Sales and Operations Planning

Anaplan delivers a single real-time, cloud-based environment to advance your S&OP process maturity. You can finally close the loop in planning with sales, product innovation groups, finance, and trade partners. S&OP planners are empowered to replan quickly, create scenarios to take advantage of disruptions, and easily adjust planning models to match changing business realities—with little or no reliance on consultants or IT.

A solution that fits with your evolving process and legacy systems Engage all your participants, even trade partners, with web, mobile, Excel®, and PowerPoint® front ends. Empower planners to easily adjust sophisticated planning models and user interfaces to match continuously changing business realities. Integrate S&OP plans with ERP and legacy planning systems with pre-built connectors and APIs.
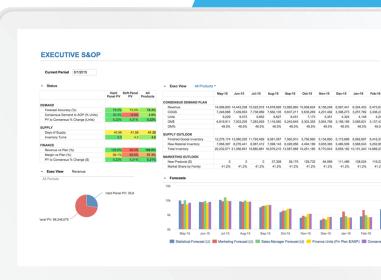
Immediate supply-demand balancing Interactively balance supply and demand in real time at aggregate or detailed levels based on your adjustments and transparent business rules. Immediately assess full P&L of decisions.

Real-time "what-if" scenarios to respond to disruptions Quickly analyze the effects of unexpected or planned events and determine the optimal response. Create and compare scenarios on-the-fly, even for master data changes like supply chain network changes or new product introductions.

KEY BENEFITS

- Align decisions across departments with executives in one easy-to-use collaborative application

- View and manage supply chain costs with full P&L modeling on multi-level supply chain networks and interactive supply-demand balancing

- Increase service levels and plan accuracy via collaboration (including with customers and suppliers) model adjustments, and exception-based performance management

- Optimize product innovation by coordinating and assessing launch scenarios and profitability

- Increase S&OP process partition and productivity with process management and flexible modeling and user interfaces.

SONOS

"Our biggest ROI with Anaplan is freeing up people's time to do more value-added work. Before, one analyst spent 70 percent of her time integrating spreadsheets. Now she spends less than 10 percent of her time on that activity.

Anaplan is going to be the platform that connects our organization. We're going to use the information to drive new systems, processes, and understanding into actually how to run our business better."

DIRECTOR OF GLOBAL SOURCING, SONOS

Key Features

Business user–friendly modeling for all your S&OP needs Empower planners to enhance S&OP models. Change history and roll-back on model changes. Flexibility to model consensus demand plans with any dimensionality, consensus building rules, and demand-related KPIs. Incorporate multi-level bill of materials, attach rates, as well as multi-level, time-phased sourcing, capacity resources, and supplier modeling. Include orders and CRM opportunities to drill into by exception. Visualization of your models, including calculations and interdependencies of all objects.

Planning and collaboration Easy-to-use planning views tailored to and by the business. Web, mobile-friendly, and spreadsheet-based planning. Aggregation, disaggregation (aka break-back), allocation, and cell locking. One secure, easy-to-access cloud environment for cross-enterprise planning collaboration with customers, distributors, contract manufacturing, and suppliers. Enable dashboarding, reporting, and master data updates in views also used for planning. Change history of all plan updates for auditability and collaboration, and exception-based planning on large sets of plans. Multi-region and multi-currency support. Real-time planning changes and recalculations on large datasets required for S&OP processes, with no background batch processing delaying your decision-making. Patented in-memory cloud scalability enabling trillions of planning data points per customer.

Advanced calculations Rule-based consensus demand planning tailored to your process. Statistical forecasting (on quantities, attach rates, or prices), ABC and XYZ classification, and segmentation. Constrained and unconstrained supply planning heuristics on supply chain networks to manage key material and capacity constraints. Calculate detailed P&L via a chart of accounts on your S&OP plans.

Reporting, analytics, and alerting Zero-latency reports and executive dashboards on all plans, KPIs, and actuals with web, mobile, Excel and PowerPoint front-ends. Enable highly interactive reporting and analysis on the same view as for planning and updating master data. Define any alert on all data, including plan and master data changes. Capture and report on notes, plan changes, and assumptions.

"What-if" scenario management Immediately create, share, and compare scenarios across the business. Manage scenarios on plans and even on master data to simulate adding products, changing sources, and routings. Leverage change history, annotations, and assumption tracking on scenarios.

S&OP process management Model your process, and capture and track participation and completeness of plan updates. Approval workflow of plan changes. Define and manage process performance KPIs. Manage tasks, projects, and programs within the S&OP app.

Master data maintenance Enable end users to easily create and modify any master data in real time for new products, customers, promotions, and supply chain networks. Drag-and-drop hierarchy changes with immediate effect. Master data update capabilities tailored to process and role-based views. Basic or form-based data entry with data validation for planners. Real-time master data changes on large datasets

Data integration Use Model Link to share plans and master data across models without ETL tools. Get started quickly with self-service UI for data loads (import and export) by business and IT users. Centralize master data and transaction data, from source systems to multiple Anaplan apps. Predefined, bidirectional Anaplan connectors with MuleSoft, SnapLogic, and Boomi for hundreds of data sources, including Oracle and SAP. UI integration with Salesforce.com to facilitate including sales in the S&OP process. Programmatic integration via REST-API.

Top security and reduced IT costs Single, continuously monitored multi-tenant cloud platform and infrastructure. Role-based security, user management, and single sign-on support. Disaster recovery and full data encryption.