

Deloitte.



Connected
Planning for
Agrochemicals
and Fertilisers

Accelerate business planning in a
digital world through Anaplan

We offer managed services to assist clients with their connected planning needs. Our solution aims to unlock value through the transformation of sales and operations planning, workforce planning, supply chain planning and financial planning and analysis and enables business collaboration.



Key challenges in the agrochemicals and fertilisers industry



Increased competition causing over supply resulting in cost pressures and margin contraction

Complexity of supply network given the nature of products, quality of transport network, challenging last mile delivery landscape

Seasonal realities significantly influencing timing and variability of product demand making demand forecasting difficult

High plant running cost mandates continuous manufacturing, causing overstocking of inventory and creating slow moving and obsolete stock

Increasing customer expectations - specialty products and value-added services

High dependency on global supply chain for supply of crucial raw materials



Key focus areas

What is being prioritised by the agrochemicals and fertiliser industry?

Supply chain efficiency

Financial planning and profitability analysis

Long range planning

Regulatory compliances

Product differentiation

Cutting-edge tech tools integration





Overview of connected planning for the agrochemicals and fertiliser industry

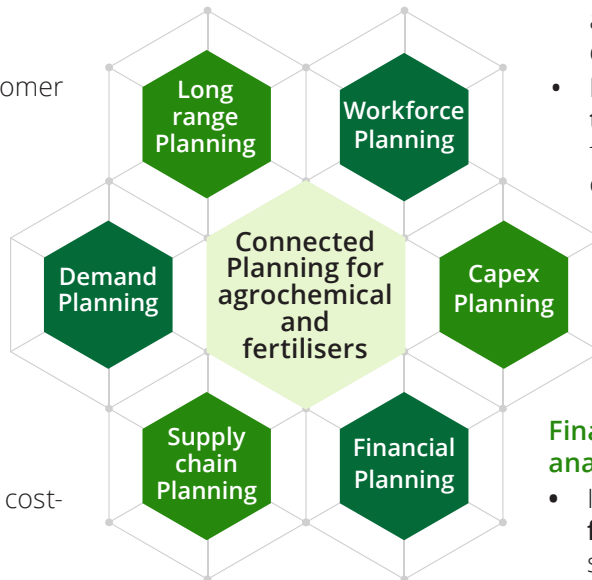
Transform with Anaplan – enhanced decision-making through integration of business strategy with financial and operational plans

Demand planning

- **Forecast demand** across customer segments, markets and product segments to improve revenue, align inventory levels and achieve volume growth
- **Driver based gross to net adjustment planning** at customer segment level

Workforce and incentive planning

- **Strategic workforce blueprinting** aligned to production and business strategy
- **Skill and capacity rightsizing** to analyze trends over transactional data volumes
- **Incentive based targets linked to attainment and payouts** for faster sales conversion and deal closure



Supply chain planning

- **Inventory Optimisation** to simplify inventory and ensure cost-effective inventory decisions
- **Real-time supply network optimisation** to align with change in demand forecasts
- **Capacity planning** based on triggers and constraints across supply chain

Financial planning and profitability analysis

- Integrate **Capex, Opex, and cash flow projections** into the business strategy and operational plans
- Align **financial stewardship** with strategic objectives
- **Scenario planning and what-if analysis to enable top-down and bottom-up budgets** as well as data driven decision making



Key business benefits from the transformation journey



How will the Deloitte Anaplan team help in driving business performance?



Granular rolling forecasts

Create granular week/day level rolling plan considering minute multiple constraints across production, supply, inventory and logistics enabling decision making for course correction



Greater transparency and visibility

Bring in cross functional transparency to the entire value chain providing critical updates on production, plant reliability, raw material shipments change in demand and dispatch status



Robust scenario-based planning

Leverage real-time data and sophisticated scenario planning enabled by integrated digital strategies to enhance agility. Develop custom use cases for make vs buy decision making, MRP, detailed RCA, etc.



Automate management reporting

Instantly generate monthly MIS and routine presentation decks customised for each audience directly from Anaplan eliminating the users' effort to create time taking presentations and spreadsheets



Focus on Govt. regulations and ESG compliances Drive ESG

performance through high quality internal framework and information systems, and integrate into financial and non-financial data



Accessible across devices

Cloud based architecture ensures multi-device accessibility enabling on-the-go business reviews, real time alerts and notifications



Data driven insights and decision making

The strategic integration of digital transformation fosters informed decisions to achieve operational effectiveness. It facilitates strategic planning in alignment with the organisational goals



Seamless technology integration

Integration with cutting edge technologies ensures end-to-end supply chain visibility and enables the business to streamline operations and merchandising planning with a single source of truth



Our capability and credentials

We have demonstrated the capability to deliver connected planning solutions to marquee customers through a strong alliance with Anaplan.

Deloitte is the #1 Anaplan global as well as APAC partner

Global and APAC partner of the year

Deloitte became Anaplan's first alliance. We've been awarded Anaplan's "Global Partner of the Year" and "APAC Partner of the Year" in recognition of our global Anaplan practice.

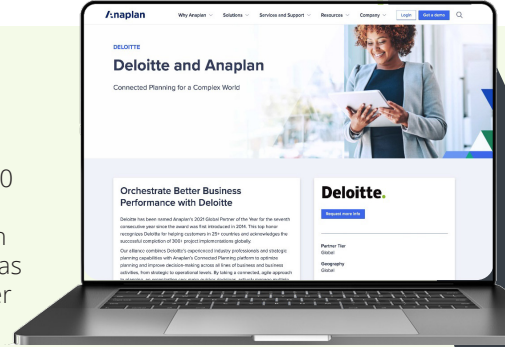
300+

Anaplan projects

850+

certified practitioners

Deloitte has successfully delivered more than 300 Anaplan projects, including many of Anaplan's largest implementations to date. With more than 850 trained and certified practitioners, Deloitte has a larger pool of Anaplan resources than any other system integrator or consulting firm.



Global Partner of the Year 2015

Global Partner of the Year 2016

Global Partner of the Year 2017

Global Partner of the Year 2018

Global Partner of the Year 2019

Global Partner of the Year 2020

Global Partner of the Year 2021

Global Partner of the Year 2022

Global Partner of the Year 2023

Global Partner of the Year 2024

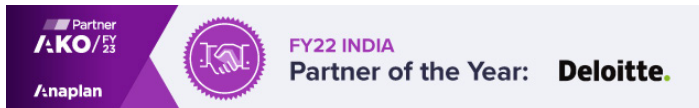
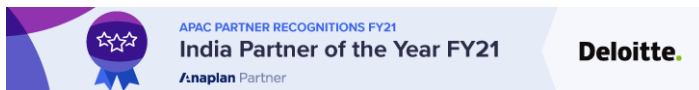


In April 2024, Deloitte was awarded Anaplan's "Global Partner of the Year" award for the **10th** Consecutive year



Deloitte APAC and Deloitte India have demonstrated and delivered exceptional value to their **40+ clients**.

In April 2024, Deloitte was awarded Anaplan's "APAC Partner of the Year" award, along with other **eminent accolades in last 4 years**





Holistic view of Deloitte India's FT Anaplan practice

Deloitte India's Anaplan team combines technical expertise and a wealth of domain expertise across supply chain, finance, sales effectiveness and analytics to deliver value to clients and address their biggest challenges.






What services we offer?

	Design	Implement	Operate
Finance	✓	✓	✓
Sales	✓	✓	✓
Marketing	✓		
Workforce	✓	✓	✓
Supply chain	✓	✓	✓
Tax	✓	✓	

Assets

Tax	Integrated supply chain	Workforce	Product costing
Logistics	Insurance	NBFC	Retail

What differentiates us from others?

-  Solution repository across sectors and functions to conduct **"show and tell"**
-  **Platforms** built to augment function and industry specific asks
-  Strong demo repository to conduct **"show and tell"** session during client interaction
-  Proven delivery team with domain expertise and Anaplan-certified resources
-  Strong partnership with Anaplan and recognised as the APAC partner of the year for three years



Select credentials

- Connected planning for a **leading fertilisers and agri company in India**
- S&OP on Anaplan for a **large seed company in India and Thailand**
- Planning use cases implemented for a **large beer and beverage player**
- FP&A for a large **Spanish energy and chemical company**
- Connected planning for **diversified oil company in India**

Connect with us



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Source and references:

1. Deloitte – Anaplan Alliance: Global partner of the year award for 10 consecutive years: <https://partners.anaplan.com/#/2305646>
2. Anaplan 2024 Global and APAC partner of the year award: <https://www.anaplan.com/blog/anaplan-2024-partner-award-winners/>



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