

# Transforming enterprise planning for automotive

Outpace disruption, optimize operations, and adapt at speed



## Powering smarter, faster planning across the value chain

Automotive manufacturers and suppliers face accelerating complexity across global operations. From supply chain volatility and shifting consumer demand to EV adoption, evolving regulations, sustainability mandates, and rapid technological innovation, the pressure to respond quickly and strategically has never been higher.

When planning is disconnected, organizations face inefficiencies, missed production targets,

increased costs, and delayed responses to change. Traditional planning tools can't keep up with the pace and precision required across today's vehicle lifecycle—from R&D to production, sales, service, and aftersales.

To maintain profitability, agility, and long-term resilience, automotive leaders need integrated, forward-looking planning that links strategy to execution across the enterprise.



## Accelerate enterprise planning with Anaplan

Anaplan is the market-leading platform for real-time, dynamic planning and scenario analysis. In an industry defined by supply chain disruption, evolving consumer demand, and the shift to electrification, Anaplan transforms siloed data and manual processes into actionable insights—enabling faster, smarter decisions across your business. With Anaplan, you can:



Activate your business by **integrating data and systems** to operate more efficiently.



Accelerate planning and execution with **Anaplan applications** to move faster and adapt to change



Connect teams to **align planning processes** across the organization, eliminate silos, and improve coordination.



Optimize decision-making with **Anaplan Intelligence**, empowering teams with AI-driven insights functional collaboration

Unlike static tools, Anaplan equips automotive manufacturers and suppliers with dynamic modeling, real-time adjustments, and scenario testing—enabling agile planning across supply chain, demand, and regulatory shifts. A centralized environment provides a single source of truth for collaboration and confident decision-making.

## FINANCE

### Fuel agility with connected financial planning

In a capital-intensive, margin-sensitive industry, finance leaders need visibility into product, regional, and plant performance to make informed decisions. But siloed systems and slow planning cycles limit timely response.

The right solution connects financial and operational data — empowering teams to optimize spend, reallocate resources, and scale with precision as conditions shift.

**Anaplan for Finance** helps you to:

- Improve cost and margin visibility
- Automate budgeting and forecasting
- Model P&L by product, region, or unit
- Align capital to growth strategies
- Connect plans to boost agility and control

## HR AND WORKFORCE

### Build a future-ready workforce across functions and plants

As skills evolve and labor constraints intensify, workforce planning must be precise and responsive — across engineering, manufacturing, corporate, and field operations.

The right solution enables real-time modeling and visibility to match talent with demand, improve productivity, and adapt to change.

**Anaplan for HR and Workforce** enables you to:

- Forecast headcount by plant, function, and skill set
- Model labor scenarios for shifts, overtime, and cost
- Align workforce plans to production and R&D roadmaps
- Identify talent gaps and workforce risks
- Support reskilling and capacity planning



## SALES AND MARKETING

### Align sales, marketing, and production to drive revenue

Dynamic markets demand connected planning across dealer networks, vehicle programs, and customer segments to stay competitive and responsive.

The right solution enables real-time collaboration and visibility — empowering sales, operations, and finance teams to align targets, respond to market shifts, and drive revenue growth.

**Anaplan for Sales and Marketing** helps you to:

- Forecast vehicle demand by region, model, and channel
- Optimize sales targets, dealer incentives, and marketing spend
- Align sales plans with production and supply chain decisions
- Model pricing and demand scenarios
- Improve coordination across commercial and operational teams

## SUPPLY CHAIN

### Drive resilience and efficiency from sourcing to delivery

With tight margins and global volatility, supply chain teams need end-to-end visibility and agility to manage demand, inventory, suppliers, and logistics effectively.

The right solution delivers real-time insights and coordination across the value chain — enabling smarter decisions and faster responses to disruption.

**Anaplan for Supply Chain** empowers you to:

- Forecast demand and supply with AI-powered insights
- Integrate procurement, inventory, and production plans
- Simulate disruptions and plan contingencies
- Optimize lead times, capacity, and component availability
- Link supply chain plans to financial and operational goals



## From insight to impact: Modern planning that drives results

Top automotive brands and tiered suppliers use Anaplan to stay ahead of disruption, improve visibility, and increase performance across the entire value chain.

### SUCCESS STORY:

ASK Industries **cut RFQ scenario time from one day to 10 seconds**, improving planning speed, accuracy, and visibility across teams.

**ASK**

### SUCCESS STORY:

JLR improved **forecast accuracy to over 90%** — enhancing investment decisions and operational planning.

**JLR**

### SUCCESS STORY:

Tata Steel Europe unified S&OP with Anaplan, **making planning 2–3X faster** and boosting commercial performance.

**TATA STEEL**

### SUCCESS STORY:

A global OEM **reduced its financial planning cycle by 60%** and aligned vehicle program costs to revenue forecasts across markets.



GLOBAL OEM

Ready to shift gears? Discover how agile planning can help you build a more resilient enterprise. Contact us today.

### 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)

**Anaplan**