

anaplan for Sales & Operations (S&OP) Planning



Unlike traditional fragmented solutions, Anaplan Sales & Operations Planning (S&OP) unites all your sub-planning processes, including demand planning, supply planning, demand and supply balancing, and financial review, so that you can collaborate with other departments on a single source of truth. With Anaplan, you can gain consensus quickly and continuously refine your plans, as one change instantaneously ripples through all your demand and supply interconnections. The closed-loop S&OP process lets you keep up with fast-moving demand and the chaos of fragmented supply chains. Get the real-time visibility you need to rapidly course correct and align cross-functional resources to improve your revenues, margin, and operating performance. With Anaplan, you can embrace the chaos and use it to your advantage.

Key Benefits

- Improve cross-division alignment with a consensus planning process that continuously synchronizes plans across sales, marketing, finance, and supply chain
- Quickly analyze the effects of unexpected events and determine the optimal response
- Extend collaboration internally and with external supply chain partners, subsidiaries, and joint alliances
- Understand the financial impacts of tradeoffs, for example between market share and profitability
- Increase revenues, margins, and operating performance

Real-Time “what-if” analysis

Real-time “what-if” analysis identifies potential capacity bottlenecks that may occur with a demand spike, new product introduction, or promotion launch. Anaplan S&OP can create a demand scenario to quickly analyze the supply chain constraints and competing demands.

Consensus-driven flow

A consensus-driven S&OP process helps you reconcile different perspectives. The result is an operating plan approved by executives with buy-in from every department. Anaplan S&OP helps guide S&OP discussions by highlighting exceptions and making the decision process data-driven.

Planning and execution alignment

Key performance indicators (KPIs) will help you to establish stakeholder accountability for accomplishments against plan. With Anaplan S&OP you can track plans against execution on a daily, weekly, and monthly basis and continually implement new actions to align planning and execution.

“Anaplan’s apps allow people to do end-to-end supply chain planning in a single environment and also integrate their finance and sales plans all in one.”

Kikkeri Aswatha,
Director, Deloitte Consulting



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Key Features

- Customizable executive dashboards
- Out-of-the-box best practice flow to orchestrate the S&OP process
- Real-time "what-if" scenario comparisons
- Performance dashboard and management by exception capabilities
- Automated workflow support
- Configurable audit trail reports, approval workflows, and action items
- Flexible and simplified hierarchy configuration and management
- Multi-region, multi-currency support

Demand planning

Anaplan lets you own your demand plan with a level of flexibility that allows you to rapidly adapt to market shifts. Make changes instantly, anytime, with language-like formulas, and user defined data structures and assumptions. Predict all types of demand, down to the lowest level of demand signals in your supply chain.

Supply planning

Anaplan lets you focus on key raw material constraints and capacity constraints, to ensure that these two elements can support your demand plan. In a single S&OP platform, you can identify and evaluate gaps between the latest consensus demand plan and the aggregate supply plan.

