Allovir, Inc. is a biotechnology firm whose mission is to prevent and defeat life-threatening viral diseases. Their approach involves the restoration of viral immunity through the adoptive transfer of VSTs that have been prospectively generated from healthy, eligible donors and are available on-demand for off-the-shelf therapy.

Business Challenges

- **Manual, Excel-Heavy Forecasting:** All financial forecasts (P&L, Balance Sheet, and Cash Flow) were created through time-consuming copy/paste processes in Excel, increasing the risk of errors and inefficiencies.
- **Rigid Structure Limitations:** As Allovir evolved, changes to their Chart of Accounts exposed the inflexibility of their legacy tools to adapt quickly to new structures.
- **Labor-Intensive Data Entry:** Forecasting required manual inputs by GL account every month, reducing time available for analysis and decision-making.
- **Limited Use of Drivers**: Forecasting lacked automation and accuracy due to the inability to leverage key business drivers.
- **Early-Stage Challenges**: As a pre-revenue organization with significant R&D expense and a pending ERP transition, Allovir needed a scalable planning solution that would grow with them.

Solutions

- **Accelerated Implementation:** Deployed Peloton's Anaplan FP&A Accelerator to enable rapid deployment of effective, scalable forecasting processes and standardized financial reporting.
- **Driver-Based Forecasting:** Integrated key drivers into forecast models, reducing manual effort and increasing planning accuracy.
- **Structural Flexibility:** Built models that accommodate changes to Chart of Accounts and other organizational structures, allowing Allovir to adapt quickly.
- **Shareable, Consistent Reporting**: Enabled the generation of standardized reports that can be easily shared across internal and external stakeholders.
- **Prepared for Growth:** Established a foundation for scalable planning to support Allovir's evolving business and future ERP integration.

Impact

- Reduced Manual Effort: Significantly decreased reliance on Excel and manual inputs, freeing up time for analysis and strategy.
- **Enhanced Planning Accuracy:** Introduced automation and best practices through driver-based forecasting and flexible model design.
- **Improved Agility:** Enabled quick structural updates to reflect organizational change, such as Chart of Accounts revisions.
- **Scalable Infrastructure:** Provided a future-proof solution capable of evolving alongside the company's growth, complexity, and ERP landscape.