



# The platform approach to partnership between the CIO and CFO



**In most organizations, the CIO feels the pressure to drive digital transformation.** At the same time, the CFO is under similar pressures. Unfortunately, instead of seeing themselves as allies in the effort to transform, the long-standing friction between the two offices can lead these potential allies into deeper conflict. In fact, according to Deloitte, fewer than one third of respondents said the CIO and CFO at their companies share a strong partnership characterized by mutual understanding. In an increasingly volatile economic environment, that conflict can have dire consequences.

Nothing exacerbates this conflict worse than a complex application environment. Not only can a collection of point solutions carry significant cost, it can also increase the challenges of compliance, governance, and data security. A complex environment can also make it slower and more difficult to deliver data insights. This doesn't just represent a threat to the business. Deloitte found that 22 percent of CIOs report to the CFO, meaning a complex application environment that doesn't deliver also threatens the CIO's career.

Instead of falling into this trap, CIOs can proactively build their relationships with their CFO partners and at the same time improve their organizations' ability to use data to make better decisions by adopting the Anaplan platform. Anaplan replaces multiple point planning solutions, reduces the complexity of the application landscape within the organization, shortens time from idea to value, and cuts expenses – all of which have immediate value for both the CIO and the CFO.

## Four key priorities

A study by IDG found that CIOs have four major priorities to balance as they drive transformation within their organizations. This balancing act is not easy – and the day-to-day challenges can obscure the fact that the CFO's office is involved with each of them to some degree.

### **Consolidate applications, databases, and vendors**

Although application and vendor rationalization initiatives have existed for years, many companies are still striving to reduce the number of applications they manage while still delivering the insights needed to effectively plan for a volatile future. While cost reduction and greater network visibility and control are clear benefits, the CIO must manage the tight collaboration of internal teams and external vendors. Simplifying the process reduces cost, optimizes the resources engaged, and delivers value more rapidly.

### **Cloud strategy and adoption**

As organizations mature their cloud strategies, the question CIOs face is not if or when they will implement a cloud strategy, but how. Successful organizations carefully plan multi-year efforts to extend cloud adoption, and they focus on multiple streams of work across several phases of maturity. This succession of investments in cloud technology has an impact on the CFO's role, with implementation costs and potential savings compared to on-premise software having a major impact on budget.

### **Manage system and infrastructure costs**

Reducing total cost of ownership (TCO) is a priority for both the CIO and the CFO. Although cloud-based platforms can help offset some expenses, CIOs must examine the cost of software updates, training and integration, all of which are more expensive with a

set of point solutions. Moving to a single platform simplifies the management of these costs and allows the CIO to report predictable numbers to the CFO.

### **Speeding digital transformation with future-proof investments**

Applications and platforms that are faster to deploy tend to foster quicker adoption. Not only does faster deployment result in much lower development costs and faster time-to-value, it also accelerates the innovation cycle. As CIOs adopt more digital investments and channels, they need to map out how they'll future-proof these investments. They need to verify that these changes can help strengthen relationships with existing customers, demonstrate value to new customers, and lead their organization to new growth.

### **The Anaplan Connected Planning platform**

Anaplan allows CIOs and IT leaders to meet these key priorities head-on. The Anaplan platform delivers advanced planning technology in conjunction with or

replacing existing ERP systems. It provides a robust platform—with documented return on investment (ROI)—that can scale with growing organizations.

The Anaplan platform connects strategic, financial, revenue, operational, and workforce planning, making it collaborative and adaptable. The platform reduces the time spent on interlock and allows CIOs to focus more on strategic contributions. Anaplan co-exists with other enterprise systems, so users can easily and quickly glean new insights from their data. With Anaplan, sales teams input data from CRM systems about goal attainment and sales hierarchy, and extract new insights about territory goals, sales compensation, and accruals. Supply chain leaders import data about their inventory and bills of materials to receive details on how they should allocate inventory and set up manufacturing plans based on demand. Users from across the enterprise can leverage data from their existing third-party tools and systems within Anaplan, creating a single source of planning truth – for both the CIO and the CFO.

## **About Anaplan**

Anaplan is a transformative way to see, plan, and run your business. Using our proprietary Hyperblock™ technology, Anaplan lets you contextualize real-time performance, and forecast future outcomes for faster, confident decisions. Because connecting strategy and plans to collaborative execution across your organization is required to move business FORWARD today. Based in San Francisco, we have 20 offices globally, 175 partners and more than 2,000 customers worldwide.

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