

Deloitte.



Connected planning for retail

Accelerate business planning in a
digital world through Anaplan

We offer transformation 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 and informed decision-making.

Key challenges in the retail industry

What are the biggest hurdles for sustenance and growth faced by retailers?

Changing consumer behaviour, trends and preferences leading to **sub-optimal product display, and inventory levels**

Cyclical fluctuations in consumer demand leading to risk of stock-outs or over-stocking

Inaccurate customer demand forecasts resulting in low visibility, high lead time and order cycle time

Siloed supply chain planning leading to inaccurate delivery commitments and sub-optimal capacity utilisation

Complex sales compensation structures leading to unalignment and monitoring of incentive to sales realisation

No single source of truth and disparate processes resulting in limited data analytics capabilities and low visibility on margins

Key focus areas

What is being prioritised by the retail industry?

Omnichannel strategies and retailing

Resilience in retail operations

Supply chain efficiency

Virtual interaction with products

Hyperlocal marketing

Cutting-edge tech tools integration



Overview of connected planning for the retail industry

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

Financial planning

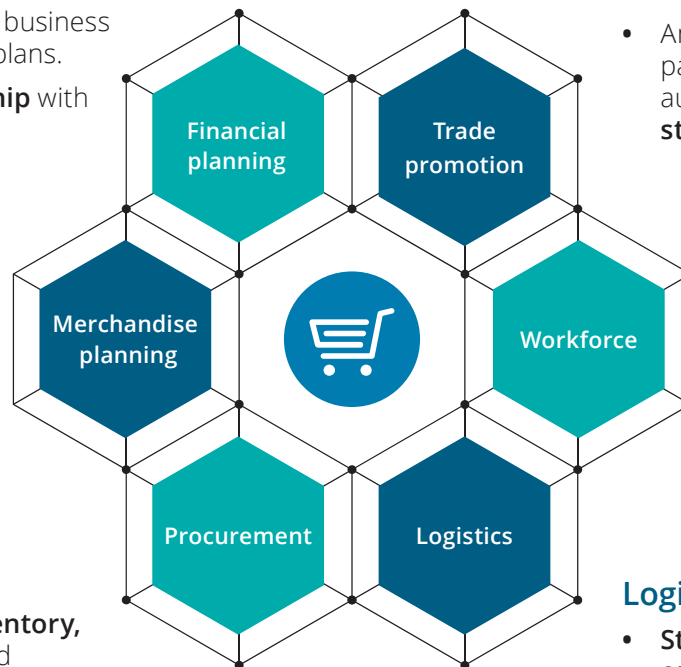
- Integrate **capex, opex and cash flow projections** into the business strategy and operational plans.
- Align **financial stewardship** with strategic objectives.

Merchandise planning

- Use forecasting and **revenue insights** to craft **merchandise plans** that encompass **category assortment** and **line planning**.
- **Drive targeted product strategies** and financial outcomes.

Procurement

- Orchestrate **channel inventory, operational planning** and acquisition of packing and **indirect materials, alongside logistics procurement**, to optimise the supply chain ecosystem.



Trade promotion

- Analyse historical data and **define future targets for promotions** at category or supplier level.
- Analyse the historical impact of past promotions and automatically uplift the **statistical forecast baseline**.

Workforce

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

Logistics

- **Streamline inbound and outbound logistics** and **network planning**.
- Optimise **route efficiency** and elevate **supply chain responsiveness**.



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.



Dynamic assortment optimisation

Track lifestyle changes, tastes and preferences of consumers for better adjustment of product assortments; new products can be introduced at the optimal time.



Optimised inventory management

Reduced inventory and working capital through advanced demand forecasts to align inventory with demand to maintain inventory levels.



Robust scenario-based planning

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



Agile forecasting

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



Enhanced collaboration

Enhanced collaboration between users through dismantling silos across departments and using CRM for cross-selling and up-selling.



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

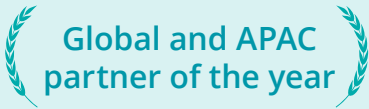
Integration with cutting edge technologies ensures end-to-end supply chain visibility and enables business to streamline operations and merchandising planning with a single source of truth.



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.

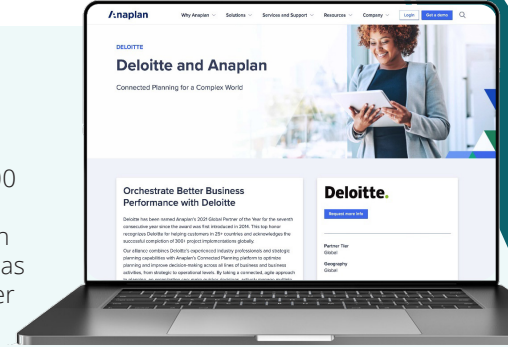
300+

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

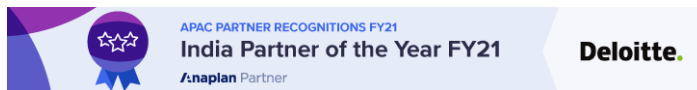


In April 2024, Deloitte was awarded Anaplan's "Global Partner of the Year" award for the **10th** Consecutive year



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

- FP&A implemented for a **leading retail store chain in India**
- FP&A implemented for a **largest retail store chain in Malaysia**
- 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**

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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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