

Merchandise Financial Planning application



Align retail planning decisions with your inventory, margin, and financial goals

Retailers today face unprecedented changes in consumer demand, coupled with growing market and channel complexity. **Merchandise financial planning (MFP)** is the strategic process for aligning retail product sales and margins to your financial goals.

Success rests on ensuring the right products arrive at the right place at the right time. However, siloed manual processes, fragmented systems and data, and backward-looking spreadsheets grind planning decisions to a halt, causing value leakage that slows sales and erodes margins. MFP connects critical stakeholders for reaching faster consensus and decisions — the key to achieving agility.



There's a smarter way to plan

Anaplan applications accelerate time to value with out-of-the-box, ready-to-deploy configurations, seamless integrations, and best practices.

The MFP application helps retailers boost revenue with predictive forecasts and improve planning accuracy by optimizing pricing, marketing, and assortment strategies. Powered by trusted data and built for collaboration, MFP enables faster decision-making by showing the immediate impact of changes on forecasts — so you can stay agile and drive results.

Key benefits

Unify merchandise and financial planning:

Break down silos and connect teams with real-time collaboration to ensure your merchandising strategies and financial targets stay aligned across the organization.

Enable agile forecasting: Leverage predictive analytics, AI-driven forecasts, and robust scenario modeling to quickly adapt to market trends, customer demand, and changing business conditions.

Maximize planner productivity: Streamline and automate MFP processes, reducing manual efforts, minimizing errors, and accelerating strategic decision-making to focus your planners on high-value activities.

Right-size your inventory: Dynamically align inventory plans with accurate demand forecasts, ensuring optimal stock availability across channels while reducing markdowns, overstocks, and stockouts.

Key features

The Anaplan Merchandise Financial Planning application enables you to:

- Manage both pre-season and in-season planning processes and dynamically adjust plans across different products, regions, channels, and time.
- Align and reconcile different plans between finance, top-down, middle-out, and bottom-up.
- Leverage AI-infused demand forecasts to generate a plan and adapt to changing customer demand.
- Proactively manage risk and opportunities through scenario modelling and “what-if” analysis.
- Monitor performance against plan versions and coordinate open-to-buy budgets.
- Plan your business using either cost- or retail-based accounting.

The Anaplan platform offers

- Rapid deployment of best practices, configurable to customer requirement, upgradeable with future release, and extensible to other use cases through standard Anaplan platform capabilities.
- Dashboards, reports, and analytics with data visualization to provide a single source of planning truth on retail, supply chain, finance, and other business data and performance.
- “What-if” scenario and multi-dimensional modeling powered by our high-performance calculation engine, producing ultra-fast calculations at unprecedented scale.
- Collaborative and agile planning across the enterprise from corporate to business units and across functions and operations.
- Best-in-class security and data privacy with role-based access control, user management, SSO support with SAML 2.0 compliance, and data encryption.
- A highly extensible ecosystem to collect, analyze, and plan in a single location using APIs, ETL connectors, and built-in integrations with HCM/ HR, finance, operations, other systems of record, and data warehouses.



About Anaplan

Anaplan is the only scenario planning and analysis platform designed to optimize decision-making in today's complex business environment so that enterprises can outpace their competition and the market. By building connections and collaboration across organizational silos, our platform intelligently surfaces key insights — so businesses can make the right decisions, right now.

More than 2,500 of the world's best brands continually optimize their decision-making by planning with Anaplan.

To learn more, visit www.anaplan.com