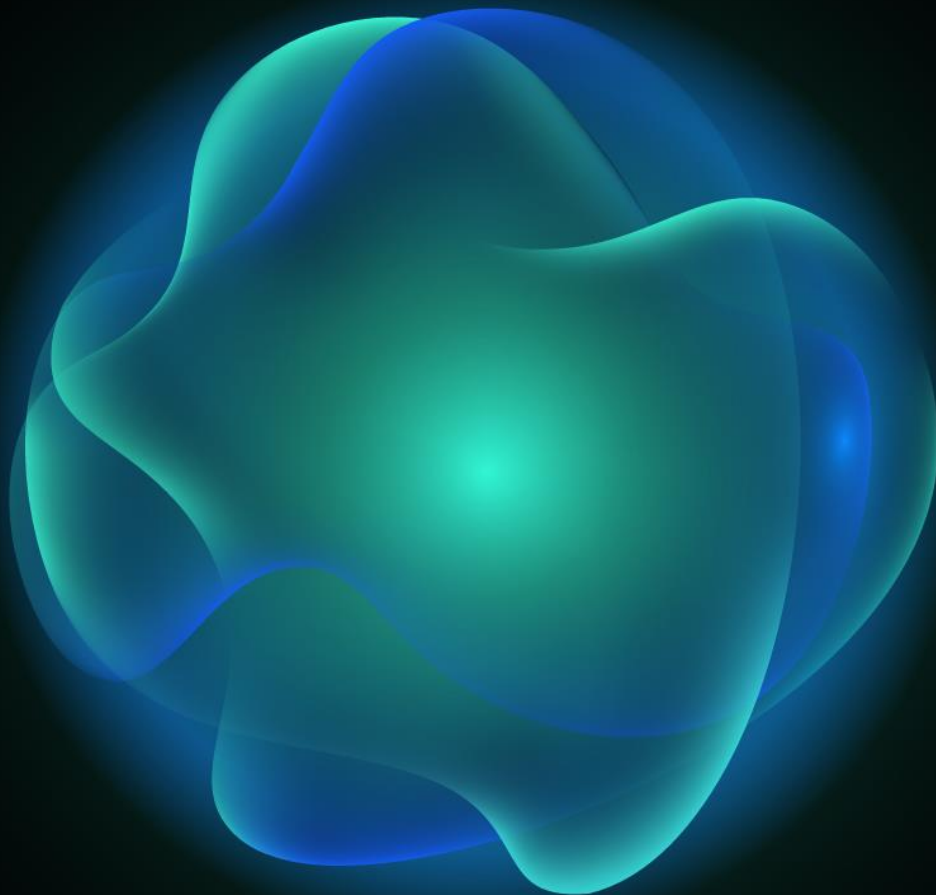


**Deloitte.**



# Connected Planning for GCC | Anaplan

**A Deloitte India Offering  
June 2024**

With evolving scope and shift of Global Capability focus from IT & Software development to transformation of Sales & Operations Planning, Workforce Planning, Supply Chain Planning and Financial Planning & Analysis. Deloitte brings Planning COE as its offering to unlocking value



## Key Challenges

What are the biggest hurdles for sustenance and growth faced by GCCs



**Lack of streamlined process** leading to high cycle time and non-integrated business functions



**Non-adherence to planning timelines** leading to planning cycle spillovers and thus substandard & inaccurate planning



**Lack of skill-based workforce planning** adhering to strategy of the company



**Fragmented planning** amongst functions leading to lack of visibility on business operations and delayed decision making



**Multiple templates across geographies for similar processes** leading to higher system maintenance



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



## Key Focus Areas

What's being prioritized by the GCC

Centralized planning solution

Single source of truth

Agile business processes

Planning efficiency

Templatized business solution

Change Management



## Overview on Connected Planning for GCC

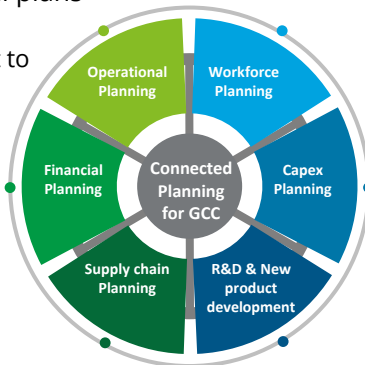
Transform with Anaplan – Enhanced decision-making through integration of business strategy with financial and operational plans

### Run and Operate

- Extend functional and technical support to achieve efficient business performance
- Evaluate new business use cases and implement as per business needs
- Reporting and visualization dashboards to review business performance

### 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)
  - Supply Chain Planning – DP, MRP, Dispatch Planning, Procurement Planning
  - Sales incentive planning and trade promotion management



### Workforce Planning

- Plan resources and run cost analysis for effective cost optimization
- Skill and Capacity rightsizing to analyse trends over transactional data volumes
- KPI monitoring for effective performance management (e.g., revenue per person etc.)

### Project Planning & Capex Decisions

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



## Key Business Benefits from the transformation journey

How will Anaplan drive business performance?

- Integrated Planning Platform**  
Integration of critical functions into a single platform enabling single source of truth, facilitating cross-functional collaboration and alignment of business objectives
- 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
- Enhanced Visibility of Business Operations**  
Integration of source systems to Anaplan and enabling business planning, forecasting and reporting
- Consistent & standardized solution across business functions**  
Improved efficiencies across business functions leading to lesser system maintenance and savings through economies of scale

- 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
- Robust Scenario Based Planning**  
Leverage real-time data and sophisticated scenario planning enabled by integrated digital strategies enhances agility
- Optimized Business Management Process**  
Reduction in inventory and working capital through utilization of advanced demand forecasts to align inventory with demand to maintain inventory levels
- Agile Forecasting**  
Improved accuracy of demand forecasts and financial projects through integration with multiple data sources

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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>

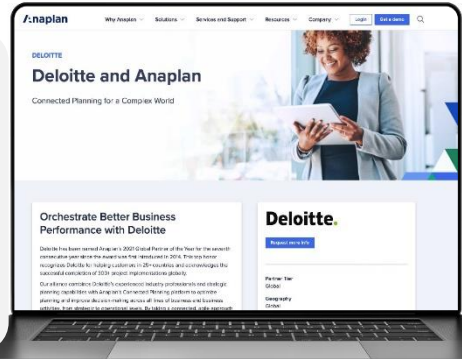
**300+**

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.



In April 2024, Deloitte was awarded Anaplan's "Global Partner of the Year" award for the

**10<sup>th</sup> consecutive year**

**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**



### 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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