Anaplan

Modernizing retail inventory optimization and planning for the digital era with Anaplan on AWS

Retail solutions from Anaplan

The Anaplan Connected Planning platform empowers your teams to quickly adapt to continuous change in retail. Plan with insight to the outermost edges of your business with a single, reliable source of truth. Anaplan's retail roster includes over 300 customers spanning across subverticals, including:

- Grocery
- Convenience
- Chain drug
- Auto retailers
- Direct sales catalog and mail order
- Home furnishing retailers
- Specialty/apparel/footwear
- Mass merchant
- Department store
- Rental-based retail
- Wholesale
- Online-only retail
- Multichannel retail
- Quick commerce

Dynamic – Change as the world changes... or even faster.

Collaborative – Involve all the right people in decisions – even your customers.

Intelligent – Leverage machine learning (ML) and internal, external, and third-party data to unlock insights.

Connect your teams with multidimensional forecasts that track changing signals in real time. Identify collaborative solutions and scenarios and coordinate production, sales, marketing, and planning like never before.

Anaplan can help

## Anaplan for Inventory Optimization and Planning

In a fast-paced, omnichannel world, staying competitive means being able to deliver on time, every time. With Anaplan inventory management software, retailers can maintain a profitable balance between speed, customer service levels, market share, and inventory across all channels.

Enhance inventory control and decision-making

Make strategic and informed decisions to improve your inventory control. Remove inventory and cut costs while maintaining service levels. Instantly adapt your inventory strategy to address changing market conditions and supply chain constraints.

Integrate planning with live calculations across business silos

Create an unparalleled solution for finding accurate answers to the most complex supply chain problems in seconds. Empower your supply chain planners to provide value-based decisions to the business in record time by using the same data across the organization.
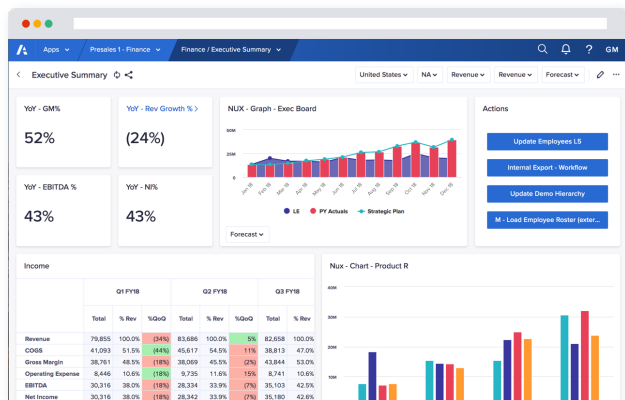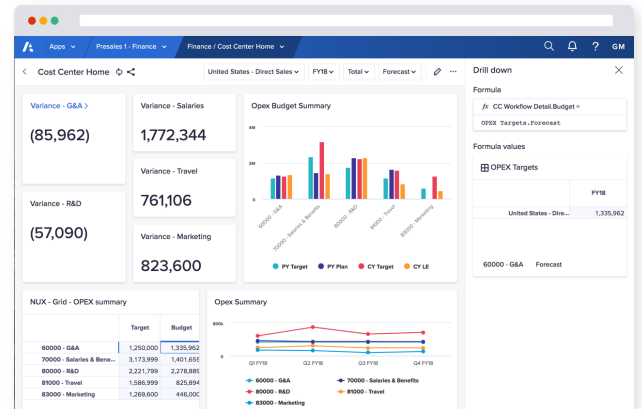
Drive global inventory control tower reporting

Get instant visibility into critical supply chain performance metrics, including inventory turns, days of supply, and other KPIs, on an ongoing basis. Instantly adapt and continuously improve inventory levels across your supply chain.

Generate inventory scenario planning

See the impact of decisions before you make them. Simulate the impact of lead-time reductions, safety stock changes, and other changes to service or stock levels. Model the expense of multiple scenarios.

Anaplan for Merchandise and Assortment Planning

Driving sales and margin improvements in real time for retailers globally

Merchandising strategy

- Review category performance, contribution margins, and market share.
- Evaluate category breadth, depth, and strategic role in the portfolio.
- Model multiple portfolio scenarios to develop merchandising and assortment options.

Merchandise financial planning

- Set top-down targets and perform bottom-up analysis.
- Collaborate to finalize annual targets and ongoing forecast revisions.
- Cascade targets and adjust instantly down to a SKU/store level.
- Model multiple scenarios to make informed decisions based on growth, gross margins, and strategic intent.

Assortment planning

- Develop assortments by channel, store cluster, and store banner.
- Create assortment groups based on product hierarchy and/or attributes (e.g., color, season, etc.).
- Roll up and analyze assortments instantly across all channels.

Open to buy (OTB)

- Reconcile departmental plans to track budgets, actuals, and forecasts across categories.
- Create "what-if" scenarios and build options across any level and channel.
- Evaluate multiple versions of OTB plans and select the best version based on tactic.

Allocation and replenishment

- Model system-wide rules and constraints from supplier to distribution center to store (e.g., days of stock, minimum order quantities, pack sizes).
- Right size buys by connecting plans across channels into a single, efficient global buy.
- Allocate category volumes by cluster or store while overriding locations and quantities.
- Assess product performance and shift allocation to stores and channels to maximize GMROI.

Price and markdown planning

- Establish calendars and trigger points for moving between stages of the product lifecycle at any level of the hierarchy.
- Model and assess competing objectives to maximize margin by region, product cluster, or store cluster.
- Plan scenarios for price change impacts on volume and margin in real time.

The value of Anaplan on AWS

Plan with intelligent forecasting

Optimize operational and revenue performance with flexible, intelligent forecasting

- Improve forecast accuracy and decision-making, automate processes, and reduce cycle times with Anaplan PlanIQTM and AmazonTM Forecast ML.
- Intelligently inform decisions by making it easy for business users to incorporate ML forecasts and insights into plans.
- Democratize ML with a business-user-friendly forecasting approach that eliminates dependency on data science teams.

Speed digital acceleration

Take digital transformation to new heights and speeds with innovative technologies

- Keep planning data continuously refreshed with a scalable storage infrastructure and bidirectional integration available via Anaplan CloudWorksTM and AWS S3.

Built for global performance and scale

Scale Connected Planning with fast, enhanced performance across the globe

Anaplan on AWS enables organizations to store model data in-country and better meet data proximity needs by bringing data closer to where users reside.

- Model data is stored within the country boundary
- Model backup/disaster recovery data is stored within the country boundary where possible
- Data at rest and in transit is encrypted
- Authentication is centralized for all regions

With Anaplan on AWS, your business can accelerate digital transformation with a global, scalable, secure, and high-performance infrastructure for planning

aws Qualified Software

aws PARTNER Supply Chain Software Competency

aws PARTNER

Anaplan's value proposition for retail

Anaplan and retail alignment

An investment in the Anaplan Connected Planning platform aligns with the retail industry's focus on consumers, flexible shopping experiences, and reliable delivery. You must deliver on time, every time, to stay competitive in today's fast-paced, omnichannel world. You can sustain a profitable balance between speed, customer service levels, market share, and inventory across all channels with the Anaplan inventory planning solution. Anaplan provides a software-as-a -service (SaaS) platform on AWS with a low total cost of ownership to help drive corporate objectives:

Technology: Investment in technology to support inventory decisions is projected to be a major factor in expanding consumer satisfaction. Industry players that can tap into consumer preferences and shopping habits will have an advantage over other industry operators.

Performance: Retailers know operational effectiveness is the key to best-in-class performance. Anaplan technology can provide a holistic view of operations to better reduce excess inventory and limited stock-outs, understand the impacts to changing forecasts, and enable consumer happiness.

Partners: Our best-in-class time-to-value approach improves efficiencies and collaboration and connects the organization, which is done through an agile way of working to ensure that you can leverage internal expertise and feedback.

People: Dedicate more time to strategic analysis by automating and eliminating manual spreadsheets and establishing standardized and consistent processes.

Plus, with extensive financial planning and modelling capabilities, our solution enables your buying teams to become true value-adding advisors to the business, instead of data aggregators.

Agile, driver-based planning and forecasting of revenues and costs

The current business environment, combined with consistently changing retail trends, makes the strategic and operational planning environment even more challenging.

Thriving during these trends, through capital investments and supply chain efficiency improvements, will require a transformational, agile planning platform to help retailers increase sales and profit goals. Anaplan is that platform. Our solution will help you manage these trends and provide the nimbleness that will enable retail to not just survive but thrive. The organizational planning and collaboration capabilities enabled by Anaplan are key factors in helping retail fundamentally conduct overall process and operating model transformations.

The process cycle-time reduction possible through the deployment of the Anaplan platform enables periodic, cyclical, and even annual processes to be conducted more frequently – on a monthly, weekly, or daily cadence – and with less overall workload. This greatly supports business agility and the ability to plan for and respond rapidly to changing business needs. The end-to-end, rapid scenario planning capability brought the Anaplan platform delivers offers a unique value proposition to retail.

carter's

Removing days from inventory saves millions

"**We've had a very good experience with Anaplan. I truly believe that they are looking out for us and want us to be successful.**
Senior Director for Operations

Children's clothing maker and retailer Carter's removed eight days of inventory from their supply chain and saved $25 million annually in inventory carrying costs using Anaplan. Obsolete and excess inventory dropped 10–15% and product visibility improved.

About Anaplan

Anaplan is a transformative way to see, plan, and run your business. Using our proprietary Hyperblock™ technology, Anaplan lets you contextualize real-time performance, and forecast future outcomes for faster, confident decisions. Because connecting strategy and plans to collaborative execution across your organization is required to move business FORWARD today. Based in San Francisco, we have 20 offices globally, 175 partners and more than 2,000 customers worldwide.

To learn more, visit Anaplan.com