

EBOOK

Unleashing the power of integrated supply chain planning

Transform your supply chain management
strategy upstream, downstream,
and across your business



Anaplan

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Finding the missing links in your supply chain

The velocity of supply chain disruptions, coupled with the overwhelming influx of data, presents a formidable challenge. How can organizations swiftly interpret complex information to make informed decisions?

Outdated tools combined with siloed systems and business functions create disconnection. Consensus becomes next to impossible to achieve — and where it is reached, it is unreliable as it is based upon differing versions of the truth.

Embracing integrated, data-driven strategies is no longer a competitive advantage but a necessity for resilience and agility. By fostering cross-functional collaboration and leveraging real-time data, you can transform uncertainty into opportunity, ensuring your supply chain remains robust and responsive in the face of constant change.

**Improving
decision-making
by eliminating
enterprise silos
boosts total
shareholder
return (TSR) by**

14%

The Anaplan Enterprise Decision Excellence Report™ 2024



The impact of siloed supply chain management

When plans are misaligned and based on inaccurate forecasts, businesses face costly consequences:



Delayed or flawed decision-making: Hesitation or errors in decision-making can result in operational slowdowns, allowing competitors to capitalize on emerging opportunities and erode your market position.



Demand/supply mismatches: Inaccurate demand forecasting and inflexible supply chain processes can lead to excess inventory or stockouts, resulting in financial losses and customer dissatisfaction.



Data overload without actionable insights: The overwhelming influx of data can lead to analysis paralysis, where critical trends are missed and decision-making is hampered.



Integration challenges: Fragmented data across various systems hinders a unified view of operations, leading to inefficiencies and missed opportunities.



Extended lead times and excess inventory: Inefficient processes and a lack of real-time data can cause delays and overstocking, tying up capital and reducing operational agility.



Integrated business planning drives enterprise connectedness

Integrated business planning (IBP) is the best-practice approach to connected supply chain planning. Designed for a longer-term horizon, IBP is more strategic than operational and can coexist with local sales and operations planning (S&OP) processes.

Unlike traditional S&OP, IBP brings the finance team into every stage of the planning process, along with your sales, marketing, R&D, and product teams. This ensures internal functional alignment and shortens planning cycles, keeping your business agile, resilient, and well-prepared to respond to changes — and capitalize on emerging opportunities.

However, supply chain management success depends on the tools behind it. Legacy supply chain solutions and processes do not foster the required level of connectivity and collaboration across all business units to enable IBP.

The components of integrated supply chain planning

To achieve responsive, agile, and connected supply chain planning, technology solutions must provide:

01

End-to-end
visibility across
the value chain

02

Automation of
processes to drive
agility and faster
time-to-value

03

Real-time scenario
modeling to
mitigate risk and
grow profitability

04

AI capabilities to
surface patterns
and turn insights
into action

End-to-end visibility

Make decisions with confidence

Optimized supply chains deliver the right product, in the right quantity, to the right place, at the right time. But achieving this on a consistent basis requires a unified, dynamic plan.

To ensure accurate and financially beneficial decisions, you need complete visibility across your supply chain, sales, workforce, finance, and external functions.

Relying on spreadsheets, ERP systems, point solutions, and outdated technology is not enough.

By replacing dependence on disjointed tools and processes, you'll be able to clearly see across divisions, business units, and regions. This visibility allows you to:

- **Better serve customer needs** by anticipating demand
- **Manage product lifecycles** with confidence
- **Optimize time-to-market** and, therefore, time-to-value
- **Respond quicker to external events** that disrupt the supply chain
- **Outpace competitors** through enhanced agility

Sonos harmonizes its supply chain

Home audio manufacturer Sonos managed its complex ecosystem, including more than 200 component suppliers, using countless spreadsheets. The process was slow and error-prone, and the company struggled to balance supply and demand.

Using Anaplan, Sonos created a connected product plan with visibility across resources, spending, and product lines. Internal collaboration was vastly improved, and planners gained more time for analysis.

[Learn more](#) →

SONOS

60%

decrease in analyst time spent integrating spreadsheets

10%

of one FTE's time spent integrating spreadsheets (down from 70%)

25%

improvement of days-on-hand inventory

Automated processes

Achieve agility and accelerate value

Connected supply chain planning is multi-faceted, often involving these key processes:

- **Integrated business planning (IBP):** Unites and improves S&OP efforts across your organization to make faster, better-informed, and more profitable decisions.
- **Sourcing and procurement planning:** Manages supplier partnerships, material sourcing, and spend analysis to control procurement costs effectively.
- **Demand planning:** Forecasts demand across multiple dimensions to ensure appropriate inventory allocation for product distributors, service providers, and retailers alike.

- **Production planning:** Optimizes the resource allocation of employees, materials, and production capacity.
- **Supply planning:** Determines how to balance supply and demand to achieve financial and service objectives.

Each of these processes relies on access to timely, accurate business data to drive informed decision-making. By automating data collection, enhancements, and calculations, you gain access to centralized metrics that are updated in real time without cumbersome reconciliation work.

This increases planning efficiency, minimizes errors, and reduces planning cycles from months to days — giving your business a competitive edge.

Tata Steel builds a strong planning structure

Tata Steel Group's planning data was dispersed across hundreds of spreadsheets, but when their business model changed, this planning solution could not effectively link purchasing to operational planning.

With Anaplan, sales and operations data are now connected on one platform, providing planners with more accurate pricing, procurement, and delivery forecasts.

[Learn more →](#)

TATA STEEL



The single source and transparency mean we can do things two to three times quicker and more efficiently than we ever did before.

Head of Commercial Projects, Tata Steel



Scenario modeling

Mitigate risk and maximize impact

When your supply chain is hit by an unforeseen event, there is often a major impact on revenue. The ability to model potential scenarios across functions brings agility and resilience to anticipate and adapt to evolving market conditions.

Optimized supply chain planning involves asking critical “what-if” questions. It also means giving business leaders highly focused, relevant, real-time answers to those questions — even when the future involves millions of potential outcomes.

The integration of supply chain and financial data enables predictive scenario modeling, prescriptive workflows, and dynamic visualization of those options, so you can generate accurate supply forecasts, quickly explore risks and opportunities, and evaluate the actions that will optimize outcomes.

JLR accelerates its transformation journey

Luxury automaker JLR wanted to centralize governance for planning across its global enterprise.

Starting with its supply chain operations, the company transformed multiple processes using Anaplan, and achieved alignment across supply chain, sales, marketing, workforce, and finance planning.

[Learn more →](#)



90%+

**increase in short-term
forecast accuracy**

99%+

**time savings in monthly
cycle roll**

AI capabilities

Surface insights for intelligent planning

Supply chain planners need access to the most relevant, up-to-date, accurate insights. AI informs more agile, precise analysis and decision-making by uncovering indiscernible patterns, correlations, anomalies, and trends hidden in your data.

Scenario planning and analysis platforms fueled by AI, machine learning, and predictive analytics capabilities unearth actionable insights into the key drivers of sales and revenue performance across the entire enterprise.

Through discovering connections and spotting emerging trends, supply chain leaders can constantly improve their forecasting and choose the best course of action to mitigate risks, increase revenue, and contribute to achieving more precise outcomes.

Implementing AI to harness the power of your data leads to:

- **Improved forecast** accuracy and predictability
- **Time-savings in monthly planning** and reporting cycles
- **Enhanced decision-making** and planning effectiveness

Coca-Cola improves supply chain predictability by 20%

Coca-Cola adopted Anaplan to transform its transportation planning capabilities, allowing the beverage giant to shift away from using historical data to plan shipping needs.

The Anaplan solution integrates Coca-Cola's demand and supply plans with actual transportation costs, allowing the procurement team to better predict upcoming shipping needs.

[Learn more →](#)

The Coca-Cola logo is displayed in its signature red script font.

20%

improvement in predictability

70%

**accuracy in transportation
planning**

Anaplan transforms end-to-end supply chain management

Anaplan for Supply Chain empowers supply chain leaders to optimize planning and operations by building enterprise connectedness with highly scalable and flexible models.

Anaplan connects organizations vertically, horizontally, and externally, allowing leaders from finance, sales and marketing, R&D, and product teams to work with supply chain leaders and external stakeholders to make informed business decisions.

Our platform fosters collaboration across the enterprise, facilitates profit-driven decisions, and streamlines processes. It supports a resilient, agile, and efficient supply chain that's primed to adapt to the complexities of the global market.

As a result, organizations achieve improved financial performance and grow shareholder value.



[Learn more about Anaplan for Supply Chain](#) →

Out-of-the-box, best-practice, cloud-native applications

Say goodbye to templates, starter kits, pre-built models, and legacy systems that must be built from the ground up. Leveraging years of architectural and planning process knowledge, with the experience of thousands of successful implementations, Anaplan's supply chain applications are foundational, proven solutions.

Embedded with industry-leading best practices, these applications will help you deploy quickly and efficiently without acquiring technical debt. With pre-defined data mapping, integrations, reporting, analytics, and a modern UX, you can easily configure, upgrade, and extend our best-in-class supply chain applications to meet your unique business needs.



[Learn more about Anaplan applications for supply chain](#) →

Discover the platform supply chain leaders trust. Be the next.

With Anaplan's cloud-native, AI-infused platform, you can outpace your competition — and the market — by making the right decisions, right now.

By removing barriers and connecting decision-making across your end-to-end supply chain and wider organization, Anaplan enables you to:

- **Debate strategy, not data** – Gain full transparency, visibility, and accuracy across your functions to meet market demands and make decisions with confidence.
- **Improve productivity** – Streamline your planning through automation, reducing manual efforts so you can focus on what matters most.

- **Eliminate guesswork** – Mitigate your supply chain risk with advanced, cloud-native, real-time scenario planning, modeling, forecasting, and visualization.
- **Act with insight** – Intelligently surface patterns, operational anomalies, and market trends to turn your insights into action.

Find out how you can transform supply chain management, connect your planning, and optimize decisions to stay ahead of change.

[Request a demo](#) →

[Contact an Anaplan supply chain expert](#) →

For the fourth year running, Anaplan has been recognized in the prestigious [Gartner Magic Quadrant for Supply Chain Planning Solutions](#) based on our “ability to execute” and “completeness of vision.”

We’re also proud to have been acknowledged as a Strong Performer in [The Forrester Wave™: Collaborative Supply Networks, Q4 2024 report](#) and recognized as a Leader in the [IDC MarketScape: Worldwide Supply Chain Planning Overall2024 Vendor Assessment](#).

The Gartner logo, featuring the word "Gartner" in a bold, dark blue, sans-serif font with a registered trademark symbol (®) to the right.The Forrester logo, featuring the word "FORRESTER" in a green, serif font with a registered trademark symbol (®) to the right.The IDC logo, featuring a stylized blue icon of horizontal lines to the left of the letters "IDC" in a bold, blue, sans-serif font.

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 2,400 of the world's best brands continually optimize their decision-making by planning with Anaplan.

To learn more, visit www.anaplan.com

