

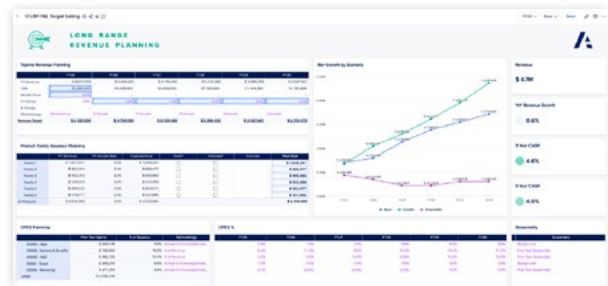
# Long-range planning



## Tap into the full capabilities of long-range planning

A core strategic planning process that's usually developed three to five years ahead, long-range planning (LRP) at the corporate and business unit (BU) levels is typically tied to the annual operating plan (AOP), which contains guidance to meet strategic goals including key growth initiatives, portfolio management, and capital investments.

In our evolving business climate, LRP needs to be fluid, requiring the flexibility to generate multiple versions or scenarios and consider detailed market analysis models for decision support to justify viability of growth plans at the corporate, BU, and/or regional levels. Strategic initiatives may include expansion into new markets, new product introductions, and organizational realignment. LRP usually looks at all three financial statements (P&L, balance sheet, and cash flow) with a focus on revenues, expenses, and cash flow.



Imagine you want to drive a supply chain improvement initiative that positively influences revenue, COGS, and opex. This initiative can be detailed in Anaplan allowing you to instantly reflect assumptions in the revenue model and perform scenario analysis to understand their impact on product, customer, and more and have quarterly breakdowns automatically distributed across future planning periods. Similarly, margin and opex planning can be seamlessly integrated where corporate can cascade each line item to the business unit level, which can customize assumptions to their exact requirements. The results of these models flow effortlessly to financial statements and dashboards, providing stakeholders with real-time visibility into financial health.

With Anaplan for long-range planning, you can:

- **Define clear, strategic objectives** to align with your corporate vision and translate them into actionable financial plans at the BU/region/product level
- **Perform rolling forecasts** to continuously assess performance and adjust your long-term roadmap
- **Analyze multiple scenarios** in real time to identify potential risks and opportunities, ensuring your longterm plans remain relevant
- **Collaborate across finance teams** to build partnership and ownership
- **Visualize the impact** on financials and KPIs at a corporate and BU level instantaneously

#### CUSTOMER STORY



Bayer, a leading global life science company with operations in 80 countries, uses Anaplan for their planning and forecasting processes. Their results include:

- 66% faster scenario planning, supporting agile, data led decision-making
- Greater finance department morale due to reduced workloads, supporting employee engagement
- Savings identified and freed up for research and development efforts
- Significant reduction in time spent preparing forecasts and respective reporting materials, leaving more time for analysis and insight generation



**We use Anaplan for all our planning and forecasting processes. Building scenarios for the business, visualization of our data, bridging different systems and processes."**

CFO and Head of Finance,  
Bayer Crop Science EMEA



## Launch your finance planning transformation journey today

A recent web search across three popular job boards revealed over 63,000 job openings specifically related to finance transformation. This overwhelming figure serves as a compelling testament that finance transformation is not merely a passing trend, but an absolute necessity.

The days of relying on manual, time-consuming, offline spreadsheet-based planning, budgeting, and forecasting processes are over. In today's dynamic market landscape, agility is paramount for driving your company's success. With Anaplan, connecting your corporate and business unit FP&A teams digitally becomes effortless and streamlined. This eliminates data silos, fosters collaboration, and enables informed decision-making — enhancing your enterprise's ability to support growth and profitability.

Ready to begin your finance planning transformation today? [Request a demo now.](#)



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

**Anaplan**