

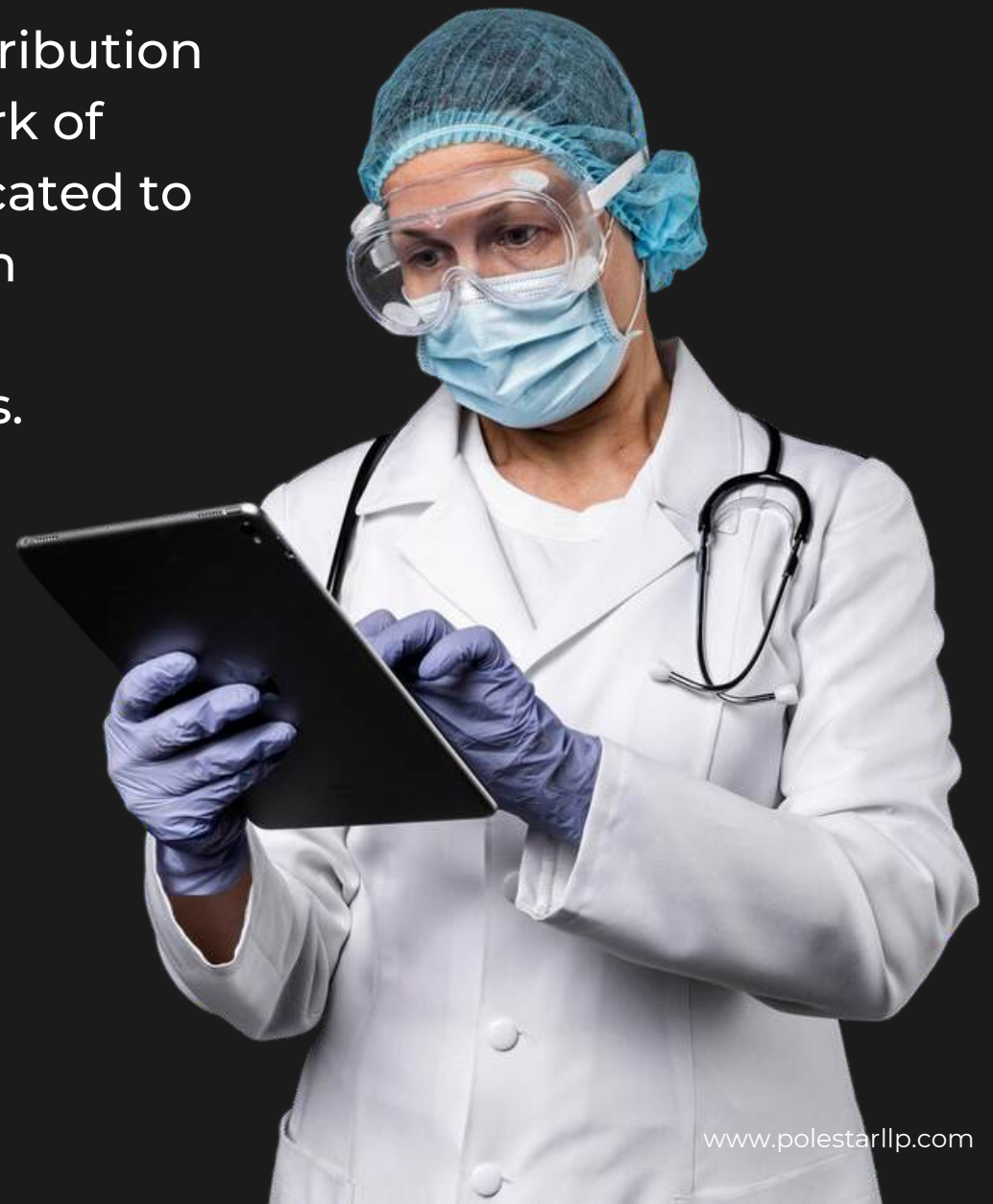
Global Pharma Giant Reinvented

Financial Budgeting and Business Processes With Anaplan



Client Overview

The client is a large pharmaceutical company with a global footprint, renowned for its diverse portfolio of innovative drugs and healthcare solutions. With numerous distribution centers and a complex network of vendors, the company is dedicated to ensuring efficient supply chain operations while adhering to stringent regulatory standards.



Problem Statement

The pharmaceutical giant encountered considerable difficulties in managing its complex distribution network and vendor relationships. Their reliance on fragmented systems and manual approvals created inefficiencies and errors, with outdated processes causing delays through multiple revisions and approvals.

Seeking to streamline operations, enhance dynamic planning, modernize budgeting, and adapt to evolving business needs, the company turned to Polestar. We addressed these challenges by implementing the Anaplan stack, providing a cohesive solution to optimize their operations.

Key Complexities

The company's operational difficulties were rooted in several key issues. Here you go:

Siloed Data

Traditional records were dispersed across various spreadsheets, databases, and ledgers within individual distribution centers, leading to data fragmentation and lack of visibility.

Complex Financial Consolidation

Financial consolidation was cumbersome, relying on inputs from distribution centers, National Sales Managers (NSMs), department heads, and various tech systems, complicating the process.

Data Cleaning Bottlenecks

Inconsistent data management practices resulted in significant bottlenecks during data cleaning, requiring additional effort to ensure accuracy and reliability.

Unreliable Forecasting

Poor data management practices made forecasting and target allocation unreliable and subjective, leading to misalignment across different organizational levels.

Solution Areas

- Using **Anaplan's integrated platform** they streamlined budgeting, forecasting, and consolidation, enhancing accuracy and efficiency with real-time updates and visibility across financial operations.
- The platform enables dynamic budget adjustments, **removing manual errors and redundancies**, allowing users to quickly update assumptions for accurate, relevant financial plans.
- We assisted them with **advanced modeling** that lets their users simulate scenarios like price changes or customer shifts, aiding informed decisions with insights into financial impacts.
- Utilizing Anaplan stack, they enable businesses to **run simulations and evaluate various strategic options**, helping identify the best scenarios for data-driven decision-making.
- We assisted them in ensuring financial transparency by **defining cost centers and GL codes**, enhancing accountability and simplifying financial performance tracking across business units.
- The platform **centralizes data access on a single platform** for all stakeholders, ensuring everyone, from distribution centers to executive boards, has up-to-date information for collaboration.

Results Achieved

The implementation led to significant improvements:

- ✓ The embedded analytics solution became integral to daily operations, driving regular engagement from end-users across the platform.
- ✓ A unique value proposition strengthened trust and transparency for our client, backed by data-driven insights shared with their customers.
- ✓ The solution's impact extended beyond talent management, enhancing other critical business processes.
- ✓ A flexible, decoupled data warehouse now supports not only analytics but also planning, data science, and other business applications.
- ✓ Improved talent assessment and skill alignment significantly reduced employee turnover, as individuals were placed in roles suited to their abilities and career growth aspirations.

Future Considerations

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Looking ahead, the company plans to capitalize on Anaplan’s advanced features to delve deeper into market trends and consumer insights. Expanding the use of the platform to other business areas, such as supply chain management and sales performance, is also on the agenda. Additionally, ongoing training and development will be crucial to maximizing Anaplan’s capabilities and ensuring sustained operational excellence.

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