

The high price of delayed supply chain decision-making

Research uncovers the "latency tax," the hidden cost of slow response eroding your bottom line



Anaplan partnered with Incisiv to survey supply chain and logistics executives across North America and EMEA to explore the technology and process investments that separate top-performing leaders from laggards defined by an operational maturity index.

Today, indecision presents the greatest risk to your revenue

Supply chain efficiency is no longer driven by cost optimization. Your speed of response to demand shifts is the metric that matters. Manual processes and static forecasts are creating a "latency tax" that costs supply chains over 5 cents on every dollar.

Bottom line: delayed decisions erode margins. Our research uncovered a substantial performance gap between leaders and the rest of the supply chain space. The report reveals the key challenges holding supply chains back.

The latency tax:

The cumulative financial impact of slow decision-making.

5.5¢

It costs the average supply chain over 5¢ of every dollar in revenue.

\$55M

For a \$1B organization, faster decision-making is a \$55M opportunity.

Lack of automation hinders responsiveness

Humans can't stay on top of the daily deluge of alerts. This leaves the organization on the back foot when it comes to determining and executing the right course of action.

Top-performing leaders have invested in automated systems that turn critical insights into decisive action. They're able to continuously adapt plans as conditions change and rapidly align teams behind the optimal response.



73%
of respondents still rely on slow, manual, or alert-based processes



The opportunity: Anaplan's integrated suite of applications is built on industry best practices and flexible scenario modeling, so every decision remains rooted in precise inputs across data sources and proven logic.

Reliance on obsolete information

Infrequent forecasting leaves supply chains in a reactive state. To respond quickly when a demand signal changes, they must be able to model multi-dimensional, enterprise-wide scenarios in real time.

By shifting to a more continuous planning and forecasting model that updates dynamically, leaders remain proactive and agile in the face of constant disruption.



of organizations refresh forecasts monthly or less



The opportunity: Anaplan's predictive forecasting and demand sensing capabilities enable organizations to anticipate changes before they hit and instantly assess the end-to-end impact of every decision.

Failure to follow through on AI investment

There's a **72-point gap** between organizations that perceive AI as valuable, and the actual rate of deployment

The majority of organizations have yet to invest in intelligence that builds decision confidence and enables them to act faster.



The opportunity: Anaplan offers the supply chain an array of embedded AI capabilities, including advanced ML-based predictive analytics, LLM-rooted conversational interfaces, and always-on agentic offerings.

Disruption happens fast. Anaplan AI moves faster.

Anaplan's AI-driven scenario planning and analysis platform gives you the ability to anticipate what's coming, simulate the impact of any action, and make confident, precise decisions in real time.

Our integrated application framework empowers supply chain organizations to:



Orchestrate planning across the retail enterprise



Automate alerts and proactively surface risks



Unify teams with one shared data foundation



Model fast "what-if" scenarios



Make confident decisions at the speed of disruption

Download the full **research report to learn more** →

Anaplan is a leading AI-driven 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 2,600 global brands plan with Anaplan. To learn more, visit www.anaplan.com