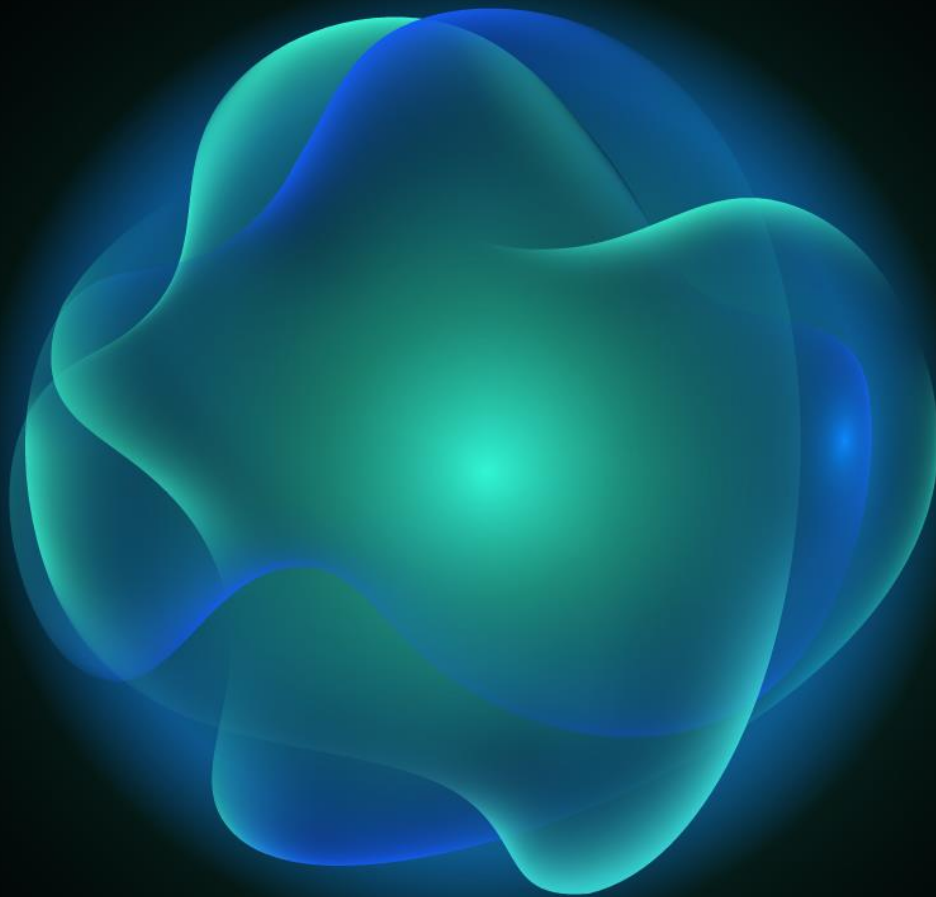


**Deloitte.**



# Connected Planning for FS GCC | Anaplan

**A Deloitte India Offering  
June 2024**

Managed service offering to assist Clients with their Connected Planning needs – Unlocking value through transformation of Incentive Planning, Workforce Planning, Loan Plan, NPA & Provisions Planning and Financial Planning & Analysis, and enabling business partnering.



### Key Challenges

What are the biggest hurdles for sustenance and growth faced by FS GCC's



**No single source of truth and disparate processes** resulting in limited data analytics capabilities



**Lack of accurate workforce to target planning** leading to inefficiencies in sales attainments and incentive payouts



**Non-standardized process** leads to inefficient planning cycle with inconsistent financial plan and performance measure



**Need of better system-based customer & product lifecycle data** to address market demands



**Siloed financial and business systems** leading to limited data driven business insights



**Inaccurate demand and capacity plans** to branch & customer center strategy resulting in inefficiencies in staffing requirements



### Key Focus Areas

What's being prioritized by the FS GCC



### Overview on Connected Planning for FS GCC

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

#### Domain Expertise to strengthen planning

- **Holistic approach to financial planning** – Banking, Insurance & Capital Market participants
- **Stay ahead of competition** by tapping data to drive business performance
- **Connected Revenue planning** to drive sales and distribution success

#### Develop Business Use Cases

- **Integrate business plans through connected planning** as per Imagine-Deliver-Run methodology
- **Develop business use cases for complex areas:**
  - Financial Planning & Analysis (FP&A)
  - Sales incentive planning and trade promotion management



#### Workforce Planning

- **Plan resources and run cost analysis** for effective cost optimization
- **Skill and Capacity rightsizing** to analyze trends over transactional data volumes
- **KPI monitoring** for effective performance management

#### Project Planning & Capex Decisions

- **Evaluate capex decisions** through project monitoring mechanism – **From project viability to execution monitoring stage analysis**
- Monitor actuals cost and perform **variance analysis**
- **Scenario planning** to support decision making for new product launches
- **Driver based planning** for effective cost allocations at project level



### Key Business Benefits from the transformation journey

How will Anaplan drive business performance?

- 01 Accuracy in Asset Health Categorization**  
Effective planning and forecasting of assets and accurate categorization results in minimizing NPAs across the value chain
- 02 Enhanced Visibility of Business Operations**  
Integration of source systems to Anaplan and enabling business planning, forecasting and reporting
- 03 Focus on Regulatory and Legal Compliances**  
Devise monitoring framework to track compliances, avoid penalties and mitigate business and operational risks
- 04 Robust Scenario Based Planning**  
Leverage real-time data and sophisticated scenario planning enabled by integrated digital strategies enhances agility
- 05 Enhanced Collaboration**  
Enhanced collaboration between users through dismantling silos across departments and utilizing a CRM for cross-selling and up-selling
- 06 Agile Forecasting**  
Improved accuracy of demand forecasts and financial projects through integration with multiple data sources
- 07 Data Driven Insights and Decision Making**  
The strategic integration of digital transformation fosters informed decisions to achieve operational effectiveness and enhance strategic planning with organizational goal
- 08 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 single source of truth

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### Our Capability and Credentials

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

### Deloitte is the #1 Anaplan Global as well as APAC Partner

**Global & 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 truly global Anaplan practice.  
Published link : <https://deloi.tt/4d7dmDx>

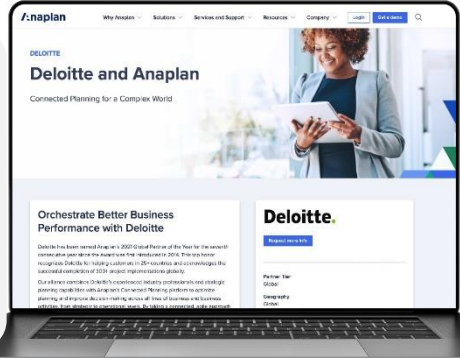
**300+**

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.



**Deloitte APAC and DTPILLP (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**



**In April 2024, Deloitte was awarded Anaplan's "Global Partner of the Year" award for the 10<sup>th</sup> consecutive year**

### Holistic view of our Deloitte India F&P Anaplan practice

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

- 650+** Deloitte India F&P practitioners
- 40+** Anaplan projects
- 125+** Anaplanners
- 300+** Connected Planning Experts

	What service do we offer		
	Design	Implement	Operate
<b>Finance</b>	✓	✓	✓
<b>Sales</b>	✓	✓	✓
<b>Marketing</b>	✓	✓	
<b>Workforce</b>	✓	✓	✓
<b>Supply Chain</b>	✓	✓	✓
<b>Tax</b>	✓	✓	

Assets			
Tax	Integrated Supply Chain	Work Force	Product Costing
Logistics	Insurance	NBFC	Retail

- What differentiates us from others**
- Solution repository across Sectors and Functions to conduct **"show and tell"**
- Platforms** build to augment function and industry specific asks
- Strong demo repository to conduct **"show and tell"** session during client interaction
- Proven Delivery team with 125+ Anaplan Certified resources
- Strong partnership with Anaplan and APAC Partner of the year for 3 years

# Connect with Us



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