

/naplan

Datasheets:

Sourcing and Procurement Planning Platform

Direct Materials Sourcing

Supply chain impacting events such as tariffs and COVID are placing increased pressures on companies to better plan and govern the Sourcing and Procurement of Direct Materials. Supply Chain organizations must take full view of their Commodity purchases and forecasts across all suppliers, in order to efficiently run operations in times of crisis and ensure company profitability. Companies will need to identify Commodity purchases across business lines and geographies to identify opportunities for increased savings.

Leveraging Anaplan's Connected Planning environment enables Finance and Procurement teams to centrally manage commodities and suppliers with a focus on driving savings insights for global operations.



CUSTOMER STORY Fast-Moving Consumer Goods (FMCG)



The company is responsible for sourcing and optimizing the purchase of goods and services necessary to company's operations all around the world. With Anaplan, the company is able to connect data, people, and plans across 80 countries. Anaplan is the single source of truth for the procurement community in order to leverage the value of the procurement data.

CHALLENGES

Hundreds of disconnected spreadsheets
No insights into the spend and analysis
A lot of manual work to combine the data from different sources

RESULTS

Improved visibility into spend on different dimensions
Limited manual work to integrate the information from different source files
Simplified and optimized processes for key stakeholders

“Anaplan manages over a billion euros of commodity spend across 10,000 of materials sourced from almost 400 suppliers across 80 countries.”

Procurement Director

There's a better way to plan

Leverage the combined power of technology and people to align global stakeholders by providing a centralized view of goods and services spend in one connected cloud based Platform. Use the Commodity Procurement Planning capability in Anaplan, to track purchases by material, product, supplier and category, with a focus on optimizing vendor allocations and spend across the company.

It's Dynamic – Plan and allocate resources rapidly as situations evolve

It's Collaborative – Involve all the right people in decisions – even your customers

It's Intelligent – Leverage internal and external data to unlock predictive insights

Key benefits

- Import demand data from multiple sources (ERP and spreadsheet) to create a unified Procurement Plan across the company, regardless of Supplier or Geography
- Categorize Supplier materials and spend into logical groupings that allow Stakeholders in to understand how Opex and Capex is being spent
- Provide Benchmarks for FX and Currency inflation to better plan and predict P&L impacts
- View and manage vendor allocations to prioritize awarding business based on contractual commitments, supplier performance and service levels

Key features

Cloud based Procurement Planning

- Track commodity purchasing activity across Departments, Geographies, Categories and suppliers
- Align purchase and spend forecasts to Financial Plans
- Conduct real-time, scenario-based business and resource reviews
- Pinpoint opportunities for savings through volume pooling, supplier consolidation or other goals

Supplier Allocation

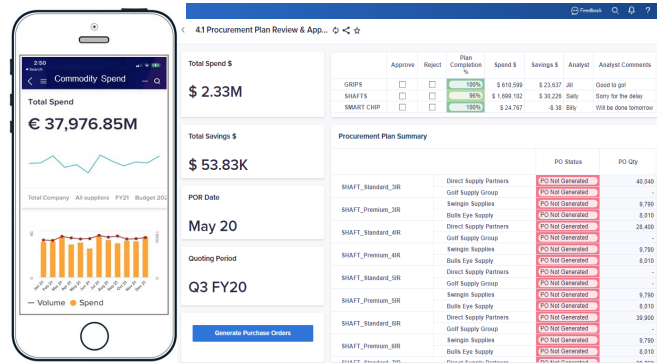
Procurement can optimize vendor allocations based on price, capacity, lead times and quality factors to better prioritize which suppliers receive strategic business

Spend Tracking

Management can review spend for their products or department and compare this to other company wide vendor utilization

Suppliers Performance

- Review supplier performance for on time delivery (OTD) and other common service level agreements (SLAs)
- Identify discrepancies in purchases to contracted values (purchase price variance)
- Evaluation the impact of potential changes in vendor allocations or prices for negotiation planning



Plan Forecasts

Executive leadership can now predict material allocations and spend across products to help track plan vs. actual to Opex and Capex

Aggregating data sources

- Supplier pricing data can be managed in Anaplan or imported from any number of external execution systems (ERP, PSP, etc) to help align current and future financial planning.
- With a tops-down and bottoms-up view of commodity purchasing activity, global business units can collaborate with other stakeholders to better identify savings opportunities across the company

Key features of the Anaplan platform

Planning at scale

Enterprise-grade scale with a cloud native platform and patented in-memory Hyperblock™ engine

Voice to your data

One location for all your planning data that is trusted, connected, and current

Power decision making

Unmatched flexibility to model any scenario for the organization and by the organization

Ease of use

Engaging, collaborative, and actionable user experience

Safeguarding your present and future

Robust protection through user access controls, identity management, and data encryption

Superior visibility

Embedded intelligence and optimization to drive insights that matter

About Anaplan

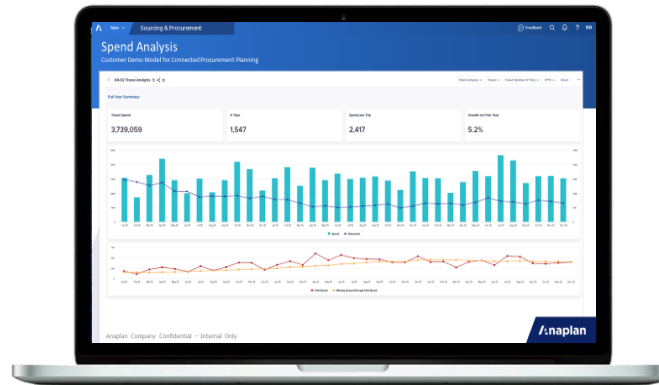
Anaplan (NYSE: PLAN) is pioneering the category of Connected Planning. Our platform, powered by our proprietary Hyperblock™ technology, purpose-built for Connected Planning, enables dynamic, collaborative, and intelligent planning. Large global enterprises use our solution to connect people, data, and plans to enable real-time planning and decision-making in rapidly changing business environments to give our customers a competitive advantage. Based in San Francisco, we have over 20 offices globally, 175 partners, and more than 1,400 customers worldwide.

To learn more, visit anaplan.com.

Spend Analysis

Supplier globalization and supply chain impacting events such as tariffs and COVID are placing increased pressures on Finance and Procurement to better understand Supplier Spend. Companies must take full view of their Supplier Spend, both past-present and future to sustain operations in times of crisis and ensure company profitability. Companies will need to identify supplier expenditures across business lines and geographies to identify opportunities for savings.

Leveraging Anaplan's Connected Planning environment enables Finance and Procurement teams to centrally manage supplier spend dashboard and savings insights for global operations.



There's a better way to plan

Leverage the combined power of technology and people to align global stakeholders by providing a centralized view of goods and services spend in one connected cloud based Platform. Use the Supplier Spend Analysis capability in Anaplan, to track spend by department, supplier and category, with a focus on optimizing supplier and spend decisions across the company.

It's Dynamic – Plan and allocate resources rapidly as situations evolve

It's Collaborative – Involve all the right people in decisions – even your customers

It's Intelligent – Leverage internal and external data to unlock predictive insights

Key benefits

- Import data from multiple transaction sources (ERP and P2P) to create a unified view of Spend across the company, regardless of Supplier or Geography
- Categorize Supplier spend into logical groupings that allow Stakeholders in Finance and Procurement to understand how Opex and Capex is being spent
- Provide Benchmarks for Travel, IT and other spend by Department and Project to help pinpoint waste or areas for cost savings
- View Supplier Segmentation Dashboards to prioritize supplier performance management practices with a focus on the largest or most strategic relationships

CUSTOMER STORY Global Beverage Manufacturer



With Anaplan for Spend Analysis, a large beverage company now has granular spend visibility into thousands of suppliers across 50 countries. Procurement Savings Plans now aligned across Business Units to create faster vendor contract decision across the company.

CHALLENGES

Increased pressure for visibility to Supplier Spend
Decision latency due to multiple disconnected spend spreadsheets
Limited frequency of sharing spend data changes

RESULTS

Improved visibility into supplier spend
Faster, more accurate financial planning
Improved benchmark to drive bottom line savings

“Anaplan manages over a billion dollars of commodity spend across 30 brands sold by 5,000 people to 500,000 clients across the globe.”

Procurement Director

Key features

Cloud based Spend Analysis

- Track spend across Department, Geographies, Categories and suppliers
- Align spend forecasts to Financial Plans
- Conduct real-time, scenario-based business and resource reviews
- Pinpoint opportunities for savings through volume pooling, supplier consolidation or other goals

Supplier Segmentation

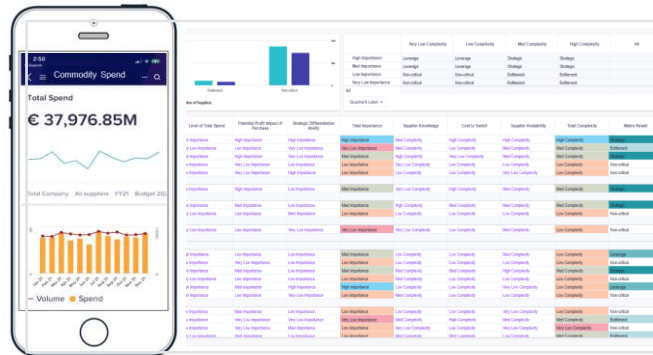
Procurement can group suppliers into logical categories based on spend, complexity, location and other factors to better prioritize which suppliers receive strategic attention

Spend Benchmarking

Management can review spend for their department and compare this to other company wide benchmarks to see if their Travel or IT costs exceed the company average

Savings Insights and Identification

- Review and locate excessive spend by Department or Suppliers
- Identify discrepancies in Spend to contracted values (purchase price variance)
- Measure the impact of potential changes before rolling out



Spend forecasts

Executive leadership can now predict supplier spend across departments to help track plan vs. actual to Opex and Capex plans to proactively identify areas of concern

Aggregating data sources

- Spend data can be imported for any number of execution systems, from Procurement, Travel, IT, Real Estate and others to help align current and future financial planning.
- With the tops-down and bottoms-up view of spend, departments and business units can collaborate with other stakeholders to better identify savings opportunities across the company

Key features of the Anaplan platform

Planning at scale

Enterprise-grade scale with a cloud native platform and patented in-memory Hyperblock™ engine

Voice to your data

One location for all your planning data that is trusted, connected, and current

Power decision making

Unmatched flexibility to model any scenario for the organization and by the organization

Ease of use

Engaging, collaborative, and actionable user experience

Safeguarding your present and future

Robust protection through user access controls, identity management, and data encryption

Superior visibility

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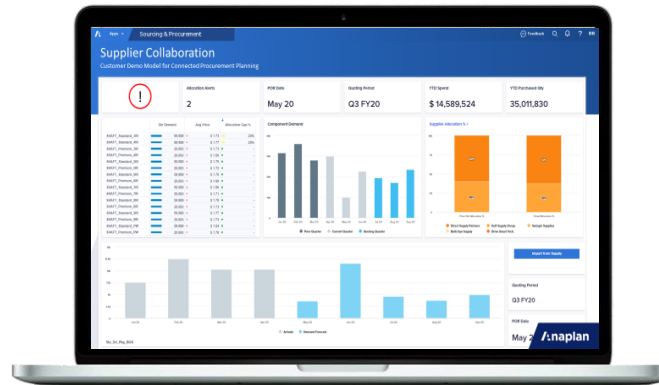
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Supplier Collaboration

Supplier globalization and supply chain impacting events such as tariffs and COVID are placing increased pressures on Supply Chain and Procurement organizations to better understand Supplier managed information.

Companies must take full view of real-time Supplier data, to sustain operations in times of crisis and ensure company profitability. Companies will need to unify supplier data across business lines and geographies to identify opportunities for savings.

Leveraging Anaplan's Connected Planning environment enables Procurement teams to centrally manage supplier information in consolidated dashboard that can be customized to the meet the needs of global operations.



There's a better way to plan

Leverage the combined power of technology and people to align global stakeholders by providing a centralized view of goods and services spend in one connected cloud based Platform. Use the Supplier Spend Analysis capability in Anaplan, to track spend by department, supplier and category, with a focus on optimizing supplier and spend decisions across the company.

It's Dynamic – Plan and allocate resources rapidly as situations evolve

It's Collaborative – Involve all the right people in decisions – even your customers

It's Intelligent – Leverage internal and external data to unlock predictive insights

Key benefits

- Import data from multiple Suppliers systems (both manual and automated) plus internal transaction sources (ERP and P2P) to create a unified view across the company, regardless of Supplier or Geography
- Categorize Supplier information into logical groupings that allow Stakeholders across the company to make better planning decisions
- Provide Benchmarks for Supplier responsiveness to data requirements to help pinpoint waste or areas for cost savings
- View Supplier Dashboards to prioritize supplier performance management practices with a focus on the largest or most strategic relationships

CUSTOMER STORY Fast-Moving Consumer Goods (FMCG)



Using Anaplan the Customer is able to source and optimize the purchase of goods and services necessary for ongoing production and manufacturing around the world. Leveraging Anaplan for Supplier Collaboration to connect data, people, and plans across 80 countries. Anaplan is the single source of truth for the procurement community in order to leverage the value of the relevant purchasing data.

CHALLENGES

Hundreds of disconnected spreadsheets
No insights into the spend and analysis
Numerous manual workflows to combine data from different sources

RESULTS

Improved visibility into supplier data
Limited manual work to integrate the information from different source files
Simplified and optimized processes for key stakeholders

“Anaplan manages over a billion dollars of commodity spend for more than 10,000 products sourced from more than 400 suppliers across 80 countries.”

Procurement Director

Key features

Cloud based Supplier Collaboration

- Track supplier data across Department, Geographies, Categories and suppliers
- Align vendor information to Financial Plans
- Conduct real-time, scenario-based business and resource reviews
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Supplier Segmentation

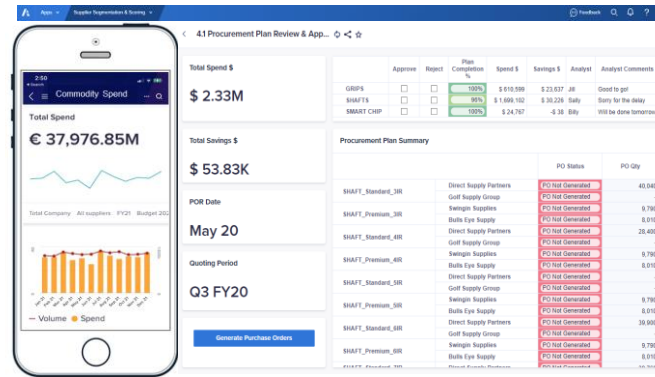
Procurement can group suppliers into logical categories based on spend, complexity, location and other factors to better prioritize which suppliers receive strategic attention

Spend and Pricing Benchmarking

Management can review pricing and spend for their department and compare this to other company wide benchmarks to see if their costs exceed the company average

Savings Insights and Identification

- Review and locate excessive inventory by Department or Suppliers
- Identify discrepancies in capacity to contracted values (purchase price variance)
- Measure the impact of potential changes in allocations before rolling them out



Pricing Forecasts

Executive leadership can now predict supplier pricing across departments to help track plan vs. actual to Opex and Capex plans to proactively identify areas of concern

Aggregating data sources

- Supplier data can be imported for any number of execution systems, from Procurement, Inventory, IT, Facilities and others to help align current and future financial planning.
- With the tops-down and bottoms-up view of vendor information, departments and business units can collaborate with other stakeholders to better identify savings opportunities across the company

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