

Finance planning transformation

Drive enterprise value faster with connected finance



Finance leaders are navigating constant change – shifting geopolitical dynamics, disruptive technologies, and rising stakeholder expectations – demanding a more proactive approach and faster, data-driven decision-making. The challenge is heightened by complex business structures and disparate datasets. Traditional planning methods involving spreadsheets and manual data entry hinder responsiveness to market volatility and uncertainty. Isolated planning efforts and fragmented systems used by different business units also lead to limited collaboration, inaccuracies and misalignment with corporate plans.

By connecting finance teams on a unified platform, you can streamline financial planning and analysis for quicker, more accurate decisions to drive stronger outcomes.

There is a better way to plan

Our comprehensive planning, budgeting, and forecasting solution seamlessly integrates diverse data sources, incorporating crucial business drivers and market factors into dynamic scenario models to enhance decision-making. A holistic view of corporate strategic and business unit plans is necessary for effective resource and risk management, as well as driving revenue growth and profitability.

Transform your finance planning process with the Anaplan Integrated Financial Planning (IFP) application, with powerful and out-of-the-box capabilities built on best practices, ready to configure and scale to your business needs. Deploy in weeks, not months, for faster time to value.

The **IFP application** offers integrated workflows, advanced analytics, and is embedded with our conversational AI assistant, Anaplan CoPlanner, for deeper insights and analysis. Plus, you can seamlessly incorporate our **Anaplan XL Reporting** to enhance analysis, decision-making, and output efficiency.

Anaplan enables finance to get up and running quickly so you can proactively anticipate what lies ahead, driving smarter navigation of uncertainty and the ability to seize opportunities for faster enterprise value creation.

Key benefits

- **Fuel growth with agile, more accurate financial planning:** Extend insights across the enterprise and effectively manage financial and operational performance by linking plans, budgets, and forecasts from corporate targets to all business units, geographies, products, and segments.
- **Streamline costs to enhance margins:** Manage operating expenses closely with access to real-time financial information. Connect strategic and financial planning to operational execution for optimized costs and increased profitability.
- **Mitigate risk proactively:** Integrate internal and external data sources for comprehensive analysis. Forecast the future and model scenarios to evaluate the best options while navigating changes in regulations, market conditions, and customer behavior accurately.
- **Align planning and reporting data and information:** Seamlessly connect data from disparate systems to create a single source of truth for corporate and business unit (BU) financial performance reporting and planning with both top-down and bottom-up approaches. Eliminate reliance on spreadsheets and IT.
- **Uncover hidden insights:** Leverage our AI-infused IFP application to quickly analyze vast amounts of your financial data and provide valuable insights and actionable steps to enhance forecasts using natural language queries. Easily visualize the data to tell your story with clarity and impact.
- **Foster collaboration for informed decisions:** Improve productivity and build partnerships across finance teams. Enhance understanding of root causes and future financial implications, enabling objective decision-making.

CUSTOMER STORY



To ensure sustained growth in a rapidly changing operating environment, Markel, a Fortune 500 diverse financial holding company principally focusing on specialty insurance and a portfolio of product- and service-based businesses, created an end-to-end financial planning environment with Anaplan.

Challenges:

- **Siloed data and disparate systems** prevented timely and reliable financial plans for quick and easy updates in response to volatile market conditions.
- **Inflexible systems and complicated UX** of prior solution limited real-time capabilities and human errors.
- **Disconnected global and business unit operations** could not support the standardized needs of corporate and unique requirements of unique businesses.

Results:

With Anaplan, Markel realized these results:

- **Reduced planning cycle time from 18 weeks to seven** — means plans are converted to action faster.
- **6,000 hours saved annually** by the finance department are now available for higher value activities.
- **Increased transparency of financial plans** enhances and accelerates strategic decision-making

Anaplan for Finance use cases

Long-range planning

- Craft strategic financial plans that drive action and align with long-term goals.
- Foster collaboration across finance teams, building partnership and ownership.
- Harness the power of scenario planning to model market conditions and seize opportunities while mitigating potential risks.

Revenue planning

- Develop robust and comprehensive revenue forecasts by leveraging historical data, market trends, customer insights, and competitor analysis.
- Gain granular insights by drilling into business units, products, regions, or customer segments.
- Analyze multiple possibilities and accommodate executive requests with real-time “what-if” scenarios.

Opex planning

- Take control of operating expenses with meticulous cost plans and uncover opportunities for optimization.
- Utilize driver-based planning to accurately model the impact of business decisions on expenses.
- Enhance cash flow management by ensuring timely payments and maintaining a keen awareness of cash flow, ensuring financial obligations are met.



Headcount planning

- Harmonize headcount costs with your strategic vision by crafting data-driven headcount expenses.
- Tailor planning at various levels of granularity to cater to the unique needs of corporate and business units.
- Harness the power of “what-if” scenarios to effectively manage costs and optimize staffing decisions, considering factors such as location, salaries, benefits, and reporting structures.

Capital planning

- Strategically prioritize capital expenditures by evaluating their value and return on investment.
- Empower yourself with scenario modeling to make informed decisions and invest in projects that deliver maximum impact.
- Stay on top of project performance in real time to ensure they remain within budget and on schedule, ensuring successful outcomes.

Balance sheet and cash flow

- Connect key financial components where changes in revenue, expense, working capital and capex automatically flow through the balance sheet and cash flow statement, ensuring consistency and accuracy.
- Model multiple scenarios in real time by adjusting assumptions (such as sales growth and debt levels), allowing instant visibility to the effect on liquidity, leverage ratios, and cash flow.
- Define key financial driver assumptions (such as days sales outstanding and inventory turnover) to fully link the P&L, balance sheet and cash flow, eliminating manual reconciliation efforts.

Key features

Experience the power of Finance Planning Transformation:

- Enhance planning accuracy, alignment, and build trust in finance with real-time data, fast insights, and seamless alignment of corporate and BU plans.
- Conduct quick scenario modeling and analysis to inform strategic decisions, assess risks, and optimize performance.
- Optimize growth opportunities with intelligent forecasting using no-code financial models, advanced analytics, and dynamic rolling forecasting.
- Drive efficiency in planning processes by reducing IT dependence and streamlining finance processes.
- Deliver up-to-the-minute executive and board reporting with confidence with fast refresh and self-service visualization.
- Access our out-of-the-box IFP application, embedded with AI trained on frequently asked financial questions, allowing conversational queries for instant insights and in-depth analysis of your financial data.
- Leverage our Anaplan XL Reporting solution, a powerful Excel add-in for enhanced reporting, ad -hoc analysis, and fast user adoption.
- Our customers have seen up to a 20% improvement in forecast accuracy, up to a 2% increase in EBITDA, and up to a 40% increase in productivity for finance.

Some information in this document may have product roadmap that is intended to outline our general product direction and is provided for informational purposes only.

The Anaplan platform offers

- **"What if" scenario and multi-dimensional modeling**, powered by our patented Hyperblock® calculation engine, producing ultra-fast calculations at unprecedented scale so you can anticipate market changes.
- Built-in dashboards, reporting, and analytics with data visualization providing **a single source of truth** on business performance.
- **Collaborative and agile planning** across Sales, Finance, Supply Chain, HR, Marketing, and other business units.
- Best-in-class **security and compliance** with role-based access control, user management, SSO support with SAML 2.0 compliance, and data encryption.
- **A highly extensible ecosystem** — collect and analyze data in a single location using APIs, ETL connectors, and built-in integrations with other solutions.

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

