

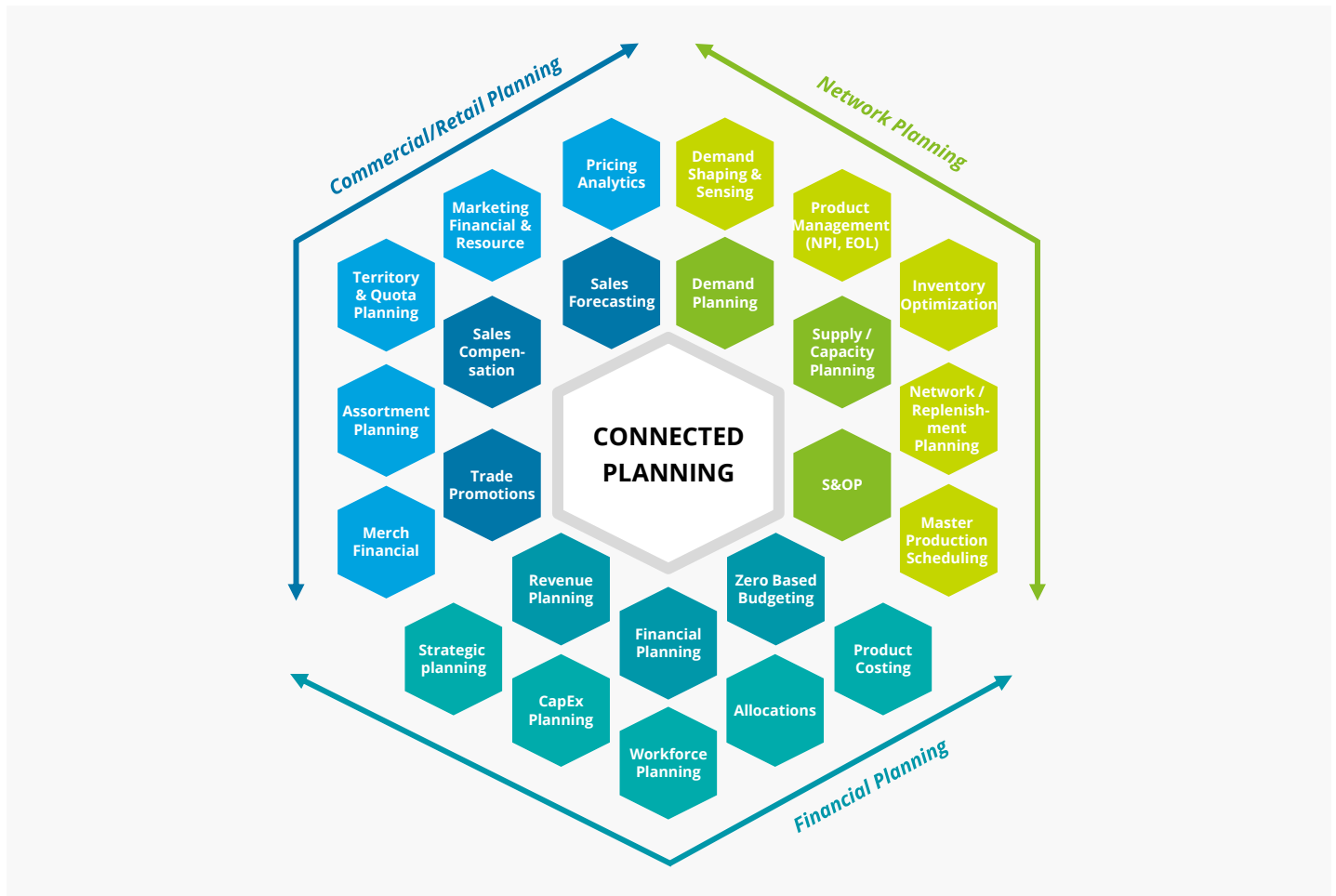


Anaplan Brochure

Connecting Future-Ready Organizations

Agile Connected Planning

From data to decisions: Turn potential into progress with Enterprise Business Planning



Connected planning addresses today's business planning challenges by:

01

Providing **TRANSPARENCY** across the enterprise and with suppliers, increasing value across the supply chain while reducing financial and business risk

02

Driving **SPEED** and **AGILITY** in decision-making, go-to-market and supply chain execution, to deliver optimal business results and accelerate ROI

03

Improving **ALIGNMENT** and **ACCOUNTABILITY** across the organization and with trading partners - enabling end-to-end collaboration within and outside the organization

Deloitte brings a **new agile connected planning** approach that integrates data, processes & functions, enabling future-ready organizations **to drive decision excellence & business value.**

Enabling Better Decisions

By bringing together Deloitte's comprehensive industry insights and technology experience with Anaplan's advanced cloud-based capabilities, we design business solutions that transform connected planning and execution across finance, sales and operations.



Increased Data Aggregation & Forecasting Speeds



S&A Expense Improvements



Sales Pipeline Consolidation and Forecasting



Improved Workforce Optimization



Reduced model development costs



Reduced inventory and increased planning productivity

Overview

Anaplan is a cloud planning platform that enables organizations to run planning processes by connecting data, people, and plans across the business.

Anaplan provides a full range of capabilities and use cases, from a single business unit to enterprise-wide needs.

The platform is recognized as one of the most flexible, scalable, and collaborative cloud planning systems available in the market.

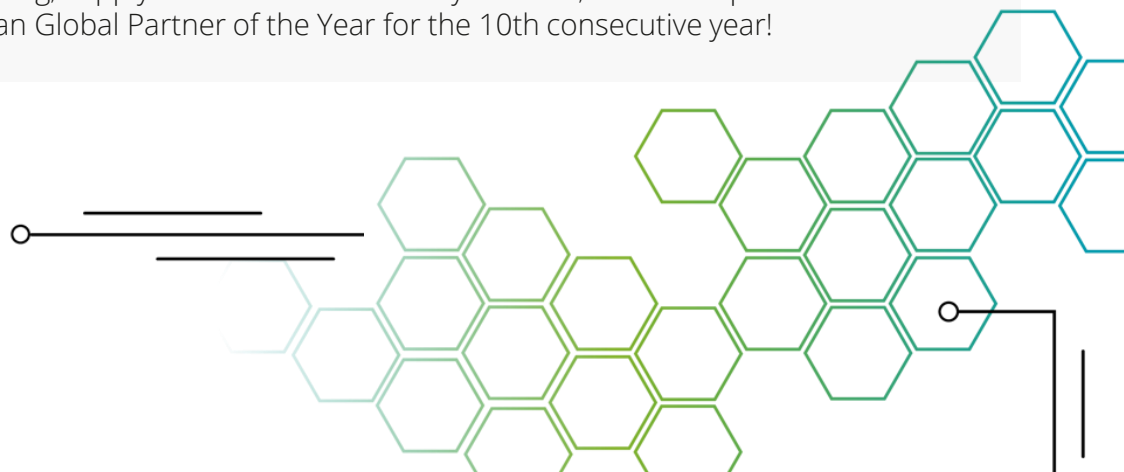
Based on our experience, once businesses deploy Anaplan, they quickly realize there are other areas within their business that would benefit greatly from being integrated to Anaplan.

Keeping this in mind, we encourage choosing for a future-proof integration platform based on an integrated platform solution over a point-to-point setup.

2024 Global Partner of the Year:

The Deloitte Team continues to deepen its relationship with Anaplan and drive customer value through connected planning. Deloitte is committed to an accelerated growth plan to improve value that joint customers achieve with Anaplan's connected planning platform in finance, sales, marketing, workforce planning, supply chain and sustainability. In 2024, Deloitte is proud to be recognized again as Anaplan Global Partner of the Year for the 10th consecutive year!

*Based on a Forrester study



Why Deloitte?

With our functional and industry knowledge combined with a deep technical expertise, Deloitte is the Center of Excellence in the Middle East

Anaplan Partner



Deloitte recognized as **Global Anaplan Partner of the Year** for the 10th consecutive year in 2024.



Deloitte Middle East as the **Enterprise Performance Management Center of Excellence** with extensive track record in financial and business process solutions implementations.



Leading EPM practice that brings an experienced team of Anaplan consultants, certified model builders and solution architects, with Anaplan project experience in Finance, Supply Chain, Human Capital, Marketing & Sales.

Strong performance management practice



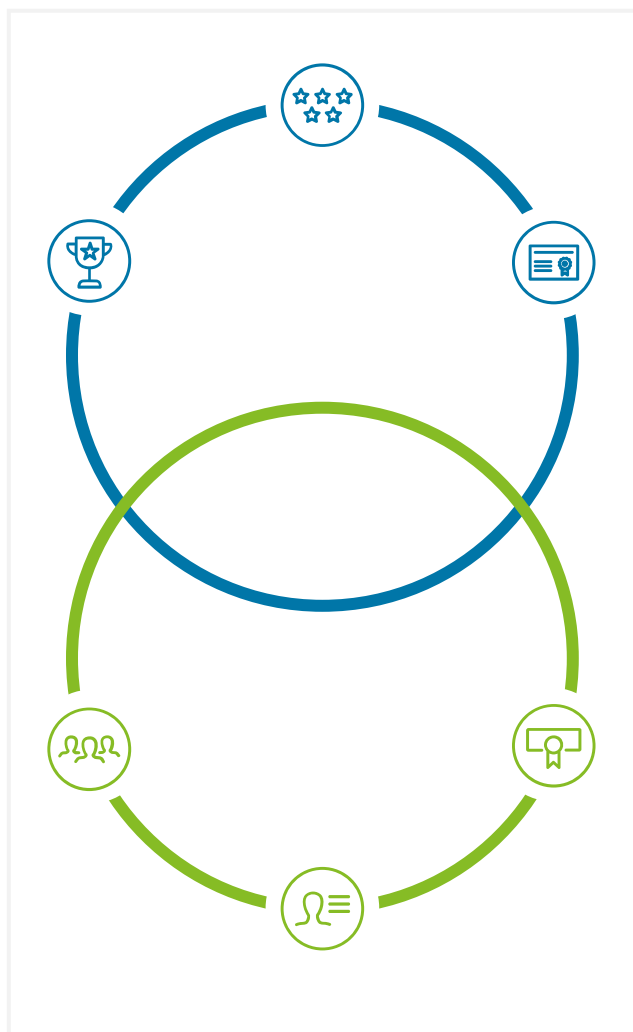
Team of more than 1200 **Anaplan-certified Finance & Performance, Supply Chain, Workforce Planning and Sales & Marketing consultants.**



Multidisciplinary **Industry Experts** with proven success at leading global organizations to accelerate enterprise planning capabilities.






Functional and technical experience in business domains, including Finance, Supply Chain, Sales Marketing, Human Capital & Sustainability Performance modeling. Deloitte is a **leading contributor on the Anaplan App Hub.**



Why Deloitte?

Bringing extensive project experience to deliver successful enterprise planning transformations for clients across all industries

| | Budgeting & Forecasting | Price Volumes & Tender Management | Sustainability Reporting |
|--------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| | <i>Major Insurance Company</i> | <i>Leading Biopharma Multinational</i> | <i>Major Beverage Multinational</i> |
|  Objectives & Challenges | <ul style="list-style-type: none"> • Integrate the different components of budget & forecast of general expenses into one single tool • Build several cost input methodologies concerning both "Business as Usual" and "Change" expenses • Constraints can come up due to other systems (e.g. SAP requiring a very granular level of input); try to avoid them where possible | <ul style="list-style-type: none"> • Set-up of a cloud-based business planning and modeling platform that allows for flexible and intuitive data-driven decision making • Deliver a price volume management system and a tender contract management tool in Anaplan that is both user friendly and stable | <ul style="list-style-type: none"> • Empowering farmers to drive productivity • Equipping agronomists to better support farmers • Enriching decision makers with accurate and timely information |
|  Engagement & Scope | <ul style="list-style-type: none"> • Provide final exports for integration with SAP as well as IFRS restatement mechanisms • Review and define a clear governance around the end-to-end process | <ul style="list-style-type: none"> • 15 countries in the EMEA region • 6 biosimilar brands • Ran the project using agile methodology during development, UAT, and hypercare | <ul style="list-style-type: none"> • Define reporting needs • Implement a reporting solution in Anaplan • Train users on the reporting solution |
|  Result & Impact | <ul style="list-style-type: none"> • Increased consistency in data collection, drivers used, assumptions • Enabled flexibility for the different business units in terms of methodologies used per cost nature | <ul style="list-style-type: none"> • Informed decision making based on the ability to run different scenarios on key variables such as ASP, sales volume, win probability and spill-over effects • Enabled real time access to key strategic information incl. competitor information on account, country & Hub Level | <ul style="list-style-type: none"> • Faster lead time to consolidate and transform data through Smartbarley integration • Enhanced transparency on data origin and business logic |

Contacts

Jesper Simony

General Partner, Finance Transformation
Deloitte Consulting Middle East
jsimony@deloitte.com

Bachar Hani

Anaplan Middle East Alliance Lead
Deloitte Consulting Middle East
bhani@deloitte.com

Deloitte & Touche Middle East

Emaar Square,
Building 2, Level 3,
Downtown Dubai, Dubai, 4254,
United Arab Emirates
www.deloitte.com

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