

EBOOK

# Transforming your supply chain from cost center to growth driver

Learn how two leading FMCG brands leverage Anaplan to drive resilience and profitability



**Anaplan**



Successful organizational leaders need real-time insights to make confident, data-driven decisions. As executives face a deluge of data points, this isn't always straightforward. Global supply chain organizations face additional uncertainty — ranging from shifting environmental conditions to political and market disruptions.

Winning organizations don't just react — they anticipate. Executives need real-time insights to make confident, resilient decisions that shield margins, enhance supply chain operations, and enrich customer experiences.

Anaplan enables this agility. By connecting finance, supply chain, and commercial planning, two leading fast-moving consumer goods (FMCG) companies, Del Monte and The Duckhorn Portfolio, have unlocked three critical advantages:

- **Operational alignment:** Streamlined processes across business units
- **Strategic agility:** Advanced scenario planning to navigate uncertainty
- **Revenue enablement:** Converting supply chain from a cost center into a strategic enabler

With Anaplan, leaders gain the clarity and speed to turn complexity into competitive advantage.







# Operational alignment: Streamlined processes across business units

As businesses grow, departments often develop in isolation, creating silos that limit transparency and understanding of how each contributes to the organization's overall success. This lack of visibility makes it difficult to see a comprehensive picture of growth. And siloed operations typically result in two major issues: rising operational costs and declining profitability.

The solution lies in collaborative planning. By taking a top-down approach to organizing company operations, collaborative planning offers a holistic view of corporate viability and profitability. It equips executives with the oversight needed to make informed, strategic decisions.

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**Steve De Castro**

Finance Business Partner for  
Commercial and Operations, Del  
Monte Pacific Limited

# Del Monte: Streamlining supply chain and finance with Anaplan

Del Monte, a leading global food and beverage company, produces 20% of the world's pineapple supply and processes over 600 million cans annually. As with most products in the FMCG segment, timely delivery is critical to avoid costly waste.

“If they don't get delivered on time or aren't produced when and where the demand is, the possibility of wastage is very high,” explains Steve De Castro, finance business partner for commercial and operations at Del Monte Pacific Limited.

To improve efficiency, Del Monte implemented Anaplan's core supply chain finance model, aligning supply chain and finance operations. This integration replaced unreliable forecast-based transportation cost estimates with actual data, enabling accurate price forecasting and planning for variations in logistics.

This plan enabled the reconciliation of detailed supply chain plans, from procurement, manufacturing, and logistics activity, combined with product development, with finance, linking budgeting, cost optimization, and product and customer profitability analysis.

The benefits are clear: streamlined operations, reduced waste, and faster budgeting cycles — cut from two to three weeks to just days — providing clear oversight and improved profitability.

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## Strategic agility: Advanced scenario planning to navigate uncertainty

Amid a world rich with data, executives struggle to analyze possibilities efficiently. Scenario planning is slow and costly, requiring data selection and modeling on outdated systems — often taking six hours for high-volume scenarios. This hampers productivity and delays critical decisions on trade-offs, profitability, and contingency planning.



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Because we bring that all together on one platform, we can predict the future in a much more dynamic and accurate way.”

**Paul Finn**

Director of Business Planning and Analytics, The Duckhorn Portfolio

# The Duckhorn Portfolio: Driving agility with collaborative supply chain planning

Through its partnership with Anaplan, Napa-based winemaker The Duckhorn Portfolio integrates demand, sales, operations, CapEx, cost of goods sold (COGS), and supply planning on a single platform. “Because we bring that all together on one platform, we can predict the future in a much more dynamic and accurate way,” says Paul Finn, director of business planning and analytics.

Natural events like wildfires and fluctuating glass prices can disrupt planning and operations. With Anaplan, Duckhorn imports vineyard data directly into its COGS model and quickly recalculates profit and margin scenarios, ensuring cost-effective supply and delivery.

The impact is clear: faster decisions, improved accuracy, and better insights. “Using Anaplan saves us immense amounts of time and improves our accuracy and insight,” adds Finn.

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We achieved a level of integration among supply chain commercial and financial planning workstreams at a level not achievable before Anaplan.”

**Steve De Castro**

Finance Business Partner for  
Commercial and Operations, Del  
Monte Pacific Limited

# Del Monte: Empowering growth and turning complexity into clarity with Anaplan

Before integrating its supply chain and finance functions, Del Monte relied on over 150 spreadsheets, making scenario planning slow and inefficient — each minor change required rerunning processes that could take up to six hours.

“We’re in an industry where the business model can change instantly,” says De Castro.

With Anaplan, Del Monte now creates plans for unforeseen events quickly, reducing planning cycles from two weeks to two days. “We achieved a level of integration among supply chain commercial and financial planning workstreams at a level not achievable before Anaplan,” remarks De Castro.

The impact is clear: real-time data now drives decisions on channel, SKU, and customer profitability, enabling faster, more informed actions. Del Monte can forecast costs accurately and optimize logistics — from pineapple fields in the Philippines to processors, distributors, and retail shelves.

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## Revenue enablement: Converting supply chain from a cost center into a strategic enabler

Supply chain operations require significant effort to achieve business goals, yet they are often viewed as cost centers that drain resources and erode profitability. This misconception creates a cycle of rising costs and added strain, especially when financial contributions remain unclear. Supply chain is not just an operational necessity — it is a strategic driver of business success.



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By leveraging Anaplan, we're able to get one source of truth and we can collaborate in real time and make meaningful decisions about our business.”

**Paul Finn**

Director of Business Planning and Analytics, The Duckhorn Portfolio

# The Duckhorn Portfolio: Strategically enabling supply chain resilience

The Duckhorn Portfolio exemplifies this shift in perspective. By creating a collaborative planning environment with Anaplan, Duckhorn integrated finance, supply chain, and sales into a single cohesive system. This alignment enhances transparency and agility, fosters collaboration across departments, and ensures efficient delivery of premium wines to customers.

Starting with a dynamic profit and loss (P&L) statement, Duckhorn expanded its planning capabilities to include sales, operations, finance, and supply planning initiatives. “By leveraging Anaplan, we're able to get one source of truth and we can collaborate in real time and make meaningful decisions about our business,” says Finn.

Managing a consumer business adds complexity, particularly when customers reserve vintages and wait for availability. Through integrated financial, supply chain, sales, and customer service data, Anaplan enables Duckhorn to allocate and track wine efficiently, ensuring fair purchasing cycles and exceptional customer experiences.

The benefits are clear: faster processes, improved accuracy, and actionable insights. “We're getting better at how we do business because we work with better information,” adds Finn.

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# The bottom line: Anaplan provides organizations the visibility to drive profitability and streamline operations

Successful FMCG organizations Del Monte and The Duckhorn Portfolio leverage Anaplan to connect supply chain directly to financial outcomes. This alignment removes barriers, connecting supply chain activities directly to strategic, financial, and operational goals. Resilient leaders are enabled to unlock end-to-end visibility using real-time insights to make confident, data-driven decisions that protect margins, strengthen supply chain operations, and enhance customer experience.

With Anaplan, leaders gain the clarity and speed to transform supply chain into both a financial and competitive advantage.

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

## 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](http://www.anaplan.com)

## About Let's Talk Supply Chain

Let's Talk Supply Chain is not your average supply chain podcast. We feature not just the top of the industry, but also diverse voices from within the community, new innovations, and the disruptors making waves in the industry. With our family of live streams, events, and social and video content, alongside our top 1% podcast, Let's Talk Supply Chain reaches millions of supply chain professionals around the world. Hosted by award-winning entrepreneur Sarah Barnes-Humphrey, we help the best supply chain organizations to build their brands, expand their reach and drive sales.

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