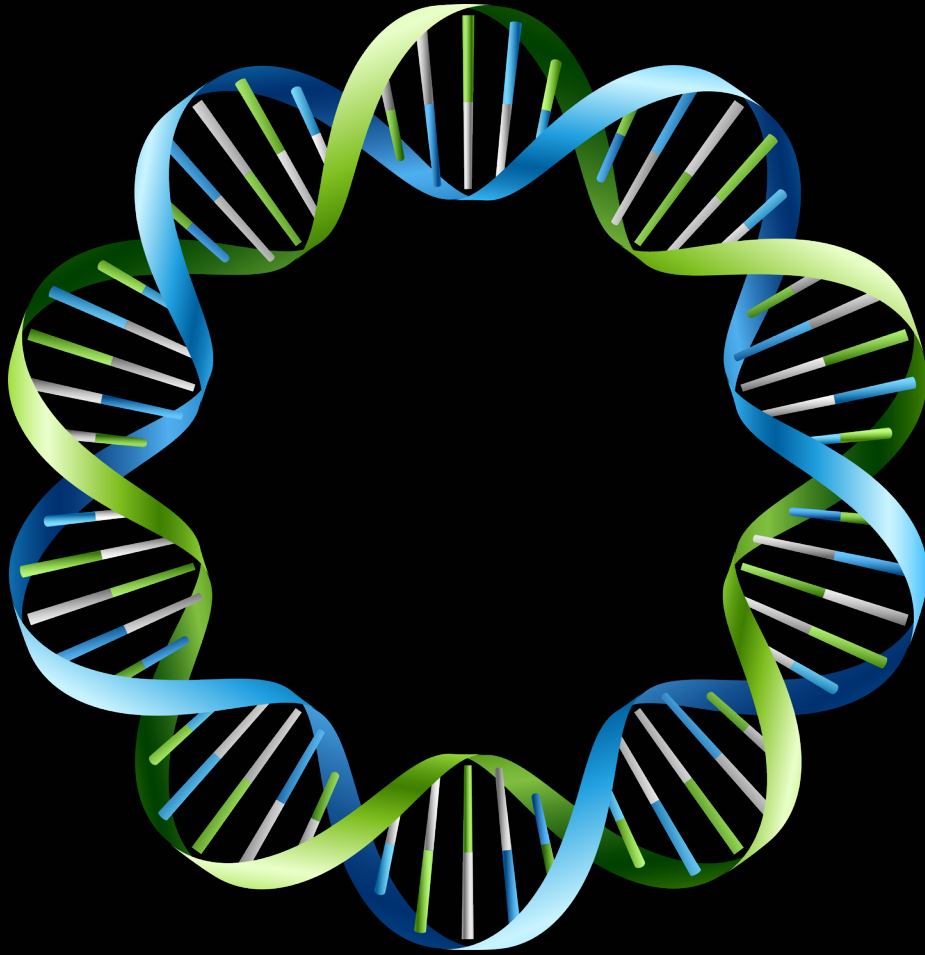


Deloitte.



Connected planning for Pharma and Life Sciences

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 pharma and life sciences industry

What are the biggest hurdles for sustenance and growth faced by pharma and life sciences companies

Inefficient R&D processes, declining product life cycle and patent life exclusivity

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

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

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

Inefficient and complex marketing scenarios leading to delayed data insights on Gross to Net calculations

Globalisation of clinical research resulting in complex management process of conducting R&D and costing

Key focus areas

What is being prioritised by the pharma and life sciences industry?

Financial planning and profitability

Biotechnology and R&D

Supply chain efficiency

Incentives planning and payout

Sustainable ESG practices

Workforce planning



Overview of connected planning for the pharma and life sciences industry

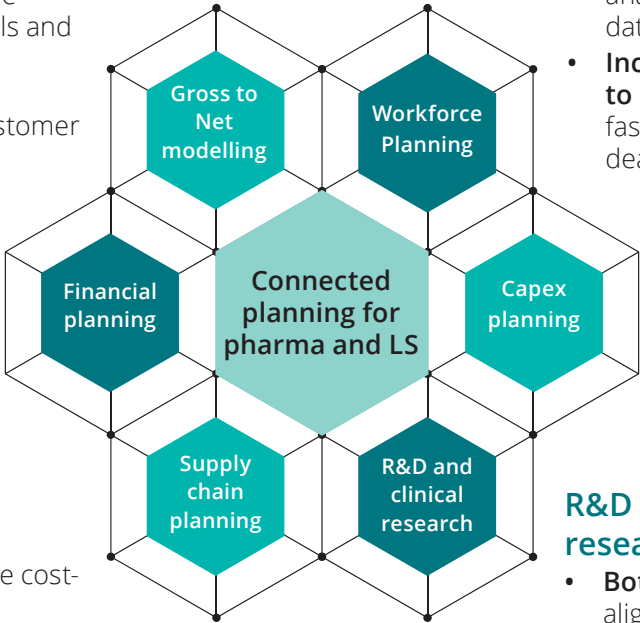
Transform with Anaplan – enhanced decision-making through integration of business strategy with financial and operational plans

Sales forecasting and Gross-to-Net modelling

- **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 planning

- **Strategic workforce blueprinting** aligned to 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

R&D and clinical research planning

- **Bottom-up project planning** aligned with strategic plans
- Creation of new projects and **scenario-based capex and R&D costs**
- **Drill-down capabilities to review research portfolio costs** at a study, molecule and therapy level



Key business benefits from the transformation journey



How will Deloitte Anaplan team help in driving business performance?



Integrated planning platform

Integration of critical functions into a single platform enabling a single source of truth, facilitating cross-functional collaboration and alignment of business objectives.



Real-time Gross to Net adjustments

Enable real time adjustments through data integration and data driven insights, leveraging the unified platform for scalable and efficient GTN modelling.



Optimised inventory management

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



Supply chain efficiency

Improved accuracy of demand forecasts driving a **cost-effective supply chain**, reducing warehousing, holding costs, and write-offs.



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.



Robust scenario-based planning

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



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

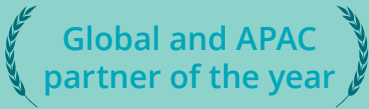
Integration with cutting edge technologies ensures end-to-end supply chain visibility and enables business to streamline operations and merchandising planning with a single source of truth.



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.

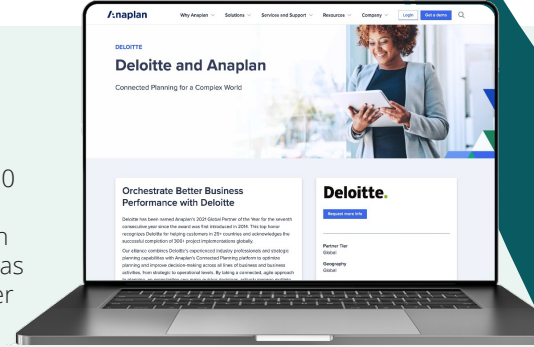
300+

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

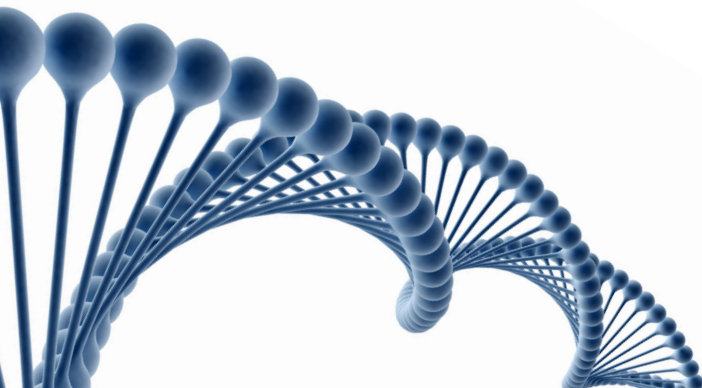
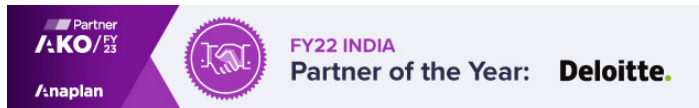
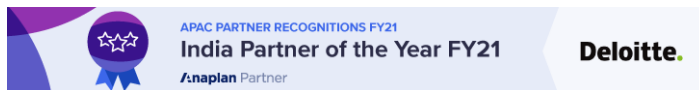


In April 2024, Deloitte was awarded Anaplan's "Global Partner of the Year" award for the **10th** Consecutive year



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

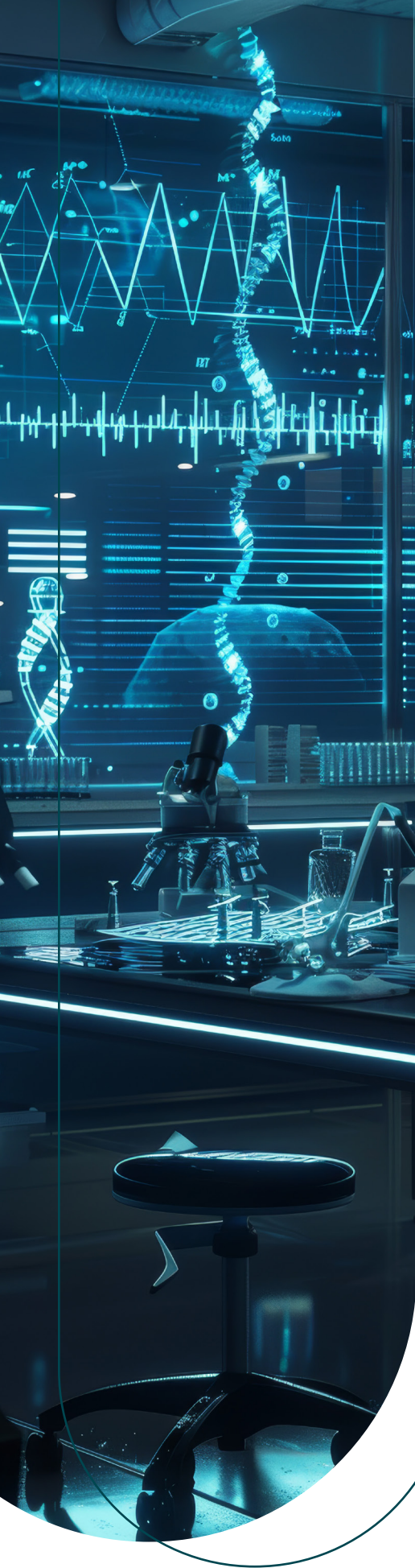


Proven delivery team with domain expertise and Anaplan-certified resources



Strong partnership with Anaplan and recognised as the APAC partner of the year for three years





Select credentials

- FP&A implemented for a **leading global specialty pharma company**
- Connected planning implemented for a **large global innovative pharma player**
- Connected planning for a **leading health and hygiene company in India**
- FP&A implemented on Anaplan for India's **leading agri based FMCG company**

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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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