



# DRASTIC IMPROVEMENT IN FP&A PLANNING TIME AND FORECAST ACCURACY WITH ANAPLAN

Now part of Magneti Marelli CK Holdings Co., Calsonic Kansei operates a global network across the world by having its global headquarters in Japan and its management operation in the Americas, Europe, China and Asia. In addition, there are development operations in Japan, United States, Mexico, UK, France, China, Thailand and India, and about 80 sites throughout the world, from which products can be supplied to all customers in an optimal manner. More than 20,000 employees of the company are striving to provide appealing products to customers with great teamwork across national boundaries. Calsonic Kansei has recently merged with Magneti Marelli to form a \$16B organization becoming one of the world's largest tier one automotive parts suppliers.



**INDUSTRY**

Manufacturing, Automotive



**USE CASE**

Financial Planning, Sales Forecasting, Budgeting



**TECHNOLOGY**

Anaplan

## CHALLENGES

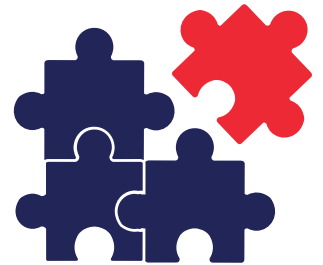
Calsonic Kansei was conducting their entire financial planning process in Excel spreadsheets. The lack of scalability in Excel hindered their ability to produce an accurate financial plan in a timely manner. Furthermore, the sales forecasting process was complex and difficult to derive a top line revenue plan given the information they were provided from OEM, aftermarket, and parts manufacturers.

## SOLUTION

Accelytics helped Calsonic optimize their business process for their entire planning, budgeting and forecasting process that drives their P&L and financial statement analysis. Anaplan was selected as the tool of choice to streamline data from a homegrown ERP, while enabling planning capabilities across multiple dimensions for several different business silos.

## RESULT

Calsonic was able to increase forecast accuracy by 5% across their revenue and projected spend. As a company, the planning cycle time was reduced from one month to 3 business days with streamlined data integration, reporting and real time scenario planning. Monthly reconciliation of the budgets were automated and rebalancing assets became efficient.



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](http://www.accelytics.com).