

TYPICAL USER BASE

Sales Coverage / Capacity Planning

Anaplan



Sales Operations/ Finance

- Review calculated coverage gaps
- Reconcile coverage gaps by iterating with workforce planning owners (HR, Finance, etc.)
- Adjust assumptions (e.g. coverage ratios, ramping profiles, attrition rates, etc.) as needed



Sales Management

- Review proposed headcount plan



Workforce Planning Analyst

- Review calculated coverage gaps
- Reconcile coverage gaps by iterating with sales operations / finance team