



A foundational biotechnology company with a large-scale ventures advancing bioengineering, computer modeling and industrial engineering for more sustainable materials.

Business Challenges

- **Disconnected Planning:** Siloed planning occurring across Finance, Labs, and Sales team led to forecasting accuracy challenges
- **Lack of Centralized Data:** Data in multiple disparate systems did not allow leadership to bring together a story leveraging key metrics
- **Process and Visibility Gaps:** Users did not have standard processes to perform backlog analysis or in some cases visibility to pipeline
- **Monumental Effort to Perform Scenario Analysis**

Solutions

- **Anaplan Connected Planning Solution:** Consensus-based planning to bring together Lab Project Managers, Sales team and Finance using one integrated dashboard to make decisions on Backlog & Revenue Forecast
- **Standard, but Flexible Methodologies:** Enabled standardization of forecasting methodologies across the enterprise with data centralization to allow leadership to see reporting in one consolidated tool
- **Seamless Scenario Analysis:** Developed ability for Finance to quickly assess how changes in Working Capital metrics would impact cash flow

Impact

- **Consensus Based Plan:** Able to bring together multiple functions with one process to align on final Revenue forecast
- **Improved Visibility:** Centralized access to data and key metrics such as backlog conversion allows leadership to more accurately forecast future performance and more quickly make decisions, pivoting if needed
- **Increased Forecast Accuracy:** Use of enterprise system allows users to spend less time doing manual reconciliation and more time on value-added analysis, leading to increased accuracy in forecasts

Biotechnology Firm
Anaplan