

*A publicly traded international pharmaceutical company consistently ranked in the top 5 for global annual revenue with over \$50BN in revenue and 100,000 employees.*

## Business Challenges

- **Enterprise Gap:** In-flight finance transformation initiative had a gap with respect to clinical trials forecasting integrity; immediate need to quickly create an on-line, cloud-based solution to fill forecast capability gap
- **Siloed Business Processes:** Knowledge of forecasting methodologies siloed and not consistent across the enterprise
- **Poor User Experience:** Difficulties with user experience in current solutions

## Solutions

- **Anaplan Clinical Trials Forecasting:** Utilized the Anaplan platform as a high-performance, real-time, and scalable Clinical Trials project expense forecasting solution at the purchase order and supplier level
- **Standard, but Flexible Methodologies:** Enabled standardization of forecasting methodologies across the enterprise with ability to make management adjustments to reflect one-off costs
- **Customized User Experience:** Created customized reporting dashboards with user experience as a main focus, coupled with a heavy dose of training to enable customer to be self-sufficient

## Impact

- **Filled Capability Gap:** Able to fill clinical trials forecasting capability gap without compromising enterprise finance transformation initiative
- **Consolidated Forecasting:** Alignment across business units on forecasting methodologies and processes
- **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

\$49B Pharmaceutical  
Company

Cloud Solution Standardizes  
Enterprise-Wide Clinical  
Trial Forecasting & Increase  
Accuracy