

Quantifying the Business Case for Replacing a German Linux Service Provider's Cloud Extended Planning and Analysis (xP&A) Anaplan Solution

Business drivers

This case study will be of interest to senior IT executives and business leaders in organisations needing to financially appraise the benefits and costs of replacing existing cloud extended financial planning and analysis (xP&A) solutions with alternative market offerings.

Client

Our project sponsors were the CIO, the CFO, and the VP Global Sales Organisation of a Global Linux software service management company headquartered in Nuremberg, Germany.



Client situation

The CIO had been actioned by the organisation's CEO to replace its financial planning & analysis (FPNA) application, Anaplan, in six to eight weeks with an alternative solution. Anaplan, is a cloud xP&A application. Over 1,000 users at the organisation were using it at the centre of the organisation's FPNA and commissions ecosystem, supporting global financial planning, analysis, budgeting, forecasting and commissions core business processes.



Key challenges for our client included:

- Working out quickly how to assess the optimal replacement solution design with limited architecture resource and little time
- Working out the order of magnitude cost of change without a protracted discovery phase and procurement process
- Being able to prove out, and sensitively communicate to the CEO, there was not a viable business case for replacing Anaplan

What we provided

We provided an IT consultant with extensive experience of successful financial planning and analysis project delivery. He led a small team of client staff and contractors to assess the solution viability of alternative 'like for like' xP&A and 'best of suite' Cloud ERP offerings (e.g. SAP S4/HANA & Analytics Cloud) as well as working out the rough order of magnitude cost of change.

Project outcome

The CEO accepted that there was not a viable business case for a full replacement of Anaplan functionality aligned to the sponsors preferred 'best of suite' Cloud ERP design solution. An alternative approach, only moving Anaplan finance modules into the organisation's existing SAP S/4 HANA Cloud product was rejected as it did not meet its' FPNA requirements.

The team created an Anaplan vision, strategy and new feature delivery roadmap. This utilised Anaplan's strengths and its future product roadmap. The project was formerly closed.