

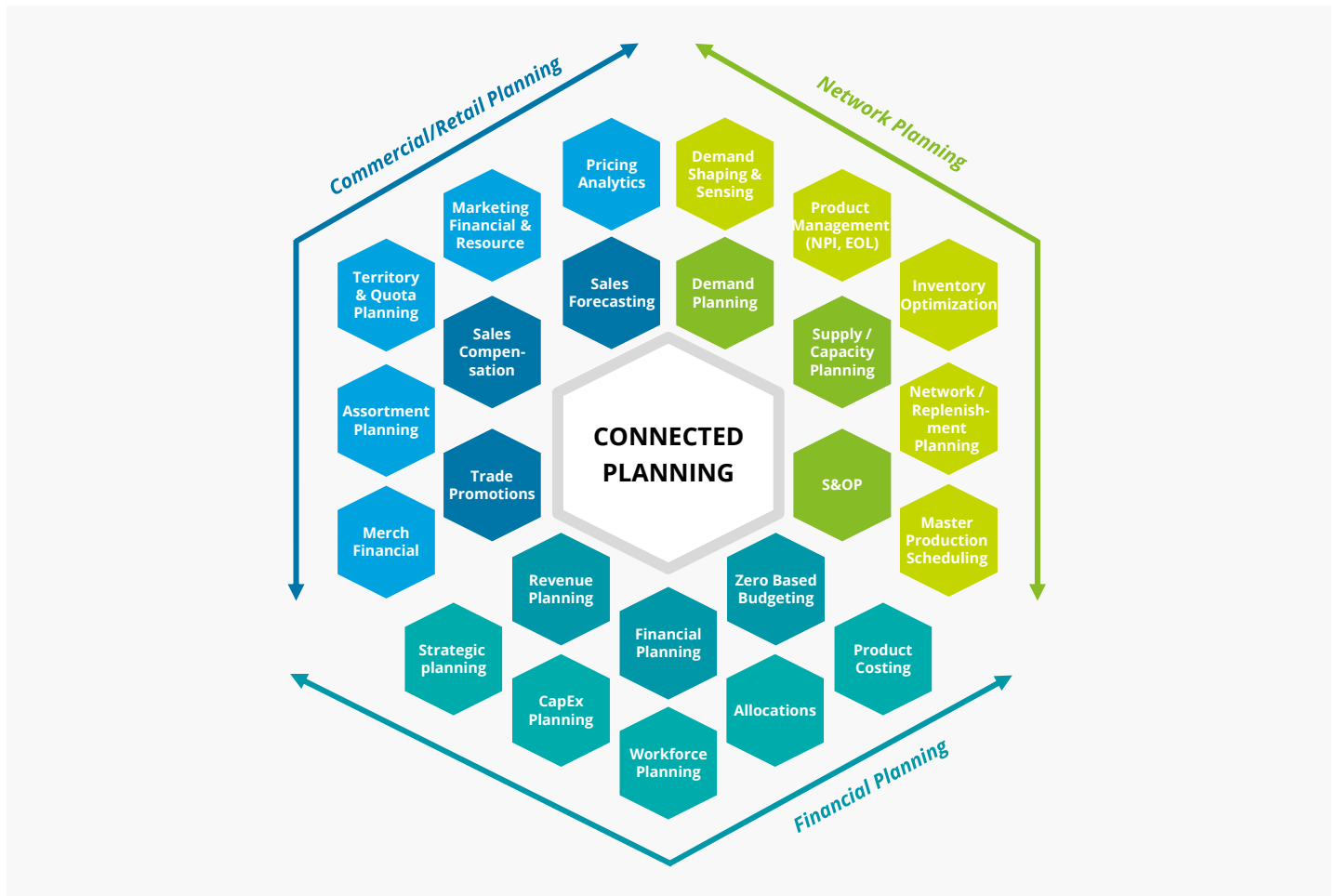


Anaplan Brochure

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.

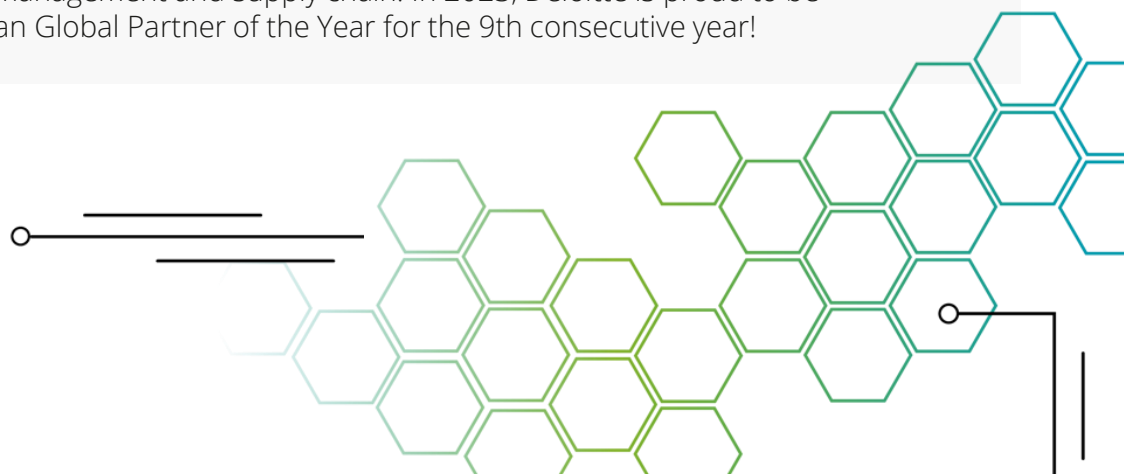
Based on our experience, once businesses deploy Anaplan, they quickly realize there are other areas within their business that would benefit greatly from being integrated to Anaplan.

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.

2023 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 2023, Deloitte is proud to be recognized again as Anaplan Global Partner of the Year for the 9th consecutive year!

*Based on a Forrester study



Why Deloitte?

A functional and industry knowledge combined with a deep technical expertise, positions Deloitte as a leading partner across Advise, Implement and Operate projects

Anaplan Partner



Deloitte recognized as **Anaplan Partner of the Year** for an 9th consecutive year in 2023.



Deloitte has an extensive track record in different service lines such as **Finance, Supply Chain, Sales and HR.**



Deloitte Portugal has more than **40 Anaplan consultants, certified model builders** and **solution architects.**

Strong performance management practice



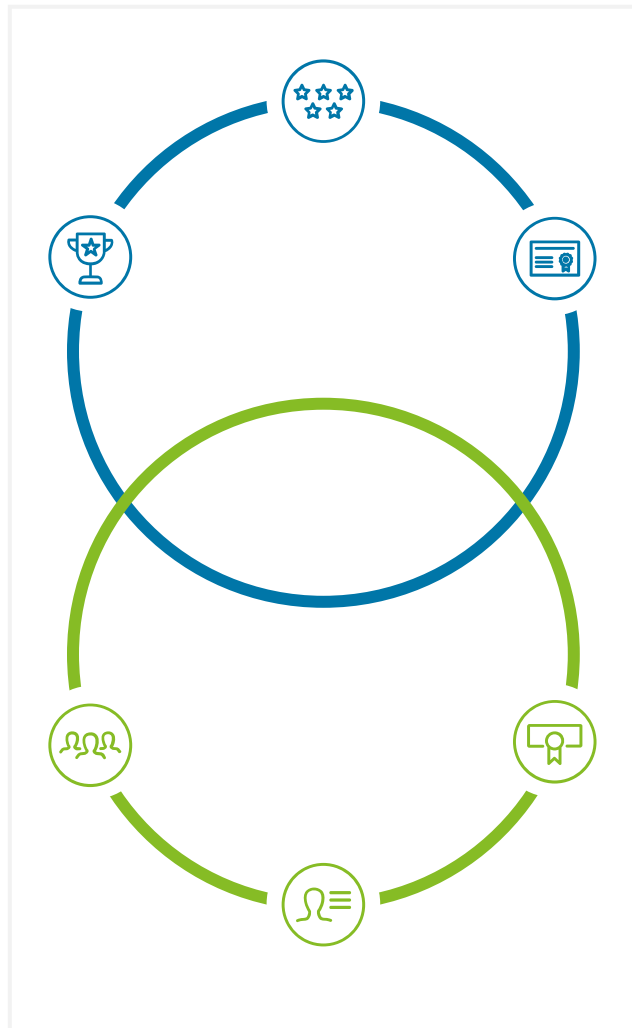
Experience in **End-to-End transformation** from **Advise to Implement and Operate.**



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, Closed-Loop Marketing** and **Sales Performance Management modeling.**



Why Deloitte?

Some examples of our past experiences

	Budgeting & Forecasting	Price Volumes & Tender Management	Sustainability Reporting
	<i>Major Insurance Company</i>	<i>Leading Biopharma Multinational</i>	<i>Major Beverage Multinational</i>
 <p>Objectives & Challenges</p>	<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
 <p>Engagement & Scope</p>	<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
 <p>Result & Impact</p>	<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

Ludgero Gonçalves

Partner | Anaplan Alliance Leader

+351 210 422 533

lugoncalves@deloitte.pt

Nélson Fontainhas

Partner | Finance & Performance Leader

+351 210 422 583

nfontainhas@deloitte.pt

Joaquim Oliveira

Partner | Supply Chain & Network Operations Leader

+351 210 422 508

joaoliveira@deloitte.pt



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