

Questions to Ask FP&A Software Vendors

Here are 15 decisive questions that would help you evaluate FP&A software and the vendors selling them.

1	How does the platform support our specific business model and planning drivers?
2	Can finance users build and maintain models without heavy technical support?
3	How does it support driver-based planning, rolling forecasts, and scenarios?
4	Can scenarios flow through the income statement, balance sheet, and cash flow?
5	How does reporting remain connected to the underlying planning model?
6	Which of our existing systems can the platform integrate with?
7	How are mappings, data validation, refreshes, and exceptions managed?
8	What audit trails, approvals, permissions, and version controls are provided?
9	Which routine finance and reporting processes can be automated?
10	What is the expected implementation scope and timeline for our organisation?
11	What internal finance and IT resources will implementation require?
12	What can finance manage independently after go-live?
13	How does the platform scale across users, entities, currencies, and models?
14	What is the full cost of implementation, operation, support, and expansion?
15	Can you demonstrate our use case using our business structure and planning logic?

A Note on Best Practice:

- Give vendors the core evaluation questions and business context in advance so they can involve the right specialists and tailor the demonstration to your planning needs, while using the same criteria for a fairer comparison.
- The most important request—asking the vendor to demonstrate your own use case using your business structure and planning logic—should be provided beforehand. A meaningful tailored demonstration requires preparation and is far more valuable than testing whether a salesperson can improvise.
- During the meeting, probe their responses, request evidence, and introduce one or two unplanned changes to test flexibility, clarify limitations and costs, and confirm how much Finance can manage independently after implementation.