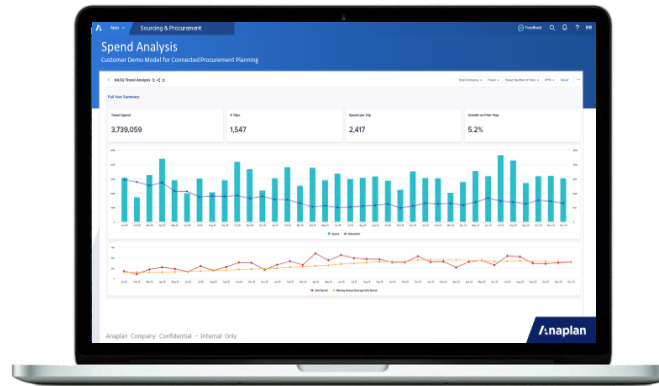


Connected Planning for Sourcing & Procurement

Supplier globalization and disruptive events, such as tariffs and COVID, are placing increased pressures on Procurement to better understand supplier risk, vendor performance and cost savings opportunities. Companies must take a full view of their sourcing and procurement planning data from the past, present, and future to sustain operations and ensure company profitability.

Leveraging Anaplan's procurement planning platform enables finance and procurement teams to centrally govern supplier spend, collaborate globally in real-time, and optimize sourcing decisions with a focus on driving bottom line cost savings and risk reduction.



Spend Analysis
Supplier Collaboration
Direct Sourcing

There's a better way to plan

Leverage the combined power of technology and people to align global stakeholders by providing a centralized view of goods and services spend in one connected cloud-based platform. Use the supplier spend analysis capability in Anaplan to track spend by department, supplier and category with a focus on optimizing supplier and spend decisions across the company.

It's Dynamic – Plan and allocate resources rapidly as situations evolve

It's Collaborative – Involve all the right people in decisions – even your customers

It's Intelligent – Leverage internal and external data to unlock predictive insights

Key benefits

- Import data from multiple transaction sources (ERP and P2P) to create a unified view of spend across the company, regardless of supplier or geography
- Categorize supplier spend into logical groupings that allow stakeholders in finance and procurement to understand how Opex and Capex is being spent
- Provide benchmarks for travel, IT and other spend by department and project to help pinpoint waste or areas for cost savings
- Collaborate with suppliers and manufacturing partners to prioritize performance management practices with a focus on the largest and most strategic relationships

CUSTOMER STORY Global Beverage Manufacturer



With Anaplan's Connected Planning for Sourcing and Procurement, a large beverage company now has granular spend visibility into thousands of suppliers across 50 countries. Procurement savings plans are now aligned across business units to create faster vendor contract decisions across the company.

CHALLENGES

- Increased pressure for visibility to supplier spend
- Decision latency due to multiple disconnected spend spreadsheets
- Limited frequency of sharing changes to vendor data

RESULTS

- Improved visibility into supplier spend
- Faster, more accurate financial planning
- Improved collaboration for sourcing decisions

“Anaplan manages over a billion dollars of commodity spend across 30 brands sold by 5,000 people to 500,000 clients across the globe.”

Procurement Director

Key features

Cloud based Supplier Spend and Collaboration

- Track spend across Department, Geographies, Categories and suppliers
- Align spend forecasts to Financial Plans
- Conduct real-time, scenario-based business and resource reviews
- Pinpoint opportunities for savings through volume pooling, supplier consolidation or other goals

Supplier Segmentation

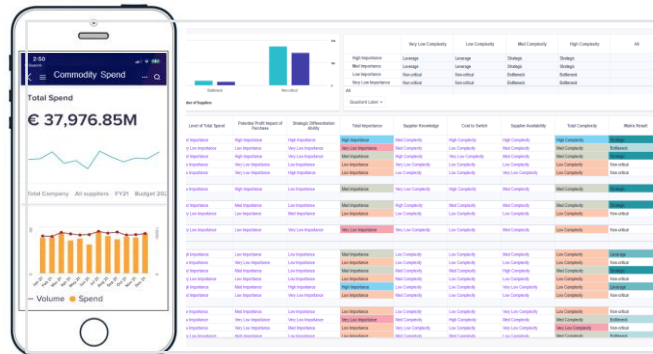
Procurement can group suppliers into logical categories based on spend, complexity, location and other factors to better prioritize which suppliers receive strategic attention

Spend Benchmarking

Management can review spend for their department and compare this to other company wide benchmarks to see if their Travel or IT costs exceed the company average

Savings Insights and Identification

- Review and locate excessive spend by Department or Suppliers
- Identify discrepancies in Spend to contracted values (purchase price variance)
- Measure the impact of potential changes before rolling out



Spend Forecasts

Executive leadership can now predict supplier spend across departments to help track plan vs. actual to Opex and Capex plans to proactively identify areas of concern

Aggregating data sources

- Spend data can be imported for any number of execution systems, from Procurement, Travel, IT, Real Estate and others to help align current and future financial planning.
- With the tops-down and bottoms-up view of spend, departments and business units can collaborate with other stakeholders to better identify savings opportunities across the company

Key features of the Anaplan platform

Planning at scale

Enterprise-grade scale with a cloud native platform and patented in-memory Hyperblock™ engine

Voice to your data

One location for all your planning data that is trusted, connected, and current

Power decision making

Unmatched flexibility to model any scenario for the organization and by the organization

Ease of use

Engaging, collaborative, and actionable user experience

Safeguarding your present and future

Robust protection through user access controls, identity management, and data encryption

Superior visibility

Embedded intelligence and optimization to drive insights that matter

About Anaplan

Anaplan (NYSE: PLAN) is pioneering the category of Connected Planning. Our platform, powered by our proprietary Hyperblock™ technology, purpose-built for Connected Planning, enables dynamic, collaborative, and intelligent planning. Large global enterprises use our solution to connect people, data, and plans to enable real-time planning and decision-making in rapidly changing business environments to give our customers a competitive advantage. Based in San Francisco, we have over 20 offices globally, 175 partners, and more than 1,400 customers worldwide.

To learn more, visit anaplan.com.