

Rapidly-growing, publicly-held American biotechnology company advancing human health and pioneering the future by harnessing technology.

Business Challenges

- **Lack of Sales Planning Platform:** Disjointed organization of bottoms up sales planning to drive forecasts and targets
- **Functional Disconnect:** Various planning platforms made for inefficient data transfer within different verticals of the business
- **Siloed Excel Planning:** Numerous spreadsheets failed to effectively compile FP&A forecasts, re-forecasts, and budgets. Therefore, the planning process was inefficient and led to cumbersome what-if analysis

Solutions

- **Anaplan:** Replaced an Excel driven Sales planning solution with the capacity to generate commercial forecasts for all products in the opportunity, backlog, or invoiced phase as initiated by TAMs
- **Interconnected Processes:** Dashboard modeling that allows a consistent methodology and logic, across differing business entities, to generate reliable sales and finance forecasts
- **Comprehensive Driver Based Visibility:** Empower planners to filter, sort, and update Sales pipeline & backlog details based on dynamic drivers
- **Enable Easy What-If Versioning:** Ability to easily create and compare multiple versions to account for potential shifts and decisions past or future
- **One-Stop Shop Revenue Backlog Details:** Ability to view monthly revenue stream details with the ability to include or exclude items at multiple levels

Impact

- **Drive Efficiency in FP&A Planning:** Integrated solution allows for an improved efficiency and performance in sales forecasting, with varying flexibility throughout the sales pipeline & backlog planning process
- **Scenario Modeling:** Solution allows for testing of assumptions and application of trends before a final forecast is concluded
- **Automated Management Reporting:** Baseline for reporting is widely automated for all products or customers at varying levels of granularity, with minimal user interaction necessary

Biotechnology Company
Anaplan for Finance & Sales