

CASE STUDY



COMPANY



USE CASE

Consensus
Demand
Planning

INDUSTRY

Retail

SIZE

\$34.3B

REGION (S)

North America
Asia Pacific /
Latin America

PREVIOUS SOLUTION

Excel

PAIN / NEED

Inherent
limitations of
Excel

COMPETITION

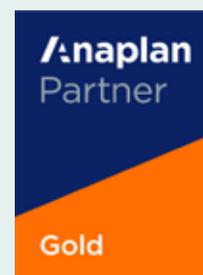
Status Quo

PROJECT DESCRIPTION

Nike's APLA Geo Supply Chain group had developed a complex consensus planning process with Excel as the tool to facilitate the process. With the complexities, the group had reached the limitations of Excel and could not enhance it anymore. Nike was skeptical of the robustness of Anaplan, as it seemed a simple tool. Anaplan and Akili were challenged with producing the tool in Anaplan in a POC. The Nike APLA S&OP initial model rollout not only included everything in the tool, but it included enhancements and other items that the group had not dared to consider. One planner described the Excel process as taking 5 hours before the final numbers could be seen for the first time. If there was an error, the process had to be restarted for a total of 10 hours. The first time this planner walked through the Anaplan process start-to-finish took 1 hour. Another tester likened the new solution to "NASA technology". Since the initial rollout, the group has deployed the solution to the entire APLA Geo in 3 waves with significant enhancements. The rollout is so successful that Nike is rolling out Anaplan to North America while continuing to make substantial enhancements to APLA models that support the changing business.

KEY SUCCESS METRIC

Nike's demand planners were spending up to 10 hours a month in Excel spreadsheets managing their plans. After implementing Anaplan with Akili as their partner, the average planner now spends 1 hour per month leveraging Anaplan, and due to Akili's suggestion/implementation of adopting "recon exceptions", the planner is able to find and fix data errors quickly. This is an 80%+ improvement in time per month for this task.



Anaplan Partner
2016 White Glove Award

Anaplan Partner
2015 Challenger of the Year

