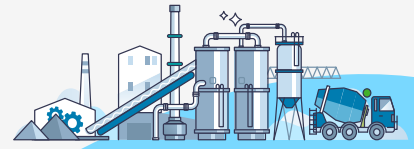




Connected Planning for CEMENT | Anaplan

A Deloitte India Offering
June 2025

Our connected planning offering to assist clients in the cement industry with their connected planning needs - unlocking value through connected planning - drives transformation across incentive planning, workforce planning, supply chain planning and financial planning and analysis and enables business partnering.



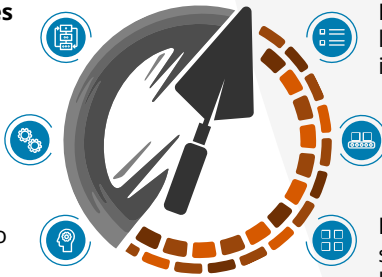
Key challenges

What are the biggest hurdles for sustenance and growth faced by cement (infrastructure segment)?

Decentralised system and disparate processes resulting in limiting analytics capabilities across production and logistics

Non-standardised process leads to an inefficient planning cycle with an inconsistent financial plan and performance measure

Siloed planning and execution systems lead to limited data-driven business insights



Lack of accurate and consensus-driven planning leading to inefficiencies in forecast attainment and incentive payouts against schemes

High plant operating costs mandate continuous production, causing overstocking and a buildup of slow-moving inventory

Inadequate demand-supply plans coupled with suboptimal transport infrastructure create bottlenecks in last-mile distribution

Key focus areas

What's being prioritised by the cement industry

Digital transformation

Supply chain efficiency

Financial planning & profitability analysis

Integrated systems and teams

Workforce efficiency

Improved data analytics

Overview on connected planning for cement

Transform with Anaplan - Enhanced decision-making through integration of business strategy with financial and operational plans



Demand planning

- **Forecast demand** across customer segments, markets and product segments to improve revenue, align inventory levels and achieve volume growth
- **Driver-based gross-to-net adjustment planning** at the customer segment level

Supply chain planning

- **Optimised production and sourcing** of clinker, cement and packaging inventory in alignment with demand and dispatch cycles to reduce holding costs
- **Real-time supply network optimisation** to dynamically align distribution and logistics plans with changing demand signals

Workforce and incentive planning

- **Strategic workforce blueprinting** aligned to production and business strategy
- **Skill and capacity rightsizing** to analyse trends over transactional data volumes
- **Incentive-based targets linked to attainment and payouts** for faster sales conversion and deal closure

Financial planning & profitability analysis

- Integrate **capital expenditure, operational expenditure and cash flow projections** into the business strategy and operational plans
- Align **financial stewardship** with strategic objectives
- **Scenario planning and what-if analysis** to simulate fuel price volatility and freight cost changes for top-down and bottom-up budgets and to enable data-driven decision-making

Key business benefits from the transformation journey

How will Anaplan drive business performance?

1

Granular rolling forecasts

Create a granular week/day-level rolling plan considering multiple constraints across production, supply, inventory and logistics, enabling **decision-making for course correction**

2

Greater transparency and visibility

Bring in **cross-functional transparency** to the entire value chain, providing **critical updates on production, plant reliability, raw material shipments**, changes in demand and dispatch status

3

Robust scenario-based planning

Leverage real-time data and advance scenario **planning through digital strategies to enhance agility**. **Develop custom use cases** for make vs. buy decisions, material requirements planning optimisation, detailed root cause analysis, etc.

4

Automate management reporting

Instantly generate monthly MIS and tailored presentation decks customised for each audience directly from Anaplan, eliminating manual creation of time-consuming reports and spreadsheets

5

Focus on government regulations and ESG compliance

Drive environmental, social, and governance performance through a robust **internal framework and information systems**; align environmental, social and governance metrics with both financial and non-financial data

6

Accessible across devices

Cloud-based architecture ensures **multi-device accessibility**, enabling **on-the-go business reviews**, **real-time alerts and notifications**

7

Data-driven insights and decision-making

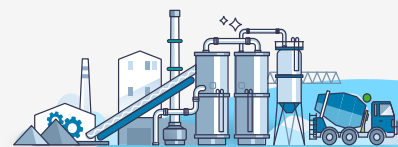
Strategic integration of digital transformation **fosters informed decisions** to achieve **operational effectiveness and enhance strategic planning** with organisational long-term goals

8

Seamless technology integration

Integration with cutting-edge technologies ensures end-to-end visibility from quarry to dispatch, streamlining kiln operations and merchandising planning with a single source of truth

Deloitte's offering to assist clients in the cement industry with their connected planning needs—unlocking value through connected planning—drives transformation across incentive planning, workforce planning, supply chain planning and financial planning and analysis and enables business partnering.



Our capability and credentials

We have demonstrated capability to deliver connected planning solutions to marquee customers through a strong alliance with Anaplan.

Deloitte is the #1 Anaplan Global as well as APAC Partner

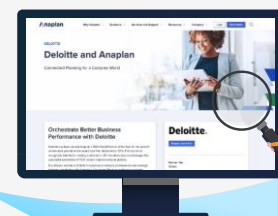


Deloitte became Anaplan's first alliance. We've been awarded Anaplan's "Global Partner of the Year" and "APAC Partner of the Year" in recognition of our truly global Anaplan practice.

300+
Anaplan projects

850+
certified practitioners

Deloitte has successfully delivered more than 300 Anaplan projects, including many of Anaplan's largest implementations to date. With more than 850 trained and certified practitioners, Deloitte has a larger pool of Anaplan resources than any other system integrator or consulting firm.



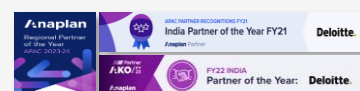
Deloitte APAC and Deloitte India have demonstrated and delivered exceptional value to their 40+ clients.

In April 2024, Deloitte was awarded Anaplan's "APAC Partner of the Year" award along with other eminent accolades in the last 4 years.

Global Partner of the Year 2015	Global Partner of the Year 2016	Global Partner of the Year 2017	Global Partner of the Year 2018	Global Partner of the Year 2019
Global Partner of the Year 2020	Global Partner of the Year 2021	Global Partner of the Year 2022	Global Partner of the Year 2023	Global Partner of the Year 2024

In April 2024, Deloitte was awarded Anaplan's "Global Partner of the Year" award for the

11th
consecutive year



<https://www2.deloitte.com/us/en/pages/consulting/solutions/alliance-anaplan.html>

<https://www2.deloitte.com/content/dam/Deloitte/us/Documents/about-deloitte/us-deloitte-and-anaplan-alliance-enterprise-business-planning-for-a-complex-world.pdf>

Holistic view of our Deloitte India F&P Anaplan practice

Deloitte India's Anaplan team combines technical expertise along with a wealth of domain expertise across supply chain, finance, sales effectiveness and analytics to deliver value to clients and address their biggest problems.

650+
Deloitte India F&P practitioners

40+
Anaplan projects

125+
Anaplanners

300+
Connected planning experts

What service do we offer

	Design	Implement	Operate
Finance	✓	✓	✓
Sales	✓	✓	✓
Marketing	✓	✓	
Workforce	✓	✓	✓
Supply chain	✓	✓	✓
Tax	✓	✓	

Assets

Tax	Integrated supply chain	Workforce	Product costing
Logistics	Insurance	NBFC	Retail

What differentiates us from others

- Solution repository across sectors and functions to conduct "show and tell"
- Platforms build to augment function and industry-specific asks
- Strong demo repository to conduct a "show and tell" session during client interaction
- Proven delivery team with 125+ Anaplan certified resources
- Strong partnership with Anaplan and APAC Partner of the Year for 3 years

Select credentials

Alco-beverage industry

Chemicals and fertilisers industry

Energy and petrochemicals industry

Agriculture industry



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Deloitte.

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