



Connected planning for consumer

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 consumer industry

What are the biggest hurdles that consumer companies must overcome to survive and grow?

Volatile input prices due to geopolitical events result in higher production costs and an impact on margins

Low visibility and high lead time in vendor identification lead to inefficient sourcing and production plans

Siloed inventory and supply chain planning lead to inaccurate delivery commitments and suboptimal capacity utilisation

Lack of accurate workforce demand linked to capacity utilisation and production-linked plans

Fragmented plans for marketing allocation and spend lead to inefficiencies in sales attainments and payouts

Disparate processes and no single source of truth result in limited data analytics capabilities and low visibility on margins

Key focus areas

What is being prioritised by the consumer industry?

Supply chain efficiency

Omnichannel strategies and retailing

Product differentiation

Pricing and affordability

Sustainable ESG practices

Cutting-edge tech tools integration

Overview of connected planning for the consumer industry

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

Financial planning

- Integrate **capex, opex and cash flow projections** into the business strategy and operational plans
- Align **financial stewardship** with strategic objectives

Sales and ops planning

- **Forecast demand** to improve revenue, align inventory levels and achieve volume growth
- **Scenario planning** to track the impact of multiple triggers and constraints

Supply chain planning

- **Capacity planning** based on triggers and constraints across supply chain
- **Inventory optimisation** to simplify inventory decisions and ensure cost-effective inventory decisions

Product and brand profitability

- **Real-time variance analysis**, reconciliations and allocations
- **Self-service reporting** based on defined dimensions
- **Scenario planning** to support multiple versions of budget and profitability

Workforce

Refine workflows by synchronising **staffing, workforce and compensation plans**, ensuring strategic **resource allocation** and optimised expenditure


Retail execution

- **Capacity planning** based on triggers and constraints across supply chain
- **Inventory optimisation** to simplify inventory decisions and ensure cost-effective inventory decisions





Key business benefits from the transformation journey



How will Deloitte Anaplan team help in driving business performance?



Optimised demand planning

Effective planning and forecasting, including **better demand forecast accuracy and product availability** and ensuring optimum resource allocation.



Optimised inventory management

Reduction in inventory and working capital by using advanced demand forecasts to align inventory with demand to maintain inventory levels.



Enhanced visibility of business operations

Collaborative and end to end business platform for all planning and reporting needs ensuring data driven business insights for better decision making.



Robust scenario-based planning

Use of real-time data and sophisticated scenario **planning enabled by integrated digital strategies enhances agility.**



Focus on sustainability and ESG compliances

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



Agile forecasting

Improved accuracy of demand forecasts and financial projects through integration with multiple data sources.



Data driven insights and decision making

The strategic integration of digital transformation **fosters informed decisions** to achieve **operational effectiveness and enhance strategic planning** with organisational goal.



Seamless technology integration

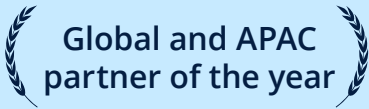
Integration with cutting edge technologies ensures end-to-end supply chain visibility and enables business to streamline operations and merchandising planning with a single source of truth.



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.

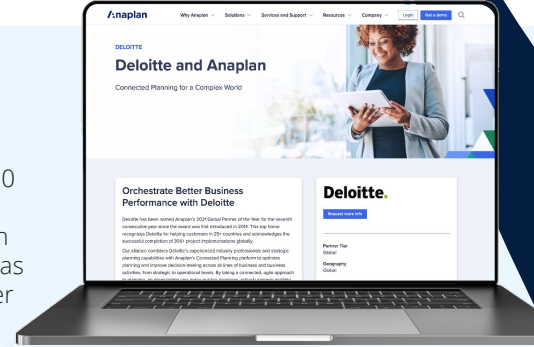
300+

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

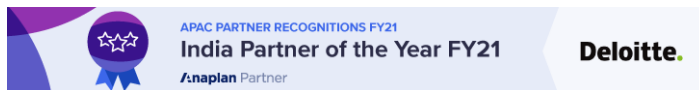


In April 2024, Deloitte was awarded Anaplan's "Global Partner of the Year" award for the **10th** Consecutive year



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



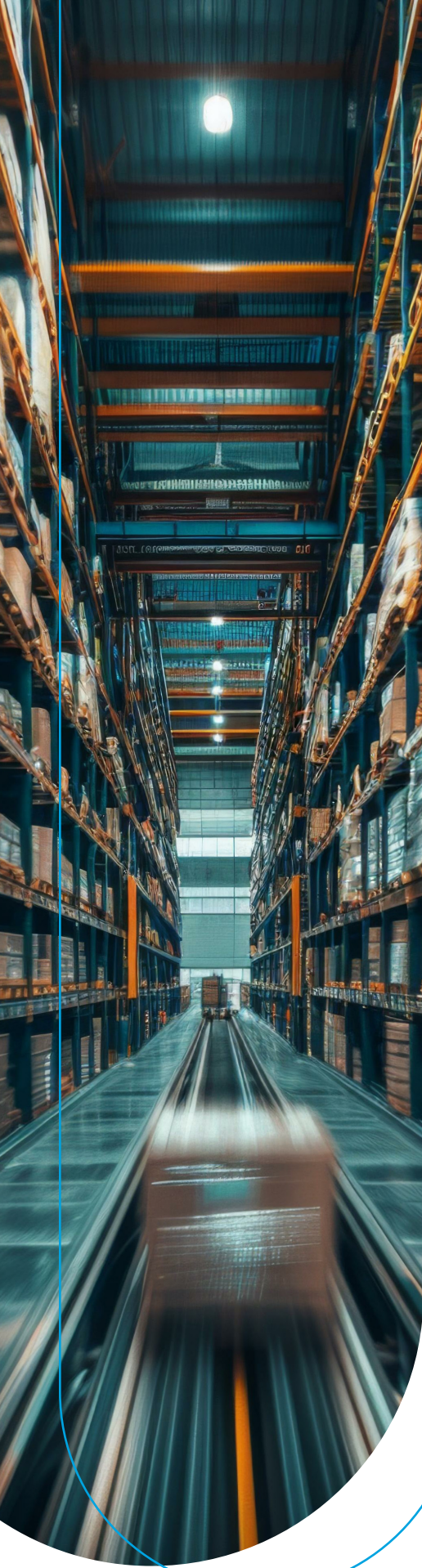
Strong demo repository to conduct **"show and tell"** session during client interaction



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**
- Connected planning for a **leading global automobile manufacturer**
- FP&A implemented on Anaplan for India's **leading agri-based FMCG company**
- Connected planning for a **leading Danish multinational brewing company**
- Connected planning for a **leading health and hygiene 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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