



The Impact of Decision Excellence

Unlocking superior financial performance through Enterprise Connectedness



The billion-dollar impact of Decision Excellence and Enterprise Connectedness

Senior leaders face a myriad of decisions on a daily basis. The key lies in ensuring that these choices lead to optimized outcomes. But how?

The Anaplan Enterprise Decision Excellence Report™ sheds light on the critical interplay between decision-making, connected enterprises, and financial performance.

For the first time, our research provides compelling evidence that “enterprise connectedness” is fundamental to enhanced decision-making, and that improving decision excellence leads directly to increased financial returns, including Total Shareholder Return (TSR).

Defining “Decision Excellence” and “Enterprise Connectedness”

We surveyed 500 senior executives from the largest 1,000 organizations in the US, UK, and Canada, as well as conducted more than 20 in-depth interviews, and collected more than 50,000 data points.

Our research focused on the correlation between decision performance and organizational connectedness. We created two indices — the Enterprise Connectedness Index and the Decision Excellence Index — calibrated on a scale of 0 to 100 to give us quantifiable scores to plot each organization on both indices to collate, compare, and contrast the data.

ENTERPRISE CONNECTEDNESS INDEX

The extent to which an enterprise joins or links its decisions and operations.

VERTICAL CONNECTEDNESS

How extensive is the ability to consume and act on customer intelligence and supplier insights?

HORIZONTAL CONNECTEDNESS

How well are strategic plans aligned with day-to-day operations?

EXTERNAL CONNECTEDNESS

How extensive is the ability to consume and act on customer intelligence and supplier insights?

DECISION EXCELLENCE INDEX

Measures the ability of an enterprise to make informed and effective decisions.

QUALITY OF DECISIONS

Are decisions data informed, backed with the right perspectives, and acted upon?

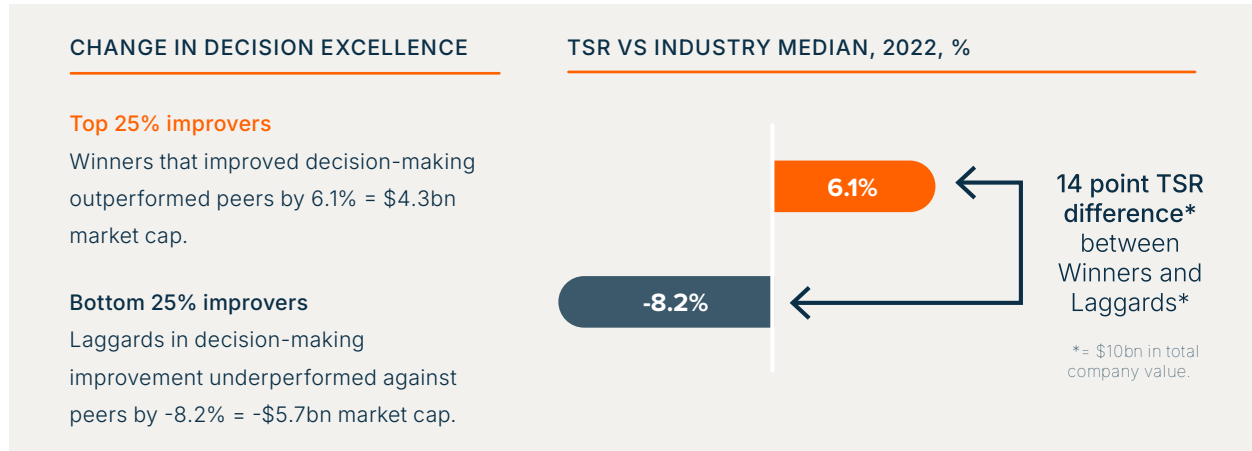
VELOCITY OF DECISIONS

Are decisions made at the right level in the company, focused on what matters, and is there clear pathway of process to make decisions?

EFFICIENCY OF DECISIONS

How much time is spent making decisions, and how productive are decision-making meetings?

Companies achieving the most improvement in decision excellence outperformed peers by 6.1% in TSR which equates to \$4.3bn in market cap. Organizations that improved decision-making the least underperformed against their peers by -8.2% or -\$5.7 bn, resulting in a significant 14 percentage point difference, or \$10bn in TSR.



Improve decision-making across the board

We discovered a direct correlation; organizations with higher Enterprise Connectedness Index scores, also scored higher on the Decision Excellence Index.

Additionally, well-connected enterprises were not confined to decision excellence in specific areas; they outshine throughout the Decision Excellence Index.

Internally and externally connected

Organizations scoring highly on the Enterprise Connectedness Index exhibit a significantly higher connection inside and outside their walls, enabling them to navigate external factors influencing their business and act with greater agility. They are also more aligned and conduct greater levels of real-time monitoring, allowing them to pivot with market changes.



Conclusion

The Anaplan Enterprise Decision Excellence Report™ illuminates the integral relationship between connectedness, decision-making, and financial performance within the largest 1,000 organizations in the US, UK, and Canada. The \$10bn TSR difference between performing companies and their less well-performing peers underscores the pivotal role of connectedness in driving decision performance and superior financial outcomes.

¹ We evaluated relative TSR for 2022 against the average for companies within the same or similar sectors, normalizing the effect of the difference in stock appreciation for different industry groups.

