



REAL TIME PLANNING ENABLES PROACTIVE SUPPLY CHAIN PLANNING AND IMPROVED S&OP

Founded in 2005, Palo Alto Networks is the next-generation security company, leading a new era in cybersecurity by safely enabling applications and preventing cyber breaches for tens of thousands of organizations worldwide. Built with an innovative approach and highly differentiated cyberthreat prevention capabilities, their security platform delivers security far superior to legacy or point products, safely enables daily business operations, and protects an organization's most valuable assets. Today Palo Alto Networks employs 5,300 employees and consist of roughly \$2.3B in annual revenue.



INDUSTRY
High Tech



USE CASE

S&OP, Supply Planning,
Product Rationalization



TECHNOLOGY
Anaplan

CHALLENGES

Palo Alto Networks utilizes third party manufacturers and suppliers to produce products and manage parts of their supply chain. Internally, Palo Alto conducted a sales and operations planning process (S&OP) in a leading advanced planning system to help manage their supply chain partners, project working capital spend, sales forecasts, and network capacity.

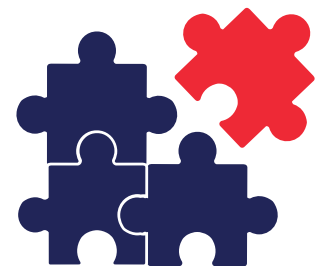
Due to the lack of flexibility and Palo Alto's rapid growth, the supply chain planning system became difficult to maintain, business processes became antiquated, and collaboration with vendors became challenging. This led to excess inventory, reduced customer service levels, and a reactive planning process.

SOLUTION

Accelytics helped Palo Alto redefine their S&OP process and implemented Anaplan as a real time planning tool to execute their supply chain planning process and increase collaboration across their entire network. In addition, processes that were managed in Microsoft Excel, such as new product introduction (NPI), product rationalization, and robust reporting, were also brought into Anaplan for increased visibility, fast reporting, and proactively managing the Palo Alto supply chain network.

RESULT

Palo Alto experienced an increase in inventory adherence by 10%, which has a direct impact on an improved service level. From a technology perspective, the Palo Alto staff was fully trained in Anaplan and has become sufficient to maintain the tool and flex the tool to accommodate an ever-changing business. This has increased user adoption in Anaplan vs. their prior technology, and also reduced Palo Alto's reliance on MS Excel to plan.



Accelytics stands for "accelerated analytics." Our team specializes in business process optimization and technology enablement within the scope of supply chain, sales performance management, and financial planning and analysis.

Accelytics leverages its Accelerated Approach methodology to help clients establish industry focused sustainable processes while using technology as a true enabler to the process.

Our experienced team delivers a broad range of services to help clients throughout their entire transnational journey.

We provide solutions that include business process optimization, technology enablement and support services.

Accelytics is headquartered in Houston, TX with offices in Dallas, Denver, Minneapolis and New York.

Learn more at www.accelytics.com.