

Demand Management

The Seminar on Best Practices

This 1-day seminar will teach you how to:

1. Define a consensus forecasting process that leverages the knowledge and responsibilities of various participants so they make effective contributions.
2. Establish a Sales & Operations Planning process that allows your executive team to guide your company to success via fast and effective meetings.
3. Craft high performance processes for demand management and establish the appropriate performance measurements.
4. Balance the roles of strategy, processes, and technology in developing improved demand management capabilities.

“The material gave me great insights into what my company is doing wrong and how to get us back on the path to success.”

Consensus & Collaboration

Participants & Contributions

The Bull Whip Effect

Collaboration Standards

Collaborative Planning

Forecasting & Replenishment

Vendor Managed Inventories

\$349 per person*

*10% discount for teams of 4 or more

High Performance Processes

Business Process Design

Performance Measurements

Demand Manager Responsibilities

Leveraging Technology

Weekly Bookings Review

Learn

Debate

Apply



Sales & Operations Planning

S&OP Maturity Model

Demand & Supply Meetings

Participants

Managing Imbalances

Executive S&OP Meeting

Phased Implementations



Contact education@emailta.com or visit www.transformanceadvisors.com

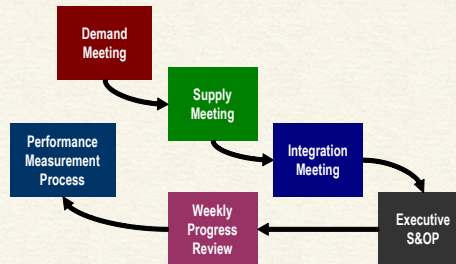
Demand Management

The Seminar on Best Practices

Each seminar module

1. Provides you the opportunity to learn about the best practices in place at leading companies.
2. Provides you the chance to debate the applicability of these best practices for your organization.
3. Includes exercises designed for you to begin applying the knowledge you have gained.

S&OP is truly a process and not just a meeting. There is a sequence of steps that are laid out and followed.

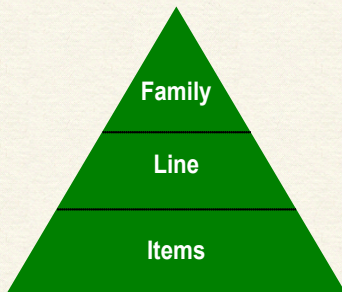


Who Should Attend

Demand Management
 Master Scheduling
 Production Planning
 Order Management
 Demand Forecasting
 Supply Chain Management
 Inventory Planning
 Marketing Management
 Capacity Planning
 Sales Management
 Information Technology
 Distribution Planning

“It was great to see the steps, agendas, samples, project plans, and a detailed case study.”

Plan to a forecast; execute to an order



Schedule

8:00 – Breakfast & Sign-in
 8:30 – Collaborative Forecasting
 11:00 – Sales & Operations Planning
 12:00 – Lunch on Your Own
 1:00 – Sales & Operations Planning
 2:30 – High Performance Processes
 5:00 – Seminar Concludes

Prior Attendees For Our Events

Hewlett-Packard
 Maytag
 Amgen
 Texas Instruments
 Boeing
 Cummins
 Kodak
 Avaya
 Huntsman Chemical
 Schlage Lock
 Dade Behring
 Sunrise Medical
 Baxter Healthcare

If you have 8 or more people, then contact us for scheduling a special event to educate your team where and when you want!

This is a fantastic opportunity to network with other professionals and discuss your demand management challenges!

ISCEA Members

You will earn 7 CE credits towards CSCM certification maintenance.

APICS Members

You will earn 7 CE points towards CPIM certification maintenance.

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