

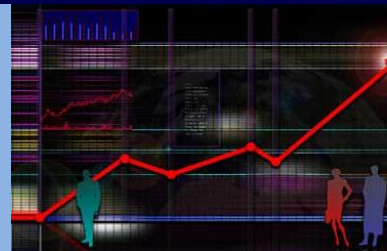
DEMAND PLANNING STRATEGIES

For Improved Business Performance

A comprehensive 2 day course for your team to improve forecasting now!

Worldwide location arranged at your convenience, conference and single company seminar formats

To be successful in today's environment, a robust Demand Planning and management process needs to be embedded within your organization to align your organization around market needs, and set the tone for allocating your supply resources and investment. In this two day, high-impact workshop, participants get a blend of Demand Planning theory, practical application, case study work, and the knowledge to begin improving your team's demand planning and management capabilities right away.



INSTRUCTOR PROFILE



Eric J. Tinker is a Principal with Nexview Consulting, LLC and has more than 20 years of experience in management consulting, leading large complex change in the US and internationally. His projects have successfully delivered more than \$500MM in operational improvements across a variety of industries. These results have been achieved in areas such as demand management, sales & operations planning, pricing, inventory management, procurement, distribution, information systems, organizational design, and business performance management. Nexview's methods are characterized by quick impact, client ownership, and structured change management.

IN THIS COURSE WE WILL

- Examine demand planning's linkages to company strategy, supply chain, and overall planning efforts
- Explore the components of a world class demand planning process and how to reach a consensus plan
- Investigate quantitative methods and applications
- Discuss how to measure and improve forecast accuracy
- Examine industry differences and similarities
- Examine how trading partners are collaborating
- Survey tool use ranging from Excel to enterprise level applications

SUMMARY AGENDA

Day 1 – The Elements of Demand Planning

- Demand Planning linkages throughout the company
- Key elements of the Demand Planning process and benchmark your current state
- Industry similarities and differences
- Quantitative methods
- Key Performance Indicators and getting to the root causes of forecast error

Day 2 – Demand Planning in Action

- Integrating Demand Planning with Sales & Operations Planning
- Getting to consensus through the Demand Consensus Meeting
- Roles and organizational considerations
- Collaborative Planning Forecasting & Replenishment
- Demand Planning information systems
- Change management and implementing improvements in your organization



WHO SHOULD ATTEND

Analysts, Managers, and Executives from functions such as:

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|--|----------------------|
| • Demand Planning | • Operations |
| • Sales & Operations Planning | • Supply Chain |
| • Sales, Business Development, and Marketing | • Product Management |
| • Finance | • Procurement |
| • Strategic Planning | • Entrepreneurs |

FOCUS INDUSTRIES

- Consumer Packaged Goods
- Chemicals
- Life Sciences
- High Tech
- Manufacturing
- Energy

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