

## Anaplan for S&OP: Dynamic, value-based, collaborative

Sales and operations planning (S&OP) provides a prime opportunity to apply the power of the Anaplan platform. S&OP is a monthly integrated business management process that empowers leadership to focus on key supply chain drivers, including sales, marketing, demand management, production, inventory management, and new product introduction.

When executives are faced with complex, high-impact decisions in the S&OP process, they can't afford to use inconsistent or unreliable data to make key business plans and they need to focus on value-based decision-making. A few years ago, the slow, spreadsheet-driven method of S&OP may have sufficed, but amid the complexity, intricacy, and disparity of data today, it's utterly inadequate.

With Anaplan, S&OP is unified across all relevant business units into one cloud-based connected platform. When plans and data from sales, finance, product, marketing, and supply chain work in sync, executives can make better-informed decisions that maximize profitability.

To learn more, visit us at  
[anaplan.com/supply-chain](https://anaplan.com/supply-chain)

## Scenario planning: The power to ask “what if?”

Although it's key to many areas of supply chain planning, **scenario planning** is especially important to the S&OP process, and the ability to ask “what if” in the S&OP process is powerful using the Anaplan platform. The Anaplan platform can run a variety of scenarios, from more tactical “what-if” questions to long-term scenarios. In the end, the objective remains the same: to reduce risk and understand the pros and cons of a wide range of adjustments.

For example, you can run simple scenarios, such as inventory or workforce re-balancing, and more complex scenarios, such as onboarding a new supplier. In each case, Anaplan's S&OP capabilities make it possible for supply chain, finance, and any other relevant plans to be linked so that the impact of decisions on every part of the business is clear.

“We brought in Anaplan as a planning solution. But it's evolved into a decision-making solution.”

SID POWAR, SENIOR  
MANAGER OF SUPPLY  
PLANNING & INVENTORY  
CONTROL, DISH NETWORK

The Anaplan for Supply Chain solution makes it possible to make value-based, collaborative decisions at the speed of business. No more siloed, disconnected decision-making or fights over inconsistent data and insufficient technology. When decisions are based on real data, profits go up, efficiency is maximized, and the positive effects spread across the business. With Anaplan, supply chain professionals can bring this business-transforming truth to life: There's a better way to plan.