



# Deloitte and Anaplan Alliance

## Connected planning for a complex world

What if planning could improve both your top and bottom line? Leveraging the native capabilities of Anaplan's platform and Deloitte's breadth of industry experience and unique transformational capabilities, we can get you there.

With the power of connected planning combined with cognitive capabilities and predictive analytics, we can help transform how your business makes strategic operational and financial decisions. Increase visibility across your organization, connect siloed data, and take your real-time planning and forecasting to an entirely new level.

### Industry solutions to help accelerate your results

Deloitte's industry-leading solutions, powered by Anaplan, can help connect your people to your data, enabling you to navigate an ever-changing market so you can make more informed decisions, drive revenue, and accelerate profitability.

We've developed a number of joint industry solutions, including those for:

- Retail assortment planning
- Consumer products commercial planning
- Clients who want to unlock predictive insight and FP&A efficiency through customizable, on-demand advanced analytical modeling
- Insurers that need to comply with the new standards and manage an increasingly complex regulatory environment
- Upstream and downstream oil and gas solutions
- Zero-based budgeting for multiple industries
- Workforce planning
- Sales forecasting
- Account segmentation and planning
- Territory planning and management
- Quota planning analytics and management
- Incentive compensation planning and management

Industry/Client use case	Solution overview	Business benefit/Value delivered
<b>Consumer Products/Financial Planning &amp; Analysis and Supply Chain</b>	An integrated business planning framework to help make operational decisions that lead to increased revenues and margins	<ul style="list-style-type: none"> <li>• 30% reduction in planning times</li> <li>• Increased involvement from non-financial stakeholders to increase forecast accuracy and accountability</li> <li>• Production optimization based on sales forecast</li> </ul>
<b>Technology/Sales Operations</b>	Advanced analytics-based sales planning, using sales performance science to reduce variability of performance around quotas and truly understand the customer opportunity to help drive coverage decisions; implementation of Anaplan to help improve the quota setting process	<ul style="list-style-type: none"> <li>• Demonstrated ability to reduce quota variability and related incentive spend</li> <li>• Improved quota processes and operating model to reduce planning FTE</li> </ul>
<b>Media/Finance Planning &amp; Analysis, Tax Planning, and Sales Operation</b>	Significant data model process and technology changes to core financial processes to prepare for IPO	<ul style="list-style-type: none"> <li>• 75% reduction in manual effort to support the organization's critical reporting needs</li> <li>• 70% reduction in cycle time to generate the employee forecast</li> <li>• 30% improvement in forecast accuracy</li> </ul>
<b>Hospitality/Financial Planning &amp; Analysis</b>	Significant reduction in planning cycle times and development of a global view of key financial and operational data	<ul style="list-style-type: none"> <li>• Reduction in forecast time from 15 to five days</li> <li>• Single version of the truth for all financial information</li> <li>• Robust financial data model to support new offerings and hyper growth</li> </ul>
<b>C&amp;IP/Demand Planning &amp; Forecasting, Revenue Management, Investment Management</b>	Development of streamlined processes and an Anaplan platform founded on better integrated data to help drive simple, flexible, and consistent sales and financial planning	<ul style="list-style-type: none"> <li>• Identification of \$3M in untapped investment opportunity within first 3 days of launch, more real-time external data to facilitate more accurate forecasting</li> </ul>
<b>Technology/Sales Operation</b>	Improved future-state planning organization, from HR and finance to sales planning and compensation; implementation of Anaplan to improve quota setting and governance	<ul style="list-style-type: none"> <li>• Increased governance of quotas to better motivate sales force in alignment with compensation objectives</li> <li>• Increased visibility into quota setting timelines</li> <li>• Stronger adherence to finance targets, as well as better visibility into account potential</li> </ul>

## Get in Touch

No matter how complex your business challenges, we can help you take decisive action. And as one of the world's largest consulting firm, we can apply the right resources to deliver the capabilities you need to achieve your strategy. And as a market leader in connected planning solutions, we can bring together commercial planning, supply chain planning, financial planning, and more.

Get in touch today to learn more about we can help enhance your business planning and execution across your enterprise.

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