

Our Key Team Member



Rahul Phadnis

Solution Consultant

Background

Rahul is an IT engineer and has an MBA from NUS Business School in Singapore. He has worked in the consulting and banking industries in India, US and South East Asia. With a strong experience in data analytics and visualization he has worked on multiple tools such as Anaplan, Qlik, Cognos etc. Previously, he has also built financial models using Excel, VBA and Access.

Relevant Key Skills

- Expertise in transforming traditional excel based legacy systems into Anaplan platform
- Business Modelling and Scenario Analysis; Sales Force Optimization, Call planning, Incentive Compensation; Financial planning, budgeting & forecasting;
- Reporting and Data Visualizations
- Delivers key enablement trainings
- Various industry experience (Banking, Shipping, TMT, Pharmaceuticals, Healthcare, Gaming)

Relevant Experience (continued)

United Laboratories Philippines (FP&A)

- Anaplan Training conducted for 50 participants (Covering all key functions)
- We have been able to decommission the existing SAP-BPC application for Planning with Anaplan (Customer has moved from IPLAN on BPC to UNILPLAN with Anaplan)
- There have been significant improvements in the areas such as following:
 - Closer coordination between Sales & Marketing for SKUs volumes & Discounts
 - New Product Introduction, changes in the hierarchy for Brand, Category, SKUs were moved from offline process to Anaplan
 - Budgeting Manual comprising of Calendar, Assumptions, Policies & guidelines were moved from offline processes to Anaplan
 - Budgeting Announcements/ briefings are done from Anaplan
 - Over 500 Users, Complex Data (multiple ERP systems), Very unique Sales & Cost planning process (Pharma specific)
 - Self sufficient in-house team
 - Completed deployment in less than 3 months

United Laboratories Philippines (Consolidation)

- Ad-hoc Consolidation for 80 companies including Legal and Planning consolidation
- On-going project with expected completion in January

Scanomi *Planning simplified, Performance achieved.*

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Relevant Experience

PLDT & SMART Philippines

- Allocation of cost for the FP&A team across a group of companies for the largest Telecom operator in Philippines
- Led the space optimization process of the Anaplan model, enabling our client to save more than 30% space
- Automated data upload into Anaplan and setup the process for automation using UNIX scripting
- Gathered requirements for Profitability reports and translated the Allocation rules into Anaplan way model – an activity that had previously failed at PLDT across 3 different vendors

Razer Singapore

- Built budgeting and forecasting enhancement for implementing project costs within Anaplan
- Setup a Rolling Budget functionality to enable client teams have 11 Rolling Budget versions

United Laboratories Philippines

- Marketing & Sales Planning for Sales Forecasting, Discounts, Cost of Goods Sold, Channel mix and Free goods
- - Manpower Planning for Existing and transfer staff, New hire, Balance to hire, Overtime etc
- - CAPEX planning for New Assets, Unrecorded Assets, Carryover assets, Asset Under Construction, System Developments
- - OPEX planning for overhead, samples, product related etc
- - P & L, linked to the underlying modules & allocations of shared cost
- - Cashflow planning for Enablers, Sub Holding companies, Supporting function
- - Social media integration: Greater collaboration via full integration with Facebook@ work, truly realised connected planning experience

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