

## Downstream Oil & Gas Anaplan Model

A integrated business planning model designed with a focus on financial forecasting & budgeting

The digital era demands an alternative to yesterday's spreadsheet-driven planning support.

Deloitte's Downstream Oil & Gas Model is a planning model that breaks down functional and geographic silos that hamper many organisations. The open and real-time sharing of information through this fully-customisable cloud model allows stakeholders from across the organisation to collaborate without manual spreadsheet consolidation or hand offs. The model centralises inputs and automatically rolls up data based on flexible hierarchies. Planning modules include refinery capacity planning, commodity forecasting, Financial Line Item planning, and many more.

The model uses a hybrid approach that allows the flexibility of both top-down target setting and KPI planning with bottoms-up refinery and pricing planning. Planning is completed for each individual refining unit and product based on established yields and expected input mix. The model also includes dynamic scenario planning to explore the expected impact of various market price scenarios for both crude inputs and finished product outputs.

Figure 1. Key model screenshots



Source: Deloitte

## Downstream O&G Model Components

Deloitte's Upstream Oil & Gas Model includes multiple distinct modules to build budgets and forecasts.



### CFO Dashboard

A summary dashboard displaying KPI forecasts compared to targets based on real-time plan data. Projects income statement line items and cash flows across multiple scenarios to aid in executive decision making.



### Specific Market Pricing Scenarios

Allows planners to control for price scenarios across the multiple input crude and finished products each refinery uses. The model allows for pricing variations for each individual refinery based on geography.



### Refinery LP Model Integration

Refinery capacity planning data can be integrated from an existing LP production optimisation model. This data can be integrated down to a per-unit and per-stage level, including turnaround downtime. When combined with price data and crude input projections, total capacity and production forecasts can be quickly generated. This combination with price data allows for product mix optimisation on an ongoing basis.



### Supply Planning

Based on refinery capacity and expected crude input needs, supply plans for each raw crude input or feedstock can be created on a weekly basis for each refinery based on production goals.



### Sales, Marketing, & Trading Planning

Pulling information from both the Supply and Capacity planning modules, the Sales, Marketing, & Trading group can plan for trading and fuel sales needs based on expected refined product production for each refinery.

## Downstream O&G Model capabilities

Deloitte’s Downstream Oil and Gas Model is powered by the cloud-based platform Anaplan (see “Connected planning solutions”) for fast implementation and rapid scaling across your company’s planning functions. Embedded in it are many industry leading practices that help increase integrated planning, budgeting, and forecasting; provide industry standard reporting; and interactive dashboarding. Here are just a few of the capabilities the solution is designed to offer:



### Functional Integration

Supports analysis, planning, and forecasting across the organisation, bringing the planning and budgeting process across many regions and functions under one roof



### System Integration

Interfaces with various backend systems, including financial and accounting, commodity pricing, production/engineering, and many more



### Real-Time Collaboration

Uses in-memory computing for constant updates when changes are made to data and when activities are handed off from one person to another or between systems



### Flexible Editing

Allows users to update and change key data fields, such as local forecasting assumptions, to match their business needs, without IT department intervention



### Instant Summary Reporting

Provides real-time, instant availability of rollups and summaries across the enterprise and provides visualisation of financial performance

## Connected planning solutions

Anaplan’s cloud-based platform is designed to connect you with data, people, plans, and your network to make better-informed decisions and drive faster, more responsive planning for production. Collaboratively build region-specific forecasts that roll-up to provide real-time insight into performance across the organisation. Connect your production forecasting, commodities trading, exploration, tax, finance, and other teams into one integrated platform. Analyse and evaluate “what-if” scenarios to optimise your upcoming exploration and production budgets. Additionally, Anaplan’s robust calculation engine allows users to tailor their forecasts as variations in global commodity markets and regulation arise.

### Start the conversation

**Thierry Lotrian**  
Partner  
Deloitte Consulting LLP  
tlotrian@deloitte.com.au

**Tony Trehwella**  
Partner  
Deloitte Consulting LLP  
atrehwella@deloitte.com.au