://bridg.com/blog/b2b-vs-b2c-marketing-automation

- Targeting and segmentation
- (Multi channel) campaign management
- Content marketing
- Customer journey mapping
- Digital space "owner" receives notification when someone is clicking on landing page or opening an email
- DBL – Digital Body Language (digital profile)
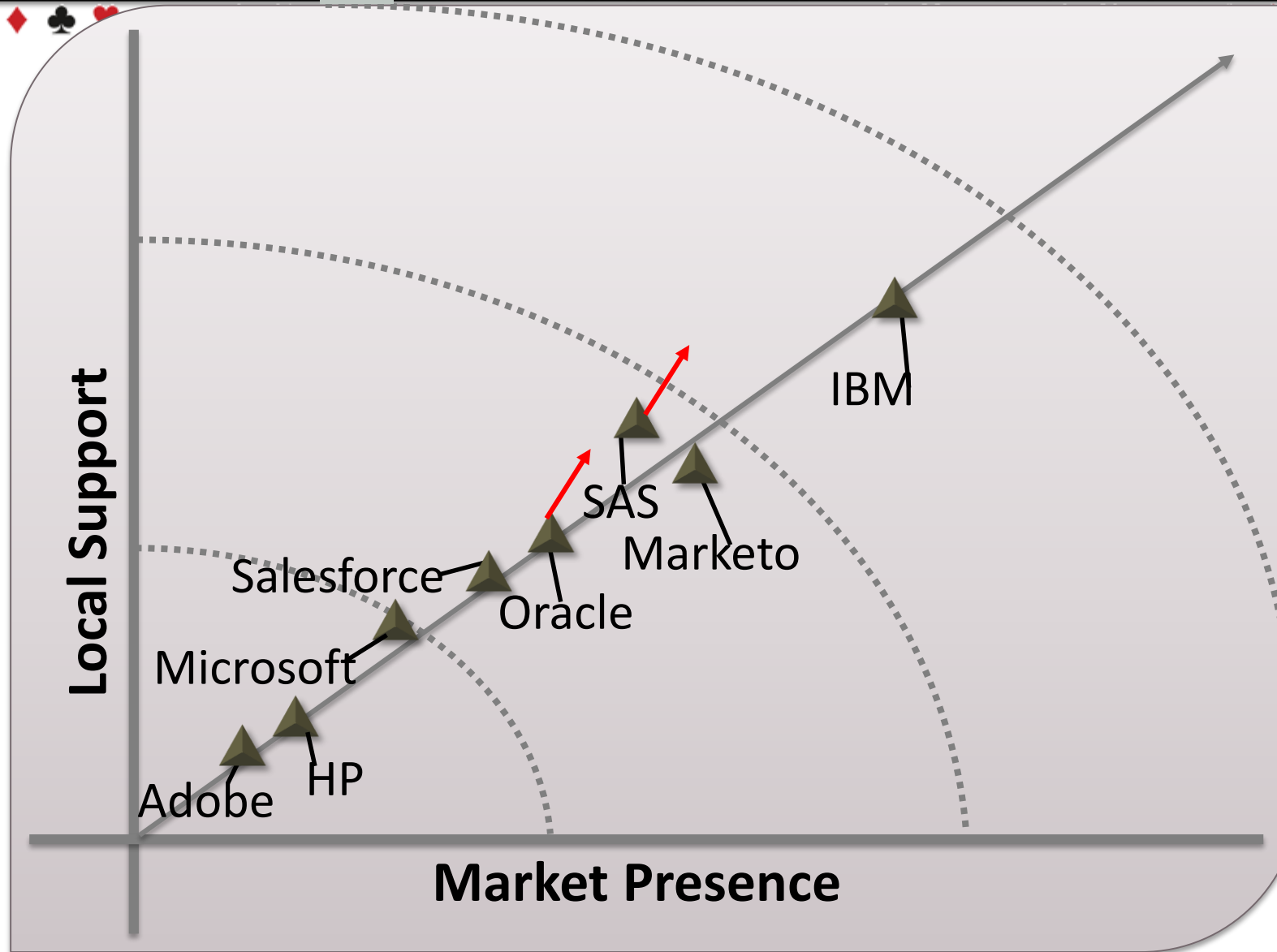- Lead scoring – based on actions such as opening file, viewing video etc.
- Lead Nurturing
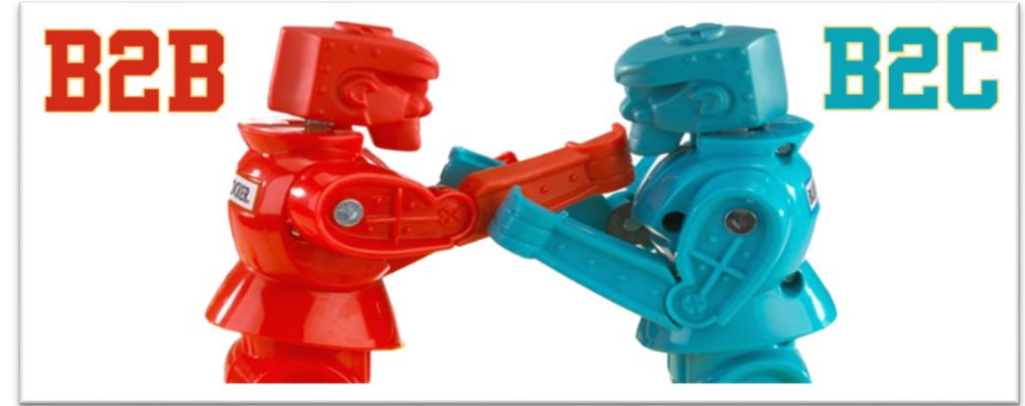
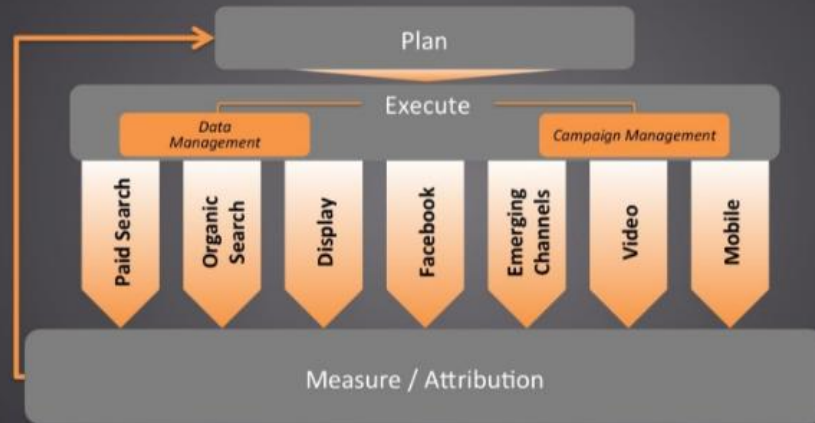**What's the difference between B2B and B2C Marketing Automation?**

	B2B	B2C
Focus	Lead Generation Customer Engagement	Brand building
Method	Automate marketing programs to manage prospect interactions in order to improve customer acquisition	Automate marketing programs to centralize customer data and improve campaign engagement
Goal	Increased volume of qualified prospects, higher lead quality, faster sales cycle	Frequency compression, better loyalty program, increased brand capital, higher redemption rates
Features	CRM integration, Email Marketing, Lead Scoring and grading	Email + Social Marketing, in-store capture, loyalty nurturing, reputation management
Endgame	More Revenue	More Revenue
Vendors	Eloqua, Pardot, Act-on, Marketo, Silverpop, Hubspot	Bridg, Privy, Belly, ExactTarget, Five Stars,

Source: http://bridg.com/blog/b2b-vs-b2c-marketing-automation

BRIDG

Marketing suites – Israeli Market Positioning 2015

Local Support

IBM

SAS

Marketo

Salesforce

Oracle

Microsoft

HP

Adobe

Market Presence

This analysis should be used with its supporting documents

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Do not remove source or attribution from any slide, graph or portion of graph

Agencies or tools? Both!

Source: Lumascape

http://www.slideshare.net/fullscreen/tkawaja/lumas-the-evolving-digital-media/10

Israel Digital Advertising Market

Ad Networks (media planner):

MATOMY MEDIA GROUP · Todacell · AdClarity MARKETING INTELLIGENCE · amdocs embrace challenge eXperience success · PLYmedia · dmg DSNR Media Group · TLVMedia DISPLAY OPTIMIZATION PLATFORM · WEB media MEDIA GROUP · SAY MEDIA GROUP · MEDIASHAKERS The Ad Network · AdOptim · marimedia Online Marketing Solutions

Ad agencies with Digital:

Effective Net (Reuveni Pridan IPG)
OCEAN (TBWA\YEHOSHUA, Gitam BBDO, I&M)

PERFORMANCE by twisted · McCann digital · twentythree · purple · HOOLIGANS · Shakedadv interactive Advertising Solutions · stki.info IT Knowledge Integrators
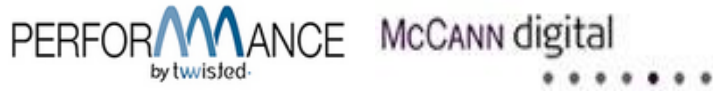
Ad Tech, Interactive & Specialized agencies:

seperia · K LOGIC FUTURE MARKETING · DATA DRIVEN TECHNOLOGY YOYO · HILIGHT · adactive internet advertising & web promotion · @gent · operad · feedmedia Digital & Social Marketing · Mars Media Group · nekuda web solutions .co.il · Heatherson & Lee Carmelon Digital Marketing · Digital Market People & Technology Together · Digital Cloud Interactive & Marketing Solutions · startseo total promotion experience · DV DoubleVerify · Buzzilla · maKam · Kenshoo · eXelate · nielsen · Taykey · Deloitte. · accenture · IBM · mentad Predictive Marketing · supersonic · Taboola Content You May Like. · myThings making impressions personal · Outbrain · WIVO · eyeview · SENSEGON · INNOVID · twtrland · XLMEDIA · TOTALmedia Interactive Media Management Technologies · KeyPoint MEDIA · SundaySky · Jottix · Adgorithms · dispop · my6sense · AppsFlyer · START/APP · [a·mo·bee]

and many more….

15

Web content management tools: Players in Israel – Part 1

Company	Product Name	Integrators
Microsoft	Sharepoint	Ewave,Matrix, Malam-Team, Elad, Bynet SW, HP, Yael, SQlink, One1, Aman, Realcommerce, Ness & more…
IBM	Websphere Portal	Matrix, IBM, Webtech, Novilis
Matrix Digital	Acx (Scepia)	Matrix Digital
	EPIserver	Matrix
	Telerik (Sitefinity – product)	Matrix
Realcommerce	RealCMS	Realcommerce
Ewave	eGenCMS 2.0	Ewave
Interwoven (Autonomy – HP)	Xioma	Xioma
SAP Israel	SAP Portal	IBM, One1(Xact), Ness, HP, Taldor, Malam-Team and more

Company	Product Name	Integrators
Oracle Israel	Oracle Web Center	Matrix, Ewave, Coral, Taldor, Advantech, Unitask, Qesem, ONE1, HP
	Oracle ATG (Self-service)	Oracle, Cognity, Ewave
Joomla		Consist, WebTech, Matrix
Drupal		Realcommerce, Ewave, Consist, Linnovate, Matrix
Wordpress		Ewave, Ness, Matrix
Cuyahoga (Open Source on Microsoft platform)		Aman
Umbraco		Sqlink (new media), Matrix
Liferay		WebTech, Malam-Team, Matrix
Nopcommerce (open source e-commerce, shopping cart)		Matrix
Dot Net Nuke		Malam-Team
Salesforce	Site.com	Blat-Lapidot

Open source

E-commerce packages in Israel

Package	Rep in Israel
Hybris (an SAP company)	SAP Israel Accenture – Integration partner
IBM - Websphere Commerce, Sterling	IBM Israel
Oracle (ATG)	Oracle Israel
Digital Insight (NCR)	I.E Mittwoch
ACx	Matrix
IT Signature	Ness-Pro
Netsuite	NetCloud
Microsoft Ecommerce (AX)	Microsoft Israel
Magento	RealCommerce
Nopcommerce	Matrix, UTEAM

Open source

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WCM and E-commerce- Israeli Market Positioning 2015

Vendors to watch:
Liferay
Hybris
Oracle ATG

Everything is open!

Local Support

Microsoft

Magento

Nopcommerce

Umbraco

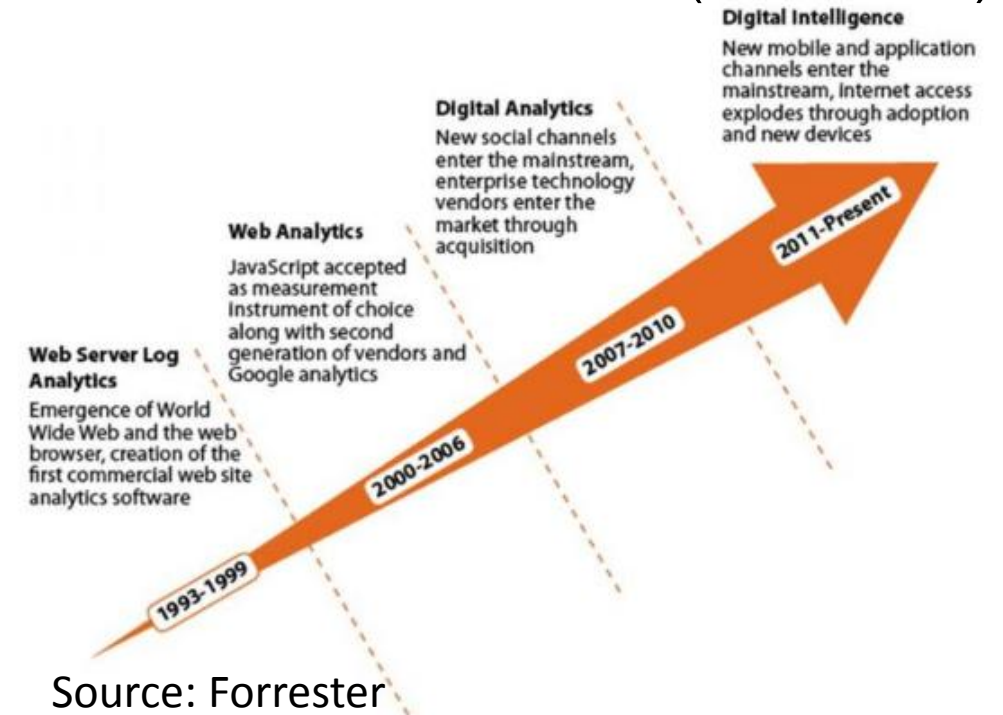IBM

Oracle   HP

"Local" integrators tools used within projects

This analysis should be used with its supporting documents

Market Presence

- Analysis of customer experience in various digital channels (web, mobile, social)
- Ability to drill down to specific individual sessions (to "close the deal")
- Control the messages customers are receiving at any given time
- Spot patterns in your digital channel
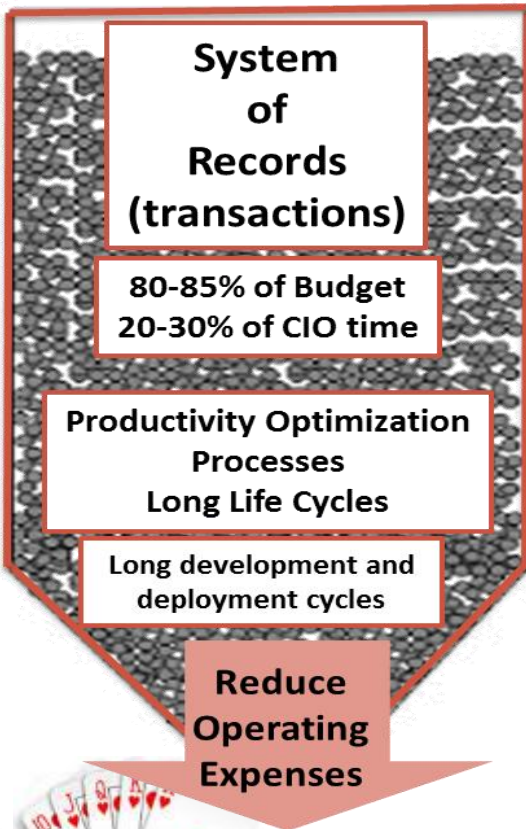- Connect digital customer experience data to customer transactional data (CRM/DW)

Product	Company in Israel
Tealeaf	IBM
Clarisite	Ness
SAS CXA (Customer Experience Analytics)	Mia Computers

Digital Intelligence
New mobile and application channels enter the mainstream, Internet access explodes through adoption and new devices

Digital Analytics
New social channels enter the mainstream, enterprise technology vendors enter the market through acquisition

Web Analytics
JavaScript accepted as measurement instrument of choice along with second generation of vendors and Google analytics

Web Server Log Analytics
Emergence of World Wide Web and the web browser, creation of the first commercial web site analytics software

2011-Present
2007-2010
2000-2006
1993-1999

Source: Forrester

Today's Data Center

Systems of Records

ORACLE Applications · SAP · Microsoft Dynamics · IBM Mainframe

System of Records (transactions)

80-85% of Budget
20-30% of CIO time

Productivity Optimization Processes Long Life Cycles

Long development and deployment cycles

Reduce Operating Expenses

- ERP
- CRM
- Business Intelligence
- Employee engagement

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CRM Packages in Israel (Part 1):

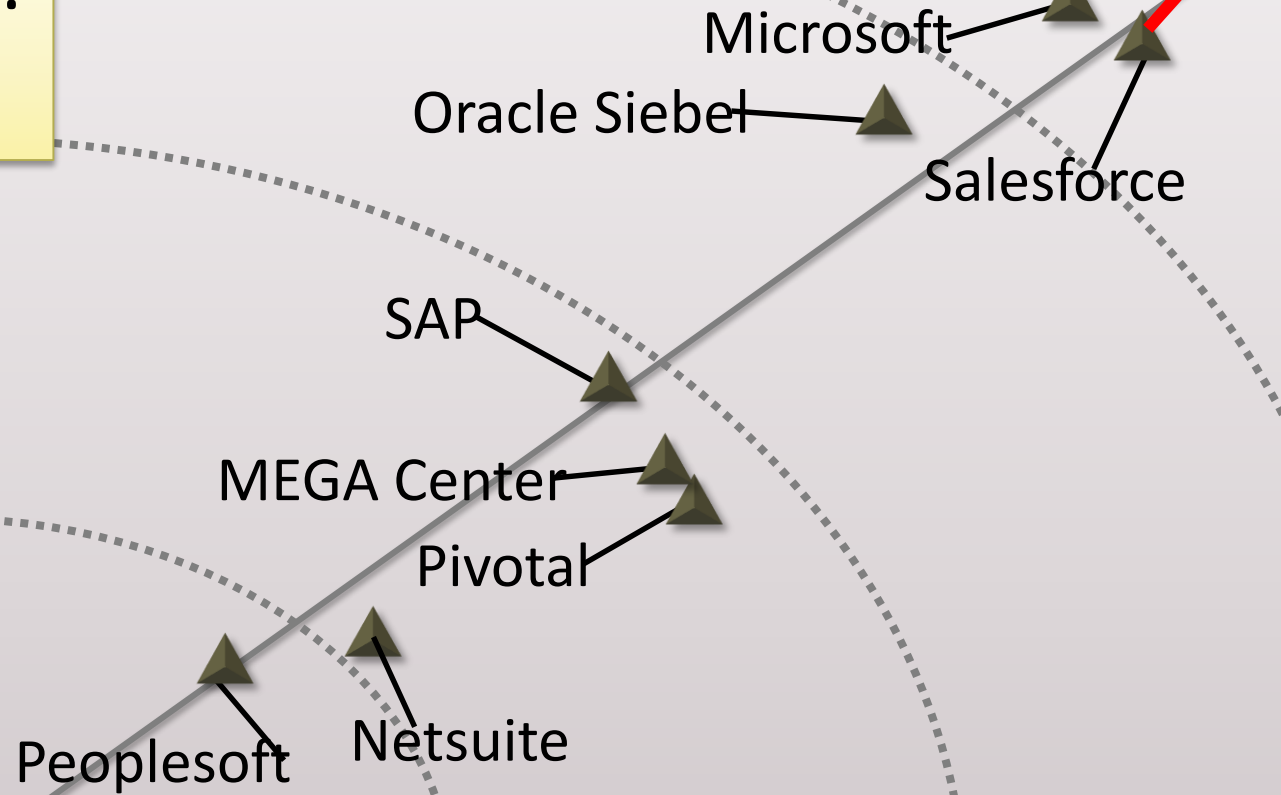| Package	Description	Rep in Israel	Integrators
Oracle Fusion CRM	SaaS and on-premise	Oracle Israel	Unitask Excientia, Taldor, One1, Oracle
Oracle – Siebel	On-premise CRM suite		Taldor, IBM, Matrix (BeyondIT), Unitask Exscientia, TATA-TCS, Yael
Oracle ServiceNow	Service multi-channel, SaaS		Yael Software
Oracle - Peoplesoft	CRM suite on premise		Matrix
Salesforce.com	SaaS CRM suite	Salesforce	Blat-Lapidot, Service Wise, Cloudius, One1Link (Balink), Accenture, Delloite Touche, IBM, Yael, Nptech, TATA-TCS
SAP CRM	CRM suite on premise	SAP Israel	Ness, Advantech, ValuePlus, Fishman Dambo
SAP C4C	SaaS CRM suite		Xioma
Microsoft Dynamics CRM	New version- SaaS and off-premise	Microsoft Israel	Partial list: Matrix, ,Elad, e4D, Advantech, Malam-Team, Aman, Prodware, SIT, Ness, One1, UCL software, Eternity, Taldor…

NEW

CRM Packages in Israel (Part 2):

Package	Description	Rep in Israel	Integrators
MEGA Center	On premise	Yael	Yael Software
NEW SugarCRM	Open Source on / off premise		Yael Software
Pivotal	On premise	One1	ONE1
Netsuite	SaaS	NetCloud	NetCloud, Accenture
MyBusiness	SaaS	MyBusiness	MyBusiness
Amdocs (Clarify)	On Premise	Amdocs	Amdocs
Zoho CRM	SaaS	HolisticCRM	HolisticCRM

Open source

Operational CRM – Israeli Market Positioning 2015

Vendors to watch:
SugarCRM
SAP C4C

Microsoft

Oracle Siebel

Salesforce

SAP

MEGA Center

Pivotal

Peoplesoft

Netsuite

Local Support

Market Presence

This analysis should be used with its supporting documents

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CRM Consultants in Israel – Partial List

- Accenture
- Alternative
- B-Pro
- Deloitte Touche
- IT solutions
- Lior Luria
- Matrix
- Meteor
- Nogamy

- Sensecom
- Widelink
- Value Plus
- Several independent advisors

* Alphabetical order, not a ranking!

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ERP Packages & Integrators: Part 1

Package	Israel Rep	Integrators
Oracle e-Business Suite	Oracle Israel	ONE1, Advantech, Yael, Unitask, Oracle consulting, HP, PWC, TATA (TCS Israel)
SAP	SAP Israel	Ness, IBM, Taldor, Advantech, Malam-Team, HP, TATA (TCS Israel), Accenture, Aman, Matrix, One1 (Xact), IGC (Financials), S.D.M, Convista Israel (SAP for Insurance)
SAP All-in-One		Taldor, Advantech, Ness, Malam-Team (Malam Express), CBIT, SAPLM
SAP Business One		Xioma, Complete, Menahel4U, Todan, BDO Ziv Haft, Ziv systems, RELS, Smartsys
E-Tafnit, Tafnit 7	Matrix	Matrix, Alpha Consultants
QAD	SIT	SIT, ManofIT, Tirosh
Priority	Eshbel	Medatech, FBC, Edea, Agrosoft, EDP, eBase, Soft solutions, Prioricity, EliteERP, Infobase, Gap, Tirosh, Eshkol, IT Backoffice, Pitronim, SIBUD, Login, Tadiad, Epilog, ERP Guru, Effective implementations, Dsi, T.G.Net, Open Mind, Yael (Tulip), Kama, Eshbel
Infor (M3)	Intentia Israel	Intentia Israel
ONE1View	ONE1	ONE1, Anagal, Y. Ovitz, Jiny consultants
KAV systems	Kav	Kav, Ardom
Aviv, MARS	Aviv	Aviv

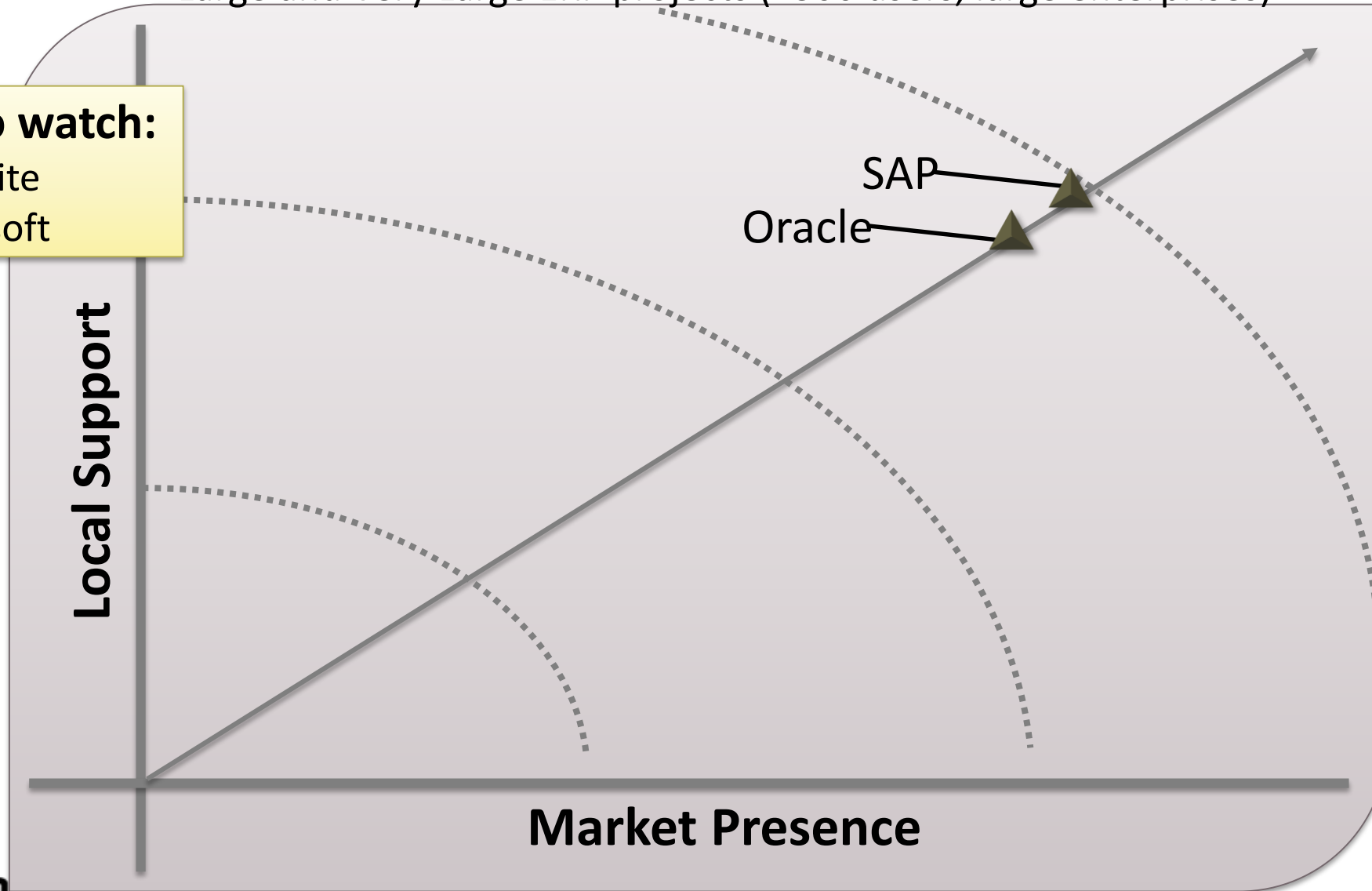# ERP Packages & Integrators: Part 2

Package	Israel Rep	Integrators
Microsoft Dynamics AX	Microsoft Israel. Distribution by Prodware	Prodware, Malam-Team, Oregano, Maxsoft, Axperts, Almog, MCS
Microsoft Dynamics NAV		Prodware, Malam-Team, Anagal, Dover Applications
FinPro, Logistic Pro	Almog	Almog
Gan Tochnot Heshev (Kibbutzim) Azimut (Car) ERP Plus (cross-sector)	Aman	Aman
Comax	Comax	Comax
Netsuite		NetCloud
OODO (formerly Open ERP) – open source ERP		Yael
Bgate	Bgate	
IFS	Teldan	
LN Infor	Matrix	Matrix
ERP Focus	Malam-Team	Malam-Team

Large and Very Large ERP projects (>300 users, large enterprises)

Vendors to watch:
Netsuite
Microsoft

SAP

Oracle

This analysis should be used with its supporting documents

Local Support

Market Presence

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SMB + Mid market ERP projects (~10-300 users)

Local Support

Market Presence

SAP

Oracle

Priority

Tafnit

Microsoft

One1View
Comax

Netsuite

Aman

Infor M3

QAD

LN Infor

Aviv

Kav
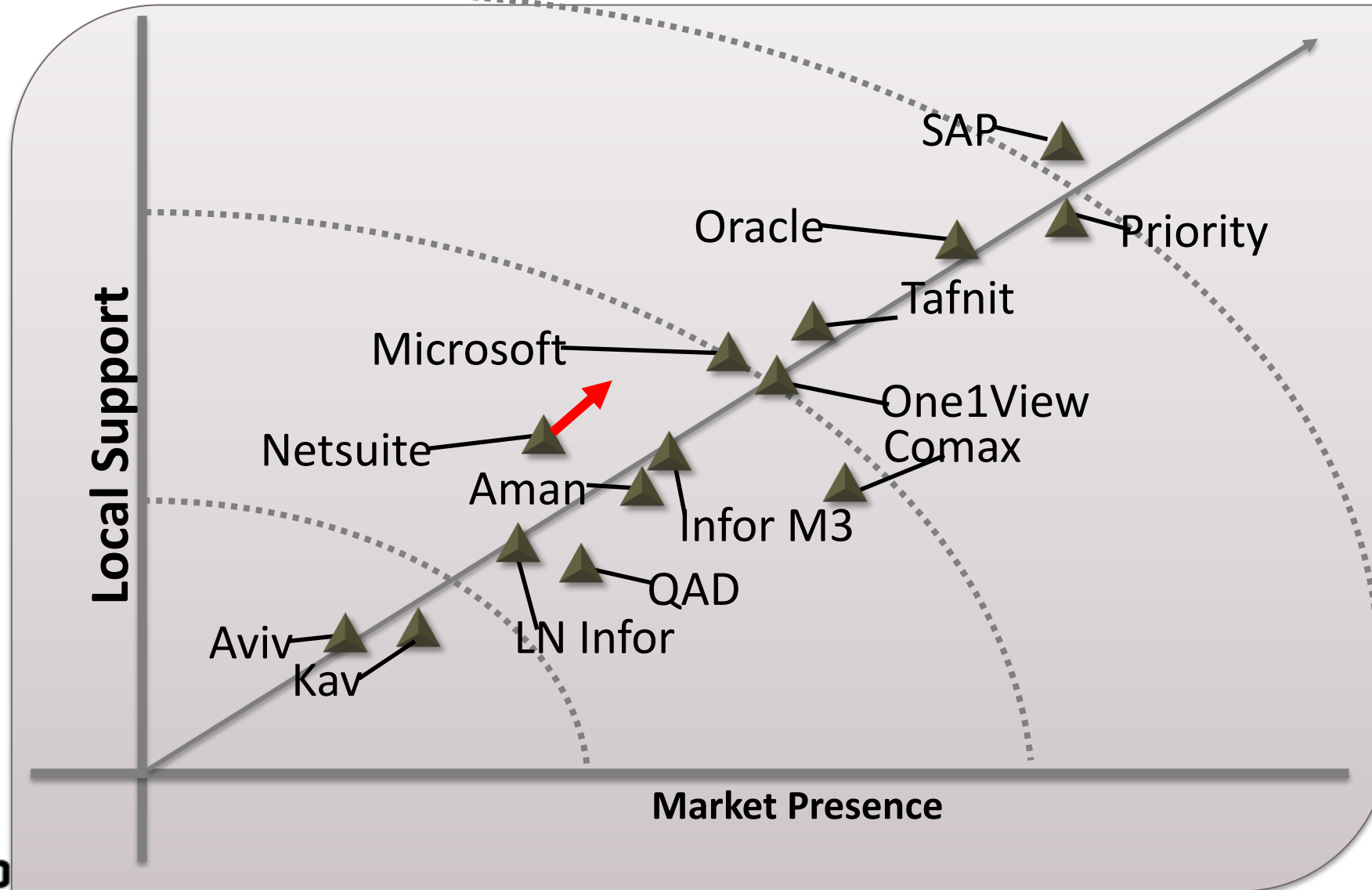
This analysis should be used with its supporting documents

ERP Consultants in Israel – Partial List

- Accenture
- Alternative
- Bit-Plus
- Deloitte Touche (+ Seker)
- Ernst & Young
- Gabi Ron
- HMS
- IT Solutions
- Meteor

- Nextep (Hasas Bashan)
- That's IT
- TCS Israel - Tata
- Value Plus (SAP)
- Yael (Tulip)
- Several Independent advisors

* Alphabetical order, not a ranking!

HCM packages: Core HR, Payroll, Talent Management

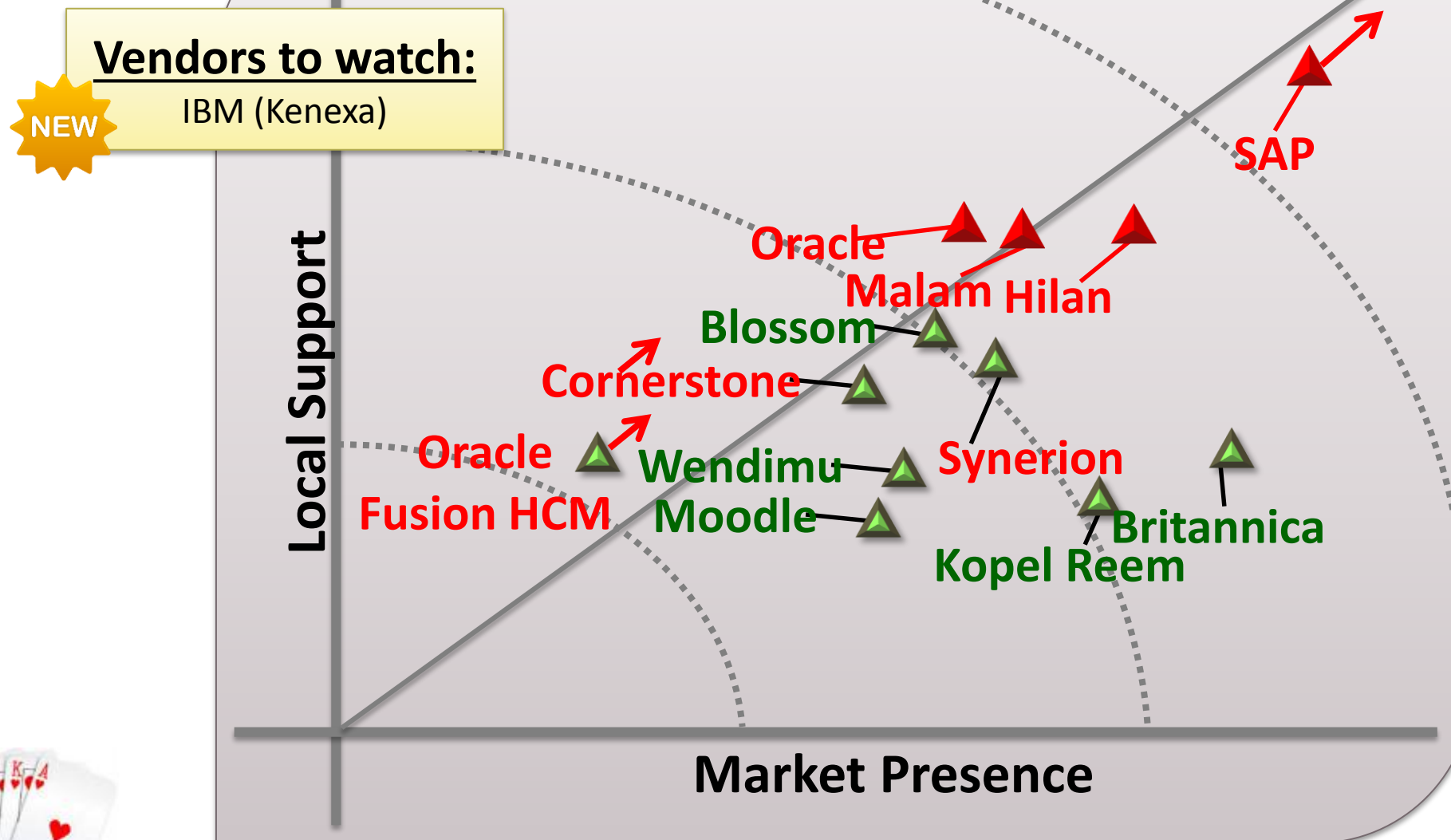| Package	Category	Rep in Israel	Integration partners
Oracle, Fusion HCM	Core HR, Payroll, Talent Mng.	Oracle Israel	Blat-Lapidot, Oracle
SAP, Successfactors, Nakissa, Workforce analytics, Workforce Performance builder etc.	Core HR, Payroll, Talent Mng, Org. Chart	SAP Israel	AKT, IBM, Accenture, Malam-Team, Niram Gitan - NGG, Advantech, PWC, Complete (with Lotan)
Hilan	Core HR, Payroll, Talent Mng.	Hilan	
Malam Payroll	Core HR, Payroll, Talent Mng.	Malam-Team	
Cornerstone	Talent Management	Matrix, Talentech	
Synerion	Time and attendance, core HR, talent Mng.	Synerion	
IBM (Kenexa)	Talent Mng.	IBM Israel	Pilat
Kopel Reem		Kopel Reem	
Workforce Software	Time and Attendance, Workforce Mng.	AKT	
Salesforce	Sales and Service Performance Management	Top-IT	
HRM	HR - Hire to Retire	Prodware	

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LMS – Learning Management Systems – Part 1

Package	Category	Rep in Israel
Oracle Talent Cloud, UPK	Core HR, Payroll, Talent Mng.	Oracle Israel
SAP Successfactors, Learning, Workforce Performance Builder (WPB)	Core HR, Payroll, Talent Mng, EPSS	SAP Israel
Hilan	Core HR, Payroll, Talent Mng.	Hilan
Malam Payroll	Core HR, Payroll, Talent Mng.	Malam-Team
Cornerstone	Talent Management	Amarel, Talentech
Synerion	Time and attendance, core HR, talent Mng.	Synerion
IBM (Kenexa)	Talent Mng.	IBM Israel
Blossom	LMS	Blosom, Eltel
Bareket (Britannica)	LMS	Britannica
LMS Sharepoint	LMS	Bynet
Eltel	LMS	Eltel
Wendimu	LMS	Ness-Pro

Package	Delivery model	Category	Rep in Israel
Moodle	Open Source	LMS	
Totara LMS (based on Moodle)		LMS	Kineo
Power Shelf		Mobile Learning	John-Bryce
Saba		LMS, Talent Mng.	AKT

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HCM tools Israeli positioning – 2015

Vendors to watch:
IBM (Kenexa)

NEW

Point solution
Suite

SAP

Oracle
Malam Hilan
Blossom
Cornerstone
Oracle
Fusion HCM
Wendimu
Moodle
Synerion
Kopel Reem
Britannica

Local Support

Market Presence

This analysis should be used with its supporting documents

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BI General Platforms – Part 1:

Package	Rep in Israel	Integrators
SAP BW + SAP Business Objects, Predictive Analysis (new), Lumira	SAP Israel	MatrixBI, Advantech, Taldor, Malam-Team, One1 (+Xact), Ness-Gilon, Skywind, IBM, BDO (BICS), Iprosis, Data Cubes, Active View, HP, Eternity, Xioma, Opisoft, Nogamy
Microsoft (SQL, Excel, SPS, PowerPivot, Powerview. Power BI)	Microsoft Israel	Eternity, Opisoft, Ness-Gilon, ONE1 BI, MatrixBI, Consist, Advantech, Bynet SW, Elad, Malam-Team, Libi, Enix (Experis), Data Cube, Vision BI, MCS, SolidBI, MOSS partners, Activeview, Nogamy
IBM – Cognos, SPSS, i2	IBM Israel	Activeview, Libi, Opisoft, Seven-D, Ness-Gilon, Consist, Eternity, Advantech, IBM, Mirkam (Energy), Malam-Team, ONE1 BI, Normative, Eltel, MatrixBI, Genius (SPSS)
IBI - WebFOCUS	Omnitech (SRL)	Malam-Team, Ness-Gilon, ALD
Oracle OBI EE, BI Apps, Endeca	Oracle Israel	Oracle Consulting, Taldor, Ness-Gilon, Data Cube, Vision BI, Enix (Experis), Business & Decisions, Advantech, Eternity, Yael, IBM, ONE1 BI, Malam-Team, Matrix BI, Naya, Nogamy, Businesswise sol.(BI APPS)
Pyramid Analytics		Malam-Team, VisionBI, Eternity, Normative, Datacube, Libi, SolidBI, Valinor, Activeview

BI Platforms – Part 2:

Package	Rep in Israel	Integrators
SAS, VA	Mia Computers	Mia computers, Ness-Gilon, Actiview, Pareto, HMS, Antropy, Liran Lavi, Goldmines, Nogamy
Panorama Novaview, Necto	Panorama	Matrix BI, Ness-Gilon, Consist, Data Cube, ONE1 BI, Business Solutions, Citrine BI, VisionBI, Eternity, Opisoft, Nogamy
Microstrategy, Visual Insight	Mittwoch	Mittwoch, MatrixBI, Nogamy
Sisense	One1	One1
Yellowfin	Top-IT	Top-IT, Activeview
Pentaho – acquired by HDS	Bynet	Bynet SW, Eternity, Tikal, Malam-Team, MatrixBI
Jaspersoft – Acquired by Tibco	Yael Software	Yael Software
Qlikview, Sense	Hilan	Qlikview Israel, Datamind, Complete ,Tirosh , Servit ,Enix (Experis), Sense (Michshuv), Ludan, Libi, FBC, Qset, Green House, Oregano, Menahel4U, Anagal, DtBit,Contel Ness-Gilon, ONE1 BI, Malam-Team, MatrixBI, Nogamy
Spotfire (Tibco)	Yael Software	Yael Software, Ness-Gilon
Tableau	SIT, Gstat	SIT, Gstat, VisionBI, Consist, Nogamy
Point of View	Point of View	Consist, DBNet, Ness Matach, BDO

* Does not include analytics

Local Support (vertical axis)

Market Presence (horizontal axis)

SAP

IBM

Microsoft

Spotfire

Oracle

Web focus

Qlikview

Tableau

Pyramid analytics

Panorama

SAS

Microstrategy
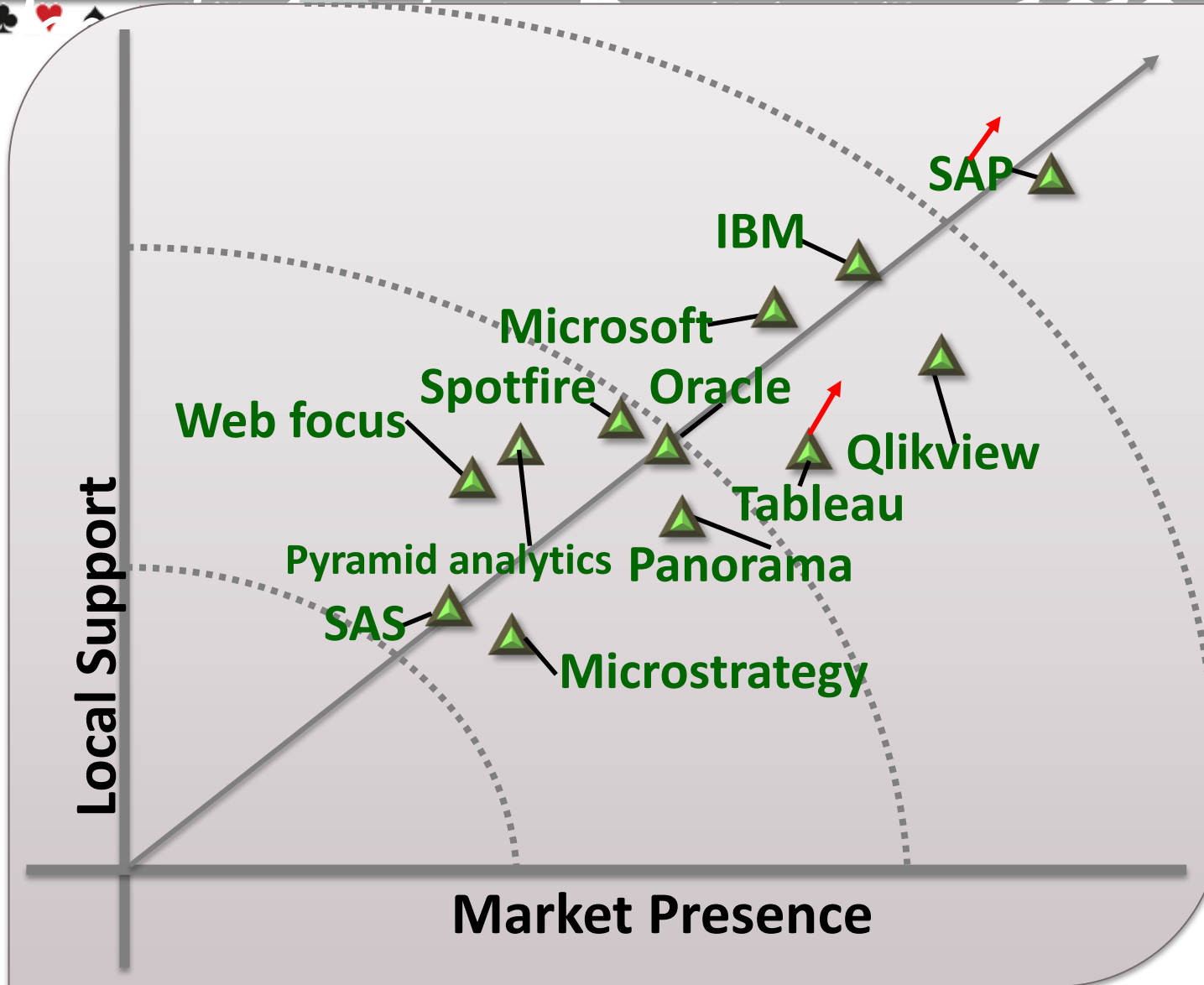
This analysis should be used with its supporting documents

Advanced analytics:

Package	Rep in Israel	Integrators
CB4		Nogamy, Bynet, CB4, Ness-pro, HMS
SAS, VA, text analytics	Mia computers	Activeview, Antropy, Goldminers, 7th Dimension, Finity, Appsgrade
NBO	Gstat	Gstat
IBM SPSS	IBM Israel	Genius, Bee2see
Portrait Miner	S.P. Data	
R Statistics		Gstat
SAP Predictive Analysis (KXEN)	SAP Israel	Iprosis, Matrix

NEW

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IT Knowledge Integrators

Analytics, Predictive analysis & data mining tools – 2015

Players to watch:
- SAP (KXEN)
- Portrait Miner

NEW

SAS

IBM

CB4

NBO

R statistics
(open source)

Local Support

Market Presence

This analysis should be used with its supporting documents
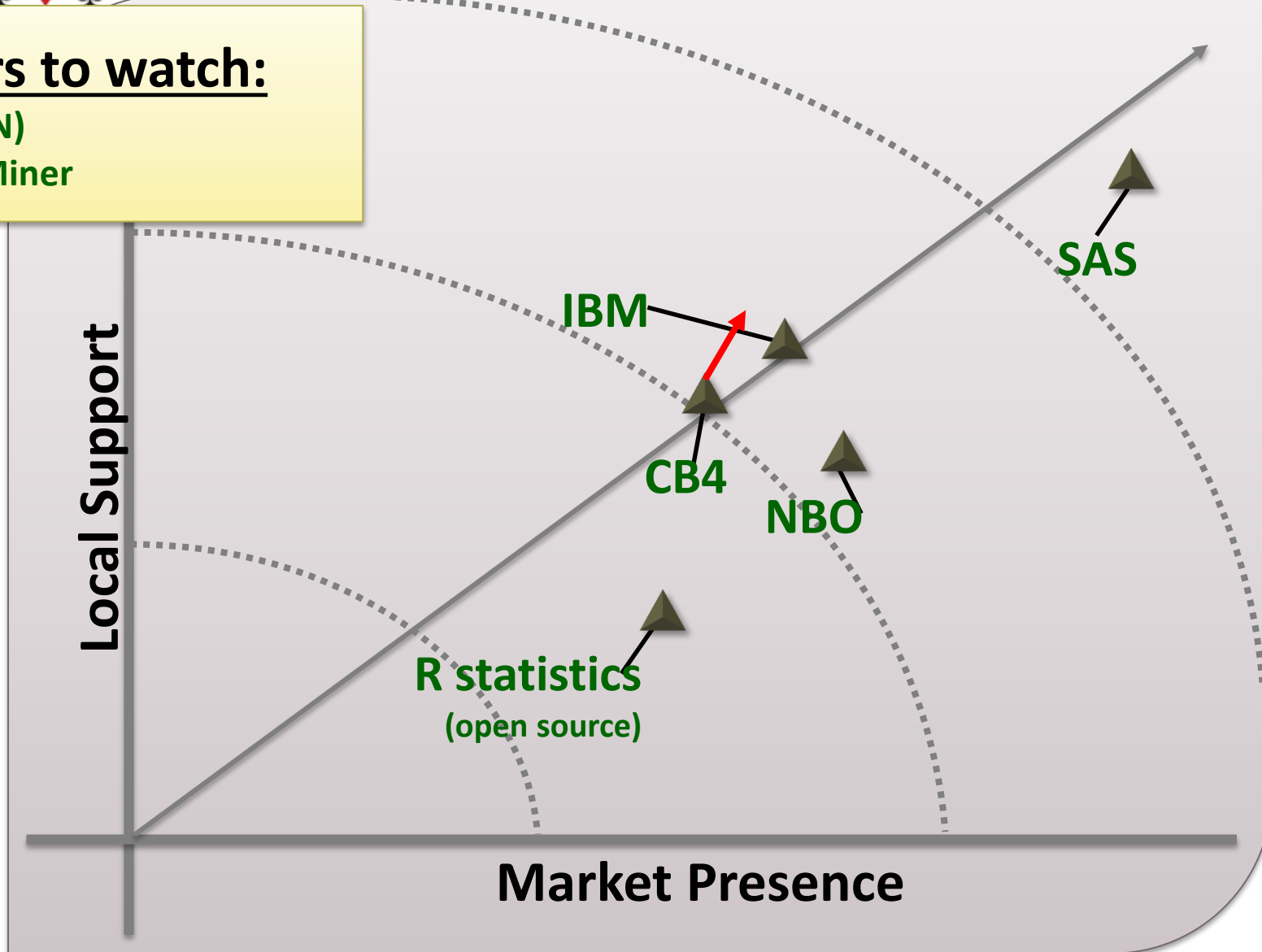
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Big data analytics tools (Partial list):

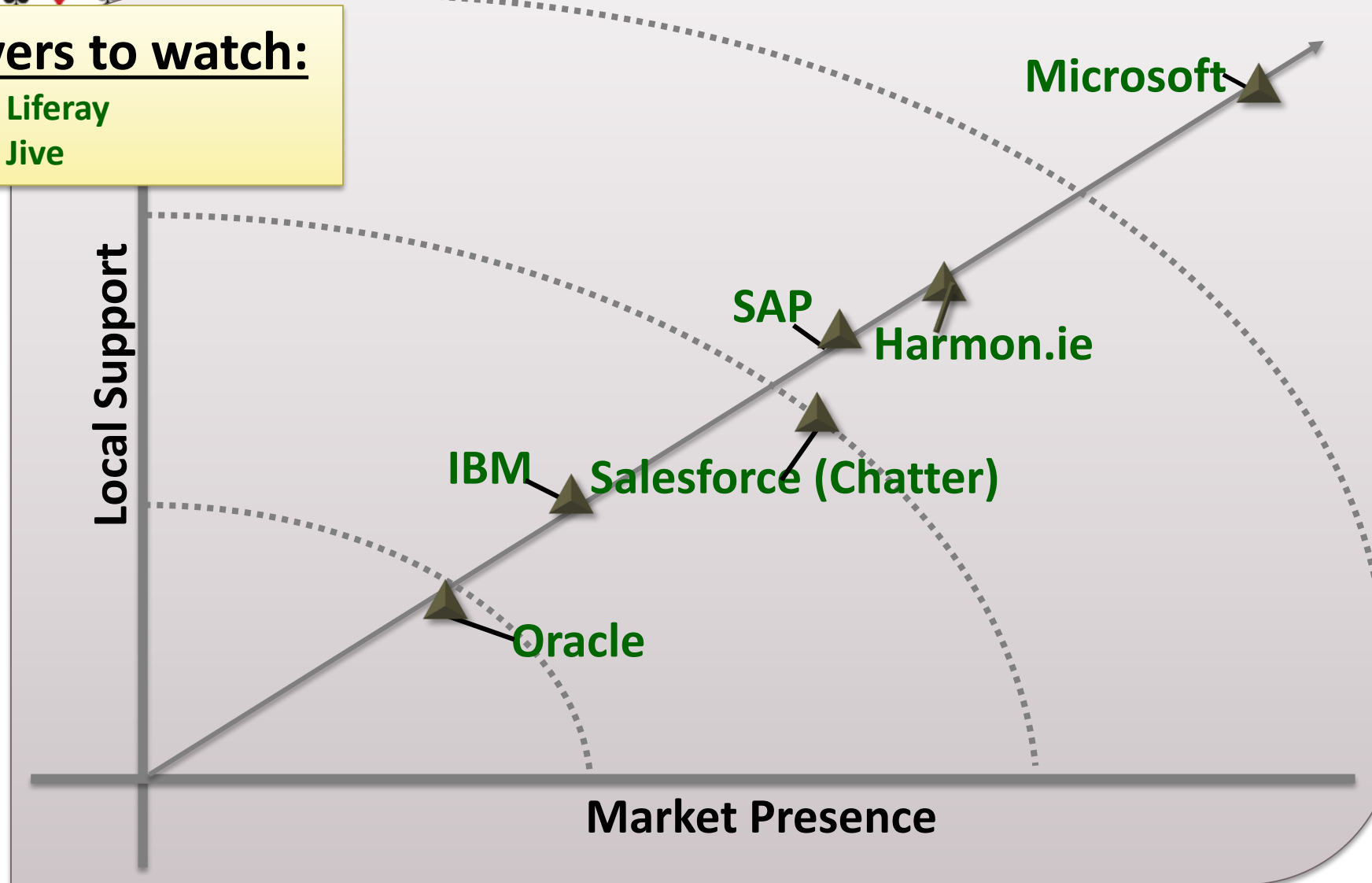| Package	Rep in Israel	Integrators	Description
K2View	Ness-pro	Ness	"New type data management and ETL": Ability to build Cassandra-based entities and view near-real time information
Neo4J	Open Source	Ness-pro	Graph database, data modeling
Dato			Machine learning + analytics
Orange			Analytics
Knime			Analytics
Rapidminer			Analytics
Weka			Analytics
R			Analytical libraries
IBM Big Insights, text analysis, Watson analytics, Infosphere streams	IBM Israel	IBM, Ankor	Analytics, text analysis, cognitive analytics
Teradata (Asterdata)	I.E.Mittwoch	I.E.Mittwoch	Big data discovery platform
HP "Haven", Idol	HP Israel		
Many more…			

Company	Product name	Integrators
Microsoft	SharePoint portal server Yammer	Advantech, Top Soft, Eternity, Bynet, Malam-Team (Guardian), Ewave, Ness, Matrix, Tvuna milenium (SQlink), ELAD, HP, One1, Yael, Aman, Methoda, UCL software and more…
IBM	Websphere Portal, Connections	IBM, Matrix, Web Tech, Novilis
SAP	SAP Portal + SAP Jam (social)	Ness, Taldor, Malam-Team, One1, Advantech, HP, IBM, Skywind
Oracle	Oracle Portal, Web Center	Matrix, Ewave, Taldor, Advantech, Unitask, Malam-Team, Oracle Consulting
Liferay (open source)		Webtech, Matrix, Malam- Team
Salesforce	Cloud social network	One1, Blat Lapidot, ServiceWise
Harmon.ie	Social & collaborative solutions	Bynet, Yael
Confluence (Atlassian)	Wiki and collaboration	Methoda
Jive	Jive	Socialknowledge
Elgg (open source social network)		

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Enterprise Portals & social tools - 2015

Players to watch:
- Liferay
- Jive

Microsoft

SAP

Harmon.ie

IBM

Salesforce (Chatter)

Oracle

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Internal ECM players in Israel

Product	Israeli rep.	Integrators
EMC-Documentum	EMC, Ness	Ness, Accenture
IBM- Filenet	IBM Israel	Yael- IFN, Integrity Software
Open Text	Omnitech (SRL), SAP	Malam- Team, Advantech
Interwoven – HP Autonomy	HP, Xioma	Xioma
SharePoint	Microsoft	Many ISVs – SPS integrators
Oracle Webcenter	Oracle Israel	Integrity Software, Malam-Team
Sharedocs	Elad	Elad
Otzar	Aman	Otzar, Aman
Ada system	Artis	Artis, Taldor, Malam-Team
MPL (+SPS based version)	MPL	MPL
M-Files	ADMS	ADMS

Vendors to watch:
🔺 **M-Files**

Documentum

IBM

Interwoven/
Worksite

OpenText

Microsoft

Otzar

Sharedocs

MPL

Oracle

Artis

Local Support

Market Presence
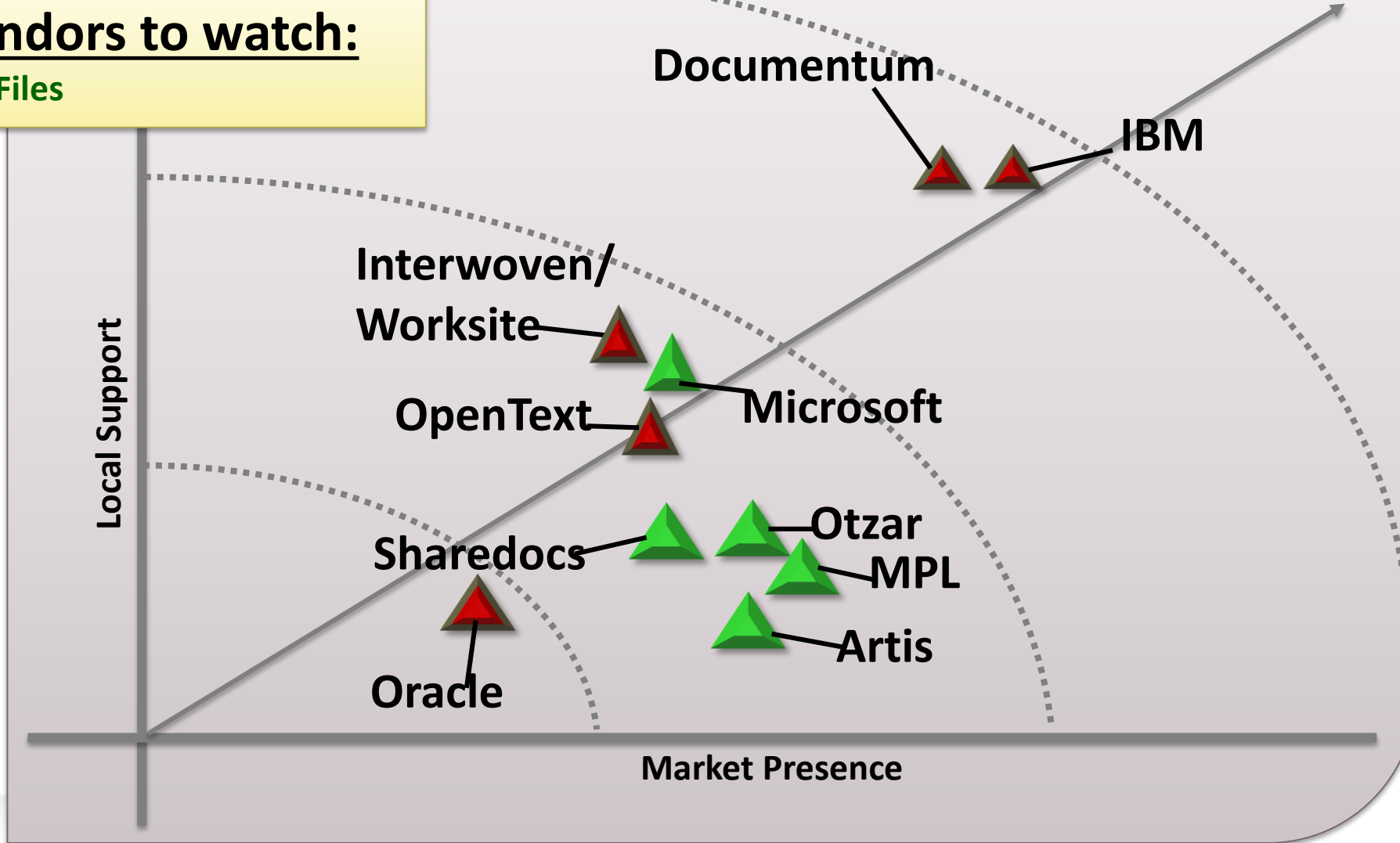
🔺 **High-End Player**

🔺 **Mid-tier Player**

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Enterprise Search players in Israel

Product	Rep/company in Israel	Other imple./ partners
Autonomy	HP	Xioma, Matrix, Elbit, Taldor
Microsoft- FAST	Microsoft	Many ISVs – One1, Matrix...
Google Enterprise Search	Yael	Yael, Do-It
Attivio	Matrix	Matrix, Yael, Ness
Content Analytics	IBM	Ankor
Oracle SES, Endeca		
Solr – open source search based on Lucene (Lucene – open source search engine) + HebMorph (Hebrew morphology addon)		
Elasticsearch – open source search based on Lucene		Ankor
*** Melingo-Morphology	Melingo (Matrix)	

Open source

KM Consultants- Partial List

- Byon

- Digidoc- Document Management

- Ergo (Ido Namir)

- Gait- Document management

- IT Solutions

- Know-edge (Yair Dambinsky)

- Matrix (Edva Lotan)

- Methoda

- Yael

- Business Solutions

* Alphabetical order, not a ranking!