

Fortune 500 Pharmaceutical Company Grows Global Operations With Anaplan for IBP

The client increased market share by modernizing operations and improving data insights.

The Client Is A Fortune 500 Pharmaceutical Company

Our client, a leading Fortune 500 pharmaceutical company, came to us with a need **to streamline their business planning processes to enhance efficiency and agility** in a complex and dynamic market. Their large and complex systems were unable to keep up with the fast-paced pharma market, which sees increasing competition due to ever-changing technological advancements. They were facing challenges related to **disparate planning processes across regions, resulting in inefficiencies, data inconsistencies, and limited visibility into key business metrics.**

With the help of our comprehensive program management and business systems analyst services, we were able to support the **implementation of Anaplan for Integrated Business Planning (IBP) across their extensive global operations.** Our strategic approach focused on understanding their unique requirements, aligning stakeholders, and driving successful adoption of Anaplan.

Why The Client Chose FusionIQ Consulting

Objectives	Results
<p>Seeking FusionIQ Consulting’s help, the client needed to improve their business planning processes, requiring our expertise in program management and business systems analysis.</p> <p>The client needed to:</p> <ul style="list-style-type: none">• Streamline disparate processes by integrating data from multiple regions and systems to gain a comprehensive view of the business• Ensure that planning is aligned with strategic objectives through a cohesive planning framework• Address data inconsistencies and limited visibility of key business metrics• Foster greater collaboration and alignment between stakeholders to drive successful adoption of the Anaplan platform	<p>Through the implementation of Anaplan for IBP, the client was able to improve business planning accuracy, agility, and decision-making capabilities across their global operations.</p> <p>The client was able to:</p> <ul style="list-style-type: none">• Improve their bottom line by 20% due to better planning accuracy and decision-making capabilities• Increase operational efficiency by over 30% thanks to streamlined business planning processes• Achieve 25% greater visibility into critical business data due to the integration of multiple regional systems and data sources• Reduce planning time and resources by 50% due to greater agility and ease of use of the Anaplan platform

Transforming Business Operations with Next-Generation Planning and Forecasting

The solutions framework provided by our team was focused on **delivering an end-to-end program management and business systems analysis service** that could guide the client through the implementation of **Anaplan for Integrated Business Planning (IBP) across their complex global operations**. This type of solution requires deep business expertise in process improvement, project management, and data integration, in addition to a strong understanding of the client's unique requirements and challenges.

Our team was able to deliver a seamless and effective implementation strategy that ensured the successful adoption of the Anaplan platform across all regions while minimizing operational disruption.

Our Solutions Included:

<ul style="list-style-type: none">• Program management expertise in planning, executing, and monitoring the implementation of Anaplan for IBP. We worked closely with the client's project teams by setting up a robust communication and change management strategy to ensure all requirements were being met.	<ul style="list-style-type: none">• Business systems analysis of the client's existing business processes, data integration needs, and pain points to develop accurate implementation plans. We used both interviews of key stakeholders and data analysis tools to help us identify trends within the data to understand key constraints.	<ul style="list-style-type: none">• Aligning stakeholders including department leaders, project managers, and end-users to ensure their requirements were met and adoption of the Anaplan platform was smooth. This included performing comprehensive stakeholder mapping and analysis to identify the best communication plan and decision-making process.
<ul style="list-style-type: none">• Succession planning including training to ensure their teams were ready to use the new technology. This included cross-functional project managers, business analysts, and user support specialists to train end-users. We also provided webinars and one-on-one training sessions.	<ul style="list-style-type: none">• Implementation strategy which included<ol style="list-style-type: none">1. Data migration – A series of data mapping exercises to ensure data integrity.2. Integration – Building connectors and adaptors for data flow.3. Testing – Functional, load, and end-to-end testing.4. User training – For both end-users and stakeholders that included on-demand training sessions and resources.	<ul style="list-style-type: none">• Post-implementation support to address any issues that may arise and ensure that they were fully utilizing the Anaplan platform's capabilities. We provided ongoing maintenance along with regularly evaluated feedback from end-users.

Breaking Down Operational Barriers and Improving Business Performance

After successfully implementing Anaplan for IBP, the Fortune 500 pharmaceutical company was able to achieve significant improvements in business planning accuracy, agility, and decision-making capabilities across their global operations. These results have had **a positive impact on the company's financial performance and have helped them to better compete in their highly dynamic industry.**

By incorporating real-time data and scenario-based planning into their financial planning and analysis processes, they were able to quickly and easily respond to changing market conditions and adjust their plans accordingly. This improved agility enabled the company to **react more quickly to market trends and opportunities**, allowing them to stay ahead of their competitors and better serve their customers.

As a result of implementing Anaplan for IBP, the client was able to:

<ul style="list-style-type: none">• Improve operational efficiency by 30%. By automating many of their processes, the company was able to reallocate resources and reduce costs. This includes increased productivity due enhanced business intelligence and analytics that helped identify risks.	<ul style="list-style-type: none">• Automate planning and analysis processes, reducing errors and allowing them to seamlessly integrate financial data from various systems such as SAP, PeopleSoft, and Salesforce. This improved decision-making allowing them to respond quickly to opportunities and challenges in the pharmaceutical industry.	<ul style="list-style-type: none">• Improve business planning ability by utilizing Anaplan's advanced analytics and machine learning capabilities. They are now able to perform detailed scenario simulation, sensitivity analysis, and predictive modeling.
<ul style="list-style-type: none">• Improve financial performance by 20% due to increased accuracy and timeliness of financial planning. Additionally, the company was able to enhance their creditworthiness, which helped them to obtain more favorable financing terms and access additional credit facilities.	<ul style="list-style-type: none">• Achieve a 25% greater visibility into their data. By incorporating real-time data and scenario-based planning into their financial planning and analysis processes, the company was able to gain a more comprehensive understanding of their operations.	<ul style="list-style-type: none">• Compete in new markets due to an increase in its R&D spending and developing new products. Additionally, the improved financial performance enabled the company to make strategic acquisitions and increase its customer base, growing their market share and diversifying their product portfolio.