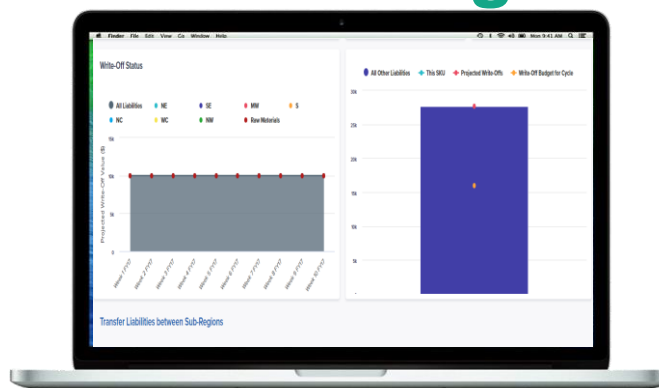


# Product Lifecycle Management: SKU Optimization – Exit Planning

How can you exit a SKU confidently and without incurring high write-off costs?

The SKU Optimization solution can help you leverage relevant data to reduce complexity and make an informed, data-supported decision.



## Key features of the Anaplan platform

### Planning at scale

Enterprise-grade scale with a cloud native platform and patented in-memory Hyperblock™ engine

### Voice to your data

One location for all your planning data that is trusted, connected, and current

### Power decision making

Unmatched flexibility to model any scenario for the organization and by the organization

## There's a better way to plan

Import your inventory levels, demand forecasts for each region and SKU identification decisions made by your team and watch Anaplan do the rest as it comes up optimized exit-decisions for you.

**It's Dynamic** – Plan and select Exit SKUs rapidly as situations evolve

**It's Collaborative** – Involve all the right people in decisions – even your suppliers

**It's Intelligent** – Leverage internal and external data to unlock predictive insights

## Key benefits

- Easily connect marketing contract dates, demand forecasts, and regional inventory levels so that exit dates and decisions can be made with all the important information on hand.
- Find opportunities to transfer product to DCs with continued sales or better run out rates.
- Customize goals for each exit cycle's budget and deadlines.
- Understand the liabilities based on exit date timing

## Key features

### Easily connect marketing contract dates, demand forecasts, and regional inventory levels

- So that exit dates and decisions can be made with all the important information on hand.
- Exit decisions for all SKUs and regions can be made with confidence and precision.
- Seeing the burn down rates of inventories will no longer be a challenge.

### Customize goals for each exit cycle's budget and deadlines

- Flexible and dynamic, the customization feature comes in handy at all times.

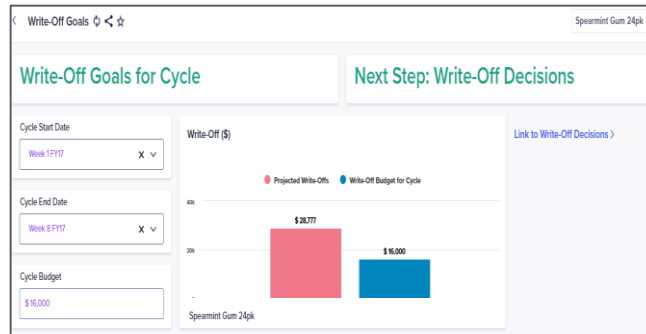
### Control the amount of sunk costs, or "Write-Offs", resulting from exiting SKUs

- Determine runout plans that support the business while minimizing costs.

### Export the Exit decision data in a format that is easy to send with the Anaplan add-in for PowerPoint

- Optimize plans and instantly view the effects, offline as well.

	Initial Inventory Level	Initial Inventory Level	Size Material Decision?	Value of Retiring Item...	Opening Inventory	Value of Opening Inventory	Input	Demand	Closing Inventory	Value of Closing Inventory	Conversion Date?	Converted Inventory	End of Cycle/Write-Off Date?	Week
Orange Flavor	2,000,000	2,000,000	Retain	\$ 0	2,000,000	\$ 20,000	0	0	2,000,000	\$ 20,000		0		Week 1 F.
Box 24pk	2,000,000	2,000,000	Retain	\$ 0	2,000,000	\$ 60,000	0	0	2,000,000	\$ 60,000		0		Week 1 F.
Box 32pk	2,000,000	2,000,000	Retain	\$ 0	2,000,000	\$ 80,000	0	0	2,000,000	\$ 80,000		0		Week 1 F.
Box 44pk	100,000	100,000	Retire	\$ 6,000	100,000	\$ 6,000	0	0	100,000	\$ 6,000		0		Week 1 F.
Box 64pk	1,000,000	1,000,000	Retain	\$ 0	1,000,000	\$ 70,000	0	0	1,000,000	\$ 70,000		0		Week 1 F.
Container 32 Piece	1,000,000	1,000,000	Retain	\$ 0	1,000,000	\$ 100,000	0	0	1,000,000	\$ 100,000		0		Week 1 F.
Container 64 Piece	1,000,000	1,000,000	Retain	\$ 0	1,000,000	\$ 130,000	0	0	1,000,000	\$ 130,000		0		Week 1 F.
Ball	1,000,000	1,000,000	Retain	\$ 0	1,000,000	\$ 100,000	0	0	1,000,000	\$ 100,000		0		Week 1 F.
Christmas Colors Gum...	400,000	400,000	Retire	\$ 4,000	400,000	\$ 4,000	0	0	400,000	\$ 4,000		0		Week 1 F.
Gum Wrapper	10,000,000	10,000,000	Retain	\$ 0	10,000,000	\$ 10,000	0	0	10,000,000	\$ 10,000		0		Week 1 F.
Plastic Wrapper for x3 S...	1,000,000	1,000,000	Retain	\$ 0	1,000,000	\$ 5,000	0	0	1,000,000	\$ 5,000		0		Week 1 F.



## Key features of the Anaplan platform

### Ease of use

Engaging, collaborative, and actionable user experience

### Safeguarding your present and future

Robust protection through user access controls, identity management, and data encryption

### Superior visibility

Embedded intelligence and optimization to drive insights that matter

## About Anaplan

Anaplan (NYSE: PLAN) is pioneering the category of Connected Planning. Our platform, powered by our proprietary Hyperblock™ technology, purpose-built for Connected Planning, enables dynamic, collaborative, and intelligent planning. Large global enterprises use our solution to connect people, data, and plans to enable real-time planning and decision-making in rapidly changing business environments to give our customers a competitive advantage. Based in San Francisco, we have over 20 offices globally, 175 partners, and more than 1,400 customers worldwide.

To learn more, visit [anaplan.com](https://anaplan.com).