

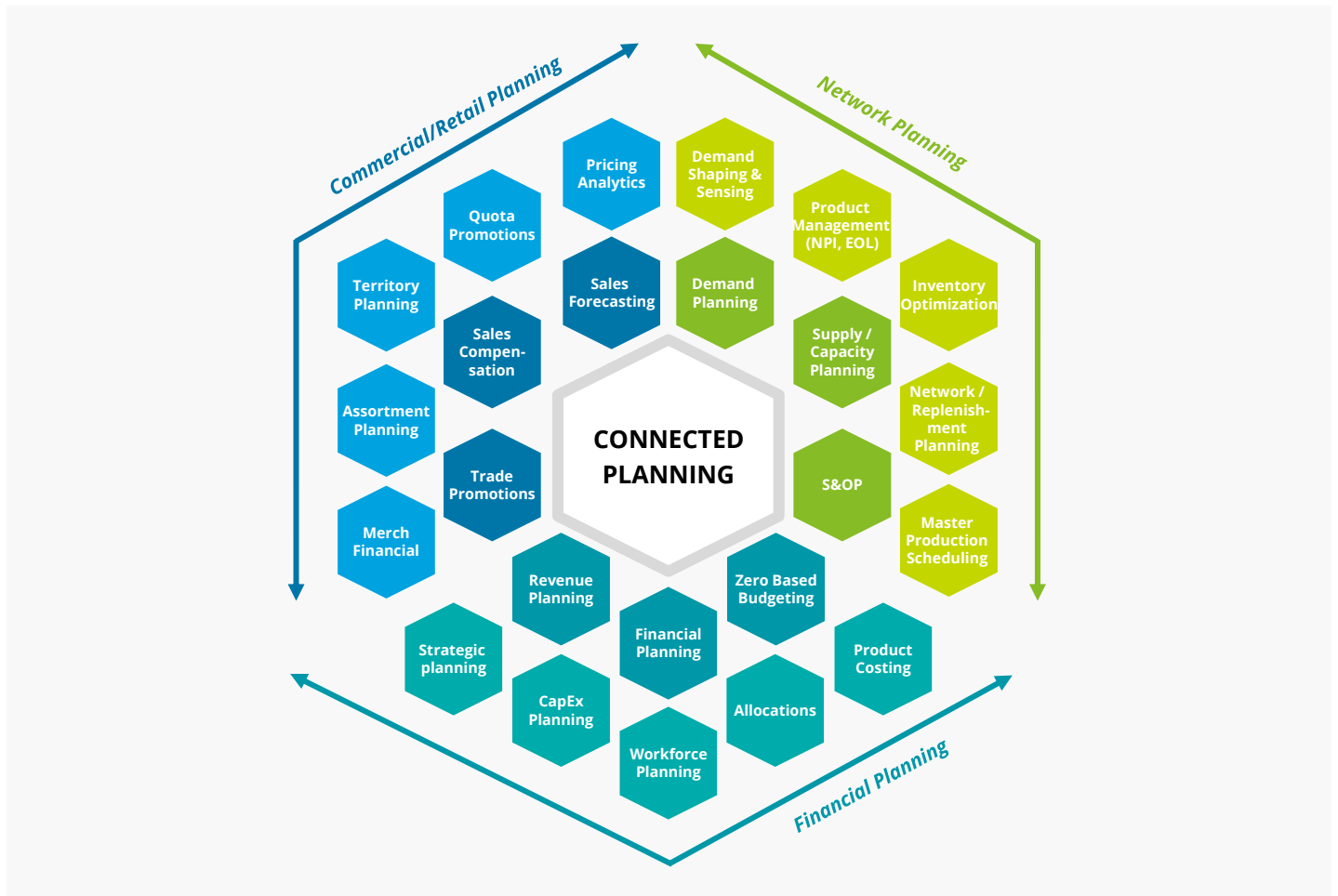


# Anaplan Brochure

**Connecting the Enterprise**

# Connected Planning

Connect single version of the truth for plans across functions and to which the company is executing



Connected planning addresses today's business planning challenges by:

01

Providing **TRANSPARENCY** across the enterprise and across supply chain partners, to changes in supply chain, commercial and financial plans and risk

02

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

03

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

A new **connected planning** approach is required that integrates data, process and business functions

# Anaplan's Key Features

Anaplan's economic value to customers is significant



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.

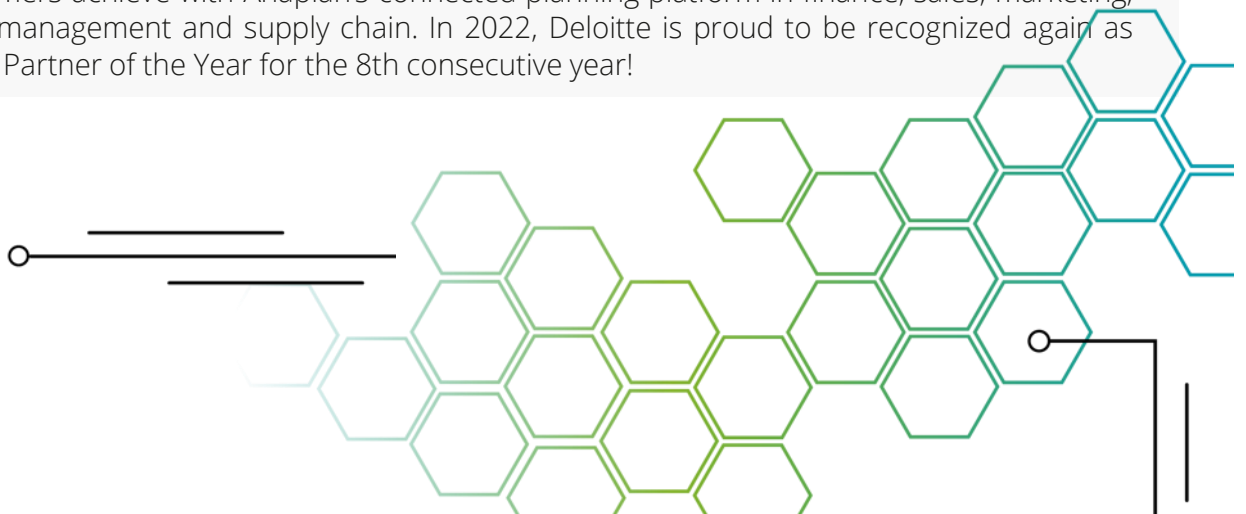
The platform is recognized as one of the most flexible, scalable, and collaborative cloud planning systems available in the market.

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.

## 2022 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, human capital management and supply chain. In 2022, Deloitte is proud to be recognized again as Anaplan Global Partner of the Year for the 8th consecutive year!



# Why Deloitte?

A functional and industry knowledge combined with a deep technical expertise, positions Deloitte Belgium as the Center of Excellence in Europe

## Anaplan Partner



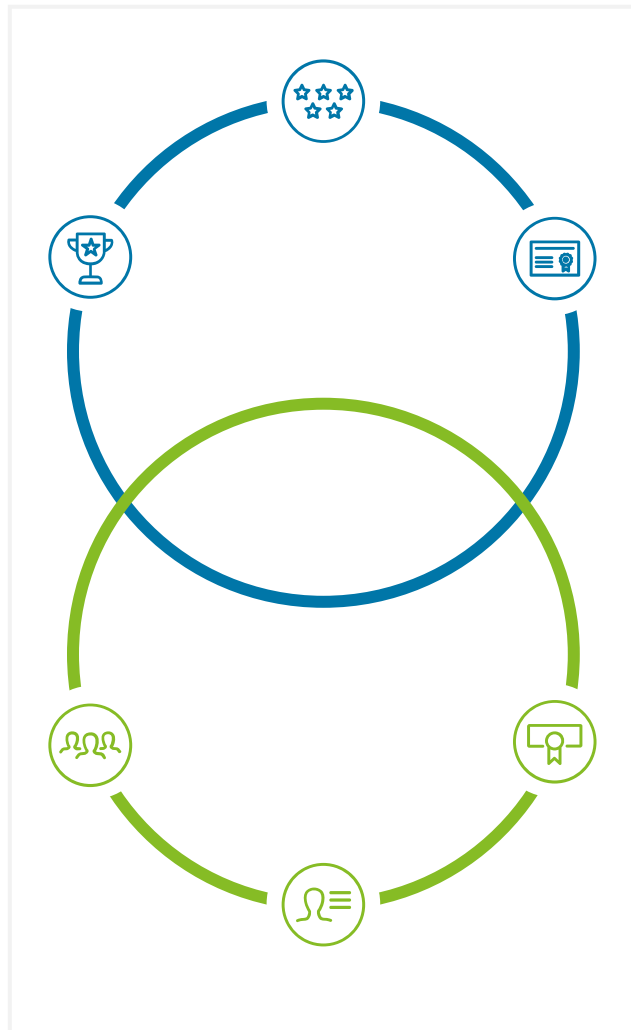
Deloitte recognized as **Anaplan Partner of the Year** for an 8th consecutive year in 2022.



Deloitte Netherlands as **European Anaplan Center of Excellence** with extensive track record in financial process solutions implementation.



**Leading practice that accounts for more than 25 Anaplan consultants, certified model builders and solution architects,** with Anaplan project experience in Netherlands in different service lines such as Finance, Supply Chain, Workforce Planning, Marketing and Sales.



## Strong performance management practice



Team of more than 70 **Finance & Performance, 40 Supply Chain and 50 Sales & Marketing consultants** with project experience.





Multidisciplinary **Industry Experts** with projects at global leading companies to answer Anaplan's broad planning purpose capabilities.



**Functional experience** in different domains such as Finance, Supply Chain HR, Marketing and Sales Performance Management modeling. Moreover, Deloitte is a **leading contributor on the Anaplan App Hub.**

# Why Deloitte?

Successfully delivering value-driven solutions for leading clients

	Predictive Planning & Forecasting	Integrated Business Planning	Workforce & Financial Planning
	<i>Telecommunications Provider</i>	<i>Major Supermarket Chain</i>	<i>Global Oil, Gas &amp; Energy Company</i>
 <p><b>Objectives &amp; Challenges</b></p>	<ul style="list-style-type: none"> <li>• Transparency, with a clear distinction between factual numbers, assumptions and inputs to create a value-free planning and forecasting</li> <li>• Planning and forecasting on lower-level drivers, which aggregates up to overall metrics and organization structures</li> <li>• Anaplan solution uses unified models on top of standard and formalized structures</li> </ul>	<ul style="list-style-type: none"> <li>• Complete company-wide transformation of existing operating model to deliver an efficient, integrated planning, budgeting and forecasting solution that is transparent and agile, which delivers clarity to the end user</li> <li>• Gather and aggregate complex organizational and product hierarchies, while retaining the ability to calculate data at a highly detailed level (not possible in Excel models)</li> </ul>	<ul style="list-style-type: none"> <li>• Improve efficiency and drive standardization of financial and workforce planning</li> <li>• Balance demand and supply to improve and optimize workforce planning across departments.</li> <li>• Reduce manual planning in Excel, improve reliability of data and increase transparency in the planning process</li> </ul>
 <p><b>Engagement &amp; Scope</b></p>	<ul style="list-style-type: none"> <li>• A simple platform for planning and tracking initiatives</li> <li>• Combines machine learning and business knowledge to track and adjust forecast in Anaplan</li> </ul>	<ul style="list-style-type: none"> <li>• Deliver an integrated business planning model, for Bricks (supermarkets) and Clicks (online) revenue and operation expenses</li> <li>• Fully integrated business planning for all business units, in real time</li> </ul>	<ul style="list-style-type: none"> <li>• Reduce reliance on multiple Excel models and replace with one fully automated and connected model</li> <li>• A consolidated planning workspace, with robust user access rights and self-service data-rich dashboards</li> </ul>
 <p><b>Result &amp; Impact</b></p>	<ul style="list-style-type: none"> <li>• Machine learning integration and standardization in planning delivers driver--based forecasting</li> <li>• Transparency across initiatives, real-time insights and a single source of truth</li> <li>• Less maintenance, fewer incidents &amp; better data</li> </ul>	<ul style="list-style-type: none"> <li>• Efficient and connected model that optimizes processes and allows supermarket to create several levels of detail, while minimizing manual processes</li> <li>• Single source of truth for forecast data, reducing data silos and increasing cross-firm traceability</li> </ul>	<ul style="list-style-type: none"> <li>• Real-time planning with increased transparency and a 360° overview allows for earlier identification of risks, saves time, increases data quality and minimizes reconciliation errors</li> <li>• A robust, future-ready integrated planning foundation that integrates into other business tools</li> </ul>

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