



Training courses to align your team and jumpstart improvement

Nexview training courses are a mix of instruction, team building, case studies, and exercises that produce outputs participants can put to use immediately. One or two day agendas are available for single company and conference settings on a global basis. A tailored, high-impact workshop may be just what your team needs to get on the same page to kick-off or jumpstart an improvement effort.

- Courses are intended for cross-functional audiences to provide visibility to all who have a role and impact. Executive and process contributor segments engage those who sponsor change and improvement, as well as those who make it happen.
- We include tools and methodologies that Nexview has been using for years to help clients improve performance.



Sales & Operations Planning/ Integrated Business Planning

Leadership teams need an effective S&OP process to maximize their opportunities and position their teams for success. In this course we will:

- Examine S&OP linkages to strategy, supply chain, finance, and overall planning efforts
- Address the needs of those just starting with S&OP, or those that need to revitalize an existing process
- Benchmark your process vs. best practices
- Examine roles, change management techniques, IT systems, reports, global S&OP, and results areas
- Surface current challenges in your company and illustrate how S&OP can address to drive results
- Discuss how to improve your S&OP meetings, advance S&OP maturity, and use of KPIs

SUMMARY AGENDA:

Day 1

- The S&OP process and linkages to strategy
- Design considerations and key roles
- Benchmark your process vs. best practices
- Report formats
- Estimate the value of opportunities
- S&OP KPIs

Day 2

- S&OP Information systems
- Global vs. regional S&OP
- S&OP practices of leading companies
- Extending S&OP to trading partners
- Develop a vision for your S&OP
- Case study
- Change management

Demand Planning

A robust demand planning process is critical to unite your team around market demand and set the pace for investment and resource deployment. In this course we will:

- Examine demand planning’s linkages to strategy, supply chain, finance, and overall planning efforts
- Explore the components of a world class demand planning process and how to reach a consensus demand plan
- Investigate quantitative methods and applications
- Benchmark your process vs. best practices
- 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

- DP linkages throughout the company
- Components of DP
- Benchmark your process vs. best practices
- Industry differences
- Quantitative methods
- Demand Planning KPIs

Day 2

- Integrating DP with S&OP
- Getting to a consensus demand plan
- Roles and org considerations
- CPFR
- Information systems
- Case study
- Change management

Nexview is...

an operations improvement management consulting firm that helps clients leverage S&OP to drive results and continuous improvement.