

# BEST OF THE BEST S&OP CONFERENCE

JUNE 14-15, 2018 | CHICAGO, ILLINOIS

Presented by APICS and IBF



APICS



*Institute of Business  
Forecasting & Planning*

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# BEST OF THE BEST S&OP CONFERENCE

Attend the leading S&OP and integrated business planning conference, this June in Chicago. APICS and IBF's 11th annual Best of the Best S&OP Conference features education from global supply chain experts. You'll also enjoy opportunities to network with leaders and peers across industries. Whether you are engaged in a mature S&OP process or just starting to deploy, attend the leading S&OP conference to gain an edge for your organization.

At the event, you will learn how to:

- Use forecasting and demand planning in your S&OP process
- Employ integrated business planning techniques
- Enhance collaboration across sales, marketing, finance and supply chain
- Extend S&OP outside your organization and throughout the supply chain
- Manage and mitigate risk
- Use S&OP to enhance new product launches
- And so much more

Regardless of your industry or position, the Best of the Best S&OP Conference offers actionable insights to help you improve your S&OP process.

Follow APICS and IBF for S&OP content, news and previews leading up to the conference:



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Learn more and register today at [apics.org/best](https://apics.org/best)



## SCHEDULE AT A GLANCE

### Thursday, June 14

- 7:00 a.m.-8:30 a.m. Registration, Continental Breakfast and Exhibitor Connections
- 8:30 a.m.-8:45 a.m. Welcome and Opening Remarks
- 8:45 a.m.-9:45 a.m. General Session: Modernizing Old S&OP for Brand New Profits: Your Roadmap to S&OP Maturity\*  
Patrick Bower, Senior Director of Global Supply Chain Planning & Customer Service | Combe Inc.
- 10:00 a.m.-11:00 a.m. Room I: Integrate to Accumulate: How Demand Planning, Forecasting and S&OP Work Together To Drive Growth\*  
Greg Spira, Head of Forecasting - North America | Mondelēz International
- Room II: The People Puzzle: Identifying Required Skills and Hiring the Best Talent to Deliver Strategy\*  
David M. Hovey, Director, Supply Chain | Hostess Brands, LLC  
Whitney Bachman, Demand Planner | Hostess Brands, LLC
- 11:15 a.m.-12:15 p.m. Room I: Graduating to The Big Leagues: Implementing S&OP to Successfully Scale and Manage Growth\*  
Lachelle Buchanan, Director of Sales & Operations Planning | US Silica
- Room II: Forecasting the Unforecastable: How to Align and Manage Demand for New Products\*  
Rizwan Asim, Supply Chain Manager | Five Guys International
- 12:15 p.m.-2:30 p.m. Lunch and Keynote Presentation Sponsored by **prevedere**  
Sara Park, Vice President of Business Development | The Coca-Cola Company
- 2:30 p.m.-3:30 p.m. Room I: Stop Reacting & Start Predicting: How to Improve Demand Planning for Better Demand Reviews and Decision Making\*  
Peter Thomas, CPF, Strategic Planning Manager | FMC Corporation
- Room II: Big Data, Bigger Answers: Gaining Actionable Insights from Data and Predictive Analytics, and Proper Metrics\*  
Curtis Brewer, CPF, Manager of SIOP and Process Excellence | Bayer Cropsience  
Greg Schlegel, Adjunct Professor Supply Chain Risk Management | Lehigh University
- 3:45 p.m.-4:45 p.m. Room I: Balancing Act: Optimizing the S&OP Supply Review Process to Meet Demand\*  
Brandon Bland, CPIM, Materials Manager | Parker Hannifin Corporation
- Room II: Best-Laid Plans: Scenario Planning and Mitigating Risk Within the S&OP Process\*  
Mike Reibsamen, Director, Integrated Supply Chain | Berry Global
- 5:00 p.m.-6:00 p.m. Best of the Best Attendee Reception, sponsored by 

## SCHEDULE AT A GLANCE

### Friday, June 15

- 7:30 a.m.-8:30 a.m.      **Registration, Continental Breakfast and Exhibitor Connections**
- 8:30 a.m.-9:30 a.m.      **Room I: Going Beyond Supply Chain: Integrating S&OP with Financial & Strategic Planning For a New Era\***  
John Piechule, CSCP, CPIM, CPF, Supply Chain Senior Manager, Product Supply | Arkema Inc.
- Room II: Teaching an Old Dog New Tricks: Fixing Shortcomings to Bring S&OP Up to Date\***  
Eric Wilson, CPF, Director of Planning | Escalade Sports
- 9:45 a.m.-10:45 a.m.      **Room I: Translating for the Execs: Preparing for a Successful Executive Review\***  
Carol Utrup, CSCP, CS&OP, S&OP Business Analyst Lead | Parker Hannifin
- Room II: Digitize to Capitalize: Leveraging Technology to Transform S&OP\***  
Andrew D. Schneider, ACPF, Global Demand Manager - Supply Chain | Medtronic
- 10:45 a.m.-11:15 a.m.      **Networking and Exhibitor Connections**
- 11:15 a.m.-12:00 p.m.      **S&OP Panel Discussion**

\*This educational session qualifies for 1 elective contact hour toward the APICS S&OP Education Certificate. Learn more at [apics.org/SOP](http://apics.org/SOP).

## BEST OF THE BEST CONFERENCE PRICING

Registration Type	Price Per Person
Member (APICS or IBF)	\$1,395
Team (3+)	\$1,345
Nonmember	\$1,495
Onsite	\$1,595

## ADDITIONAL LEARNING OPPORTUNITIES

### Earn the APICS S&OP Education Certificate

Attendees can receive up to 5 elective contact hours toward the APICS S&OP Education Certificate, which shows a demonstrated commitment to and understanding of the principles and functions of sales and operations planning. View the "Schedule at a Glance" to see which sessions qualify for the education certificate. Learn more at [apics.org/sop](http://apics.org/sop).

Complete your APICS S&OP Education Certificate in three days! In conjunction with the Best of the Best S&OP Conference, APICS is hosting the "Principles of Sales & Operations Planning" seminar on Tuesday, June 12. Register today and earn the remaining core hours for the APICS S&OP Education Certificate.

Learn more at [apics.org/events](http://apics.org/events).

## EXHIBITORS



## ACCOMMODATIONS AND TRAVEL

### Getting to the Best of the Best Conference

The Best of the Best S&OP Conference, taking place June 14-15, 2018, is hosted at the Chicago Marriott O'Hare in Chicago, Illinois. A secured, discounted block of rooms is available at the hotel, subject to availability, at a rate of \$174 plus tax. Please mention when making your reservation that you are attending the Best of the Best S&OP Conference to receive this special rate.

#### Chicago Marriott O'Hare

8535 West Higgins Road  
Chicago, Illinois 60631  
+1.773.693.4444

### Travel to Chicago

Chicago is served by two international airports: O'Hare International Airport and Midway International Airport. O'Hare is five minutes from the Chicago Marriott O'Hare and is the recommended airport.

#### O'Hare International Airport

[flychicago.com/ohare](http://flychicago.com/ohare)  
Distance to hotel: 0.3 miles

#### Midway International Airport

[flychicago.com/midway](http://flychicago.com/midway)  
Distance to hotel: 30.3 miles

#### CTA Train

[transitchicago.com](http://transitchicago.com)  
Take the Blue Line to the Cumberland stop to reach the hotel, or continue south on the line to reach downtown Chicago.

#### Metra Train

[metrarail.com](http://metrarail.com)  
You can reach the station from the terminals by taking the Airport Transit System to the remote parking lots. From the remote parking lots, board the "Parking Lot F" airport shuttle bus for a quick ride to the O'Hare Transfer Station.

#### Pace Bus

[pacebus.com](http://pacebus.com)  
Two bus routes serve O'Hare International Airport directly (routes 250 and 330) and others can be accessed by connections from Pace buses, Metra rail or the CTA Blue Line.



## ABOUT CHICAGO

This lively, cultured metropolis offers an array of tourism opportunities, from sports and entertainment to arts and fine dining. Chicago attractions include Millennium Park, the Field Museum, Rivers Casino, Willis Tower, the Art Institute of Chicago and much more. Visit [choosechicago.com](http://choosechicago.com) to see all that this lively city can offer.

### Chicago Event Highlights

#### Chicago White Sox vs Detroit Tigers

See the White Sox play the Detroit Tigers, June 15-17 at Guaranteed Rate Field.

#### Grant Park Music Festival

Hear an outdoor classical music series, June 15-16 at Jay Pritzker Pavilion in Millennium Park.

#### Taste of Randolph Street

Browse six blocks of artisan and restaurant booths plus three music stages, June 15-17 on West Randolph Street.

#### Macbeth

See the classic play reimaged by the Chicago Shakespeare Theater at The Yard.

#### Pilsen Food Truck Social

Take in delicious mobile eats and cool live beats, June 16-17 in the Pilsen neighborhood.

#### The Best of The Second City

Catch some of Chicago's trademark comedy with the best sketches, songs, and improvisations from The Second City Touring Company.



## ABOUT THE ORGANIZERS



APICS is the association for supply chain management and the leading provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience. The APICS Certified in Production and Inventory Management (CPIM); APICS Certified Supply Chain Professional (CSCP); APICS Certified in Logistics, Transportation and Distribution (CLTD); and APICS Supply Chain Operations Reference-Professional (SCOR-P) designations set the industry standard. With more than 45,000 members and approximately 300 channel partners, APICS is transforming the way people do business, drive growth and reach global customers. Learn more at [apics.org](http://apics.org).



### **Institute of Business Forecasting & Planning**

The Institute of Business Forecasting & Planning (IBF) is a membership organization recognized worldwide as the premier full-service provider of demand planning, forecasting, analytics, S&OP education, benchmarking research, training, certification, world-class conferences and advisory services. For over 30 years, the IBF has been helping businesses improve their forecasting and planning performance in an effort to enhance growth and improve their bottom line. Having some of the world's most well-known global companies as its members, the IBF is constantly finding and disseminating better ways to manage demand, improve supply chain efficiency and increase organizational performance. Learn more at [ibf.org](http://ibf.org).

## BEST OF THE BEST PROGRAM SPONSOR



Oliver Wight principals are business improvement specialists who educate, coach and mentor executives to lead and sustain change on the journey to business excellence. Providing knowledge transfer, facilitation, coaching, mentoring and motivational support, all Oliver Wight principals have come out of industry with a wide variety of hands-on experience. Learn more at [oliverwight-americas.com](http://oliverwight-americas.com).

