

THE 10TH ANNUAL **BEST OF THE BEST** S&OP CONFERENCE June 15–16, 2017 | Chicago, Illinois

Presented by APICS and IBF



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BEST OF THE BEST S&OP CONFERENCE

Thank you for attending the 10th annual Best of the Best S&OP Conference, presented by APICS and the Institute of Business Forecasting & Planning (IBF).

This conference is the leading global educational and networking event for the brightest minds in the field. The educational sessions will present a range of in-depth topics to help you implement or improve sales and operations planning (S&OP) within your organization.

In the next two days, 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
- Manage and mitigate risk
- Use S&OP to ensure success with new product launches
- Exploit supply and demand analytics, data, and metrics

There also are several networking opportunities scheduled during the conference that will allow you to develop professional relationships, discuss key challenges and share best practices. Engage with colleagues from other industries to identify themes and commonalities that can help your organization evolve and adapt in today's changing business landscape.

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.

Don't forget to share your #BOTBSOP conference experience on social media:

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Best of the Best S&OP Conference 2017 presented by



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SCHEDULE AT A GLANCE

Thursday, June 15

Time	Program
7:30 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.	Viva la Revolución: New Attitudes for S&OP to Keep Pace with Evolving Markets*
10:00 a.m.–11:00 a.m.	Track I: Connect the Dots for Better Decision Making: How Demand Planning, Forecasting and S&OP Work Together*
	Track II: Marrying Cash Flow and Supply Chain: Driving Growth with Financial and S&OP Integration*
11:15 a.m.–12:15 p.m.	Track I: Architects of Change: Implementing S&OP and Managing the Process*
	Track II: Knowing the Unknown: How to Align and Manage Demand for New Products using S&OP*
12:15 p.m.–2:30 p.m.	Lunch and Keynote Presentation Sponsored by prevedere
2:30 p.m.–3:30 p.m.	Track I: Boosting the Demand Review: Improve Demand Planning for Better Review Meetings*
	Track II: Tapping into the Data Goldmine: How to Exploit Supply & Demand Analytics, Data Management, and Metrics*
3:45 p.m.–4:45 p.m.	Track I: Keeping a Watchful Eye: Optimizing the S&OP Supply Review Process*
	Track II: Planning for the Best, Preparing for the Worst: Scenario Planning and Mitigating Risk within the S&OP Process*
5:00 p.m.–6:00 p.m.	Best of the Best Attendee Reception Sponsored by SAP

Friday, June 16

Time	Program
7:30 a.m.–8:30 a.m.	Registration, Continental Breakfast and Exhibitor Connections
8:30 a.m.–9:30 a.m.	Track I: Translating for the Execs: Preparing for a Successful Executive Review*
	Track II: Resurrecting a Failed S&OP: 4 Broken Links in the Process and How to Fix Them*
9:45 a.m.–10:45 a.m.	Track I: People Power: Identifying the Required Skills and Finding the Best S&OP Talent*
	Track II: Resolving Conflict: Aligning for Action and Building Consensus*
10:45 a.m.–11:15 a.m.	Networking and Exhibitor Connections
11:15 a.m.–12:00 p.m.	S&OP Panel Discussion

Don't miss Thursday's Attendee Reception

June 15, 5:00 p.m.–6:00 p.m.

Network with colleagues and enjoy hors d'oeuvres and beverages.

Sponsored by **SAP**

**This educational session qualifies for 1 elective contact hour toward the APICS S&OP Education Certificate. Learn more at apics.org/SOP.*

Lunch and Keynote Presentation

Sponsored by



Thursday, June 15

12:15 p.m.–2:30 p.m.



Laurence Wolfe, Senior Vice President of Operations | Heineken USA

Laurence Wolfe holds over 16 years' senior level supply chain and operations management experience. He has significant international experience with leading consumer brands in the food, media, and alcoholic beverage categories with primary focus on exceeding customer expectations and delivering business value. He has expertise in developing supply chain strategy, delivery of value chain optimization, the design of distribution networks, customer value management, and operational execution.

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.

Take advantage of seminars throughout the year, to complete your APICS S&OP Education Certificate. Learn more at apics.org/events.

EDUCATIONAL SESSIONS

Thursday, June 15

7:30 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.

Viva la Revolución: New Attitudes for S&OP to Keep Pace with Evolving Markets*

Eric Wilson, CPF

Berry Plastics

Director of Demand Forecasting

S&OP has been around before the conception of the internet and in terms of the core concepts, not much has changed since then. This is a serious issue for all demand planners and S&OP professionals because your particular market and consumer bases have changed drastically over the last 30-plus years.

The problem is not a lack of understanding of existing processes or a lack of results. The problem, rather, is that S&OP and Integrated Business Planning may not keep up with where your business is going, and risks failing to deliver value in an evolving market place. Do you see S&OP as an evolutionary process or one based on defined concepts and best practices? If you're not viewing your role as an evolutionary process that is flexible, adaptable and forward thinking, this session is for you. We will discuss alternative ways to look at your current gaps and how all the components of a successful business process come together. Designed to help guide you not only to the appropriate sessions at this conference, this presentation will encourage you to think about what questions you should be asking of your fellow S&OP professionals and, crucially, of yourself.

10:00 a.m.–11:00 a.m.

Track I: Connect the Dots for Better Decision Making: How Demand Planning, Forecasting and S&OP Work Together*

Todd Gallant, ACPF

Vice President of Integrated Planning | Deckers

What is demand planning and how does it differ from forecasting? How does S&OP fit into the overall business planning process? In the world of forecasting and planning, it is not only important to define and clarify these functions, but to also understand their relationships to one another. In this session, you will discover how an effective forecast drives S&OP and how demand planning's collaborative approach is a catalyst for effective decision making. Learn how to communicate and strive for S&OP excellence through alignment and consensus planning. Key takeaways include how to resolve common problems based on misunderstandings of the S&OP process, and how to resolve them in your own organization.

Attend this session to learn:

- How the forecasting function of an organization aligns with the demand planning function to support S&OP
- How to identify tactical relationships between forecasting and demand planning, and define steps to support overall strategy
- How common misunderstandings of S&OP can cause fractures in your planning process

**This educational session qualifies for 1 elective contact hour toward the APICS S&OP Education Certificate. Learn more at apics.org/SOP.*

EDUCATIONAL SESSIONS

Thursday, June 15 continued

10:00 a.m.–11:00 a.m.

Track II: Marrying Cash Flow and Supply Chain: Driving Growth with Financial and S&OP Integration*

Pamelyn Lindsey, CSCP

Director, Global Supply Chain Operations | Ciena

We know that cash flow, working capital, tax efficiency and profitability are key to your company's success. The question is, does your organization view these separately or as part of a whole? Integrating these supply and demand principles with sound financials is a value-added approach that is often left under-exploited. Companies that operate with one integrated set of numbers (operational and financial) differentiate themselves by allowing decision makers to focus on all areas, thereby achieving wider strategic goals. By implementing a successful supply chain strategy, you will be able to use S&OP to establish a top-down, strategic view of your organization.

Attend this session to learn:

- How to balance and integrate the multiple financial drivers of profitability
- How to effectively use S&OP as the basis for cash flow forecasting
- How to link units and dollars together in your S&OP process, enabling the business to run with one set of numbers and one overall plan

11:15 a.m.–12:15 p.m.

Track I: Architects of Change: Implementing S&OP and Managing the Process*

Pete Alle

Vice President of Supply Chain | Oberweis Dairy

Rapid growth or dramatic changes in the business often expose company processes that are not scalable. Forward thinking companies recognize that implementing a well-functioning S&OP process is instrumental to operational success. But to achieve successful S&OP during periods of significant change, a new mindset needs to be instilled within the company's culture. In this session, we will discuss and outline how to collaboratively and effectively apply an S&OP process that improves forecast visibility, communication, inventory strategy, and customer service. This session will also focus on the importance of change management and ongoing oversight of an S&OP process to align with growth and cross functional collaboration.

Attend this session to learn:

- How to clarify and establish the time, effort and collaboration required to begin, design, and implement an effective S&OP process
- How to recognize if your organization is ready for change in order to move the S&OP process forward
- How to revitalize S&OP when the process has not produced results and lost stakeholder buy-in

*This educational session qualifies for 1 elective contact hour toward the APICS S&OP Education Certificate. Learn more at apics.org/SOP.

EDUCATIONAL SESSIONS

Thursday, June 15 continued

11:15 a.m.–12:15 p.m.

Track II: Knowing the Unknown: How to Align and Manage Demand for New Products using S&OP*

Martin Stermensky

Associate Director, Global Demand Management
and New Product Introductions

Abbott Laboratories

Managing new product launch processes is essential to your company's growth, but demand error for new products is high. How do you mitigate the risk of new product launches and ensure maximum probability of success? Innovation is one of the few tools companies can use to adapt to new patterns of consumer behavior, while improving top and bottom line performance. A well-designed new product introduction process needs to keep the consumer in mind every step of the way. In this session, you will learn how to develop new strategies for today's competitive markets and implement best practices for product planning. This includes leveraging portfolio management review for improved new product forecasting with the aim of empowering new growth initiatives.

Attend this session to learn:

- How to implement innovative forecasting techniques for new product launches
- How to help your company drive alignment between the intersection of S&OP with the new product launch process
- How to leverage the portfolio management review for improved new product forecasting

12:15 p.m.–2:30 p.m.

Lunch & Keynote Presentation

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FORECAST WITH CONFIDENCE

Laurence Wolfe

Senior Vice President of Operations

Heineken USA

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EDUCATIONAL SESSIONS

Thursday, June 15 continued

2:30 p.m.–3:30 p.m.

Track I: Boosting the Demand Review: Improve Demand Planning for Better Review Meetings*

David Kloostra, CPF

Demand Manager | Mallinckrodt Pharmaceuticals

David Widder, CPIM

Director, Supply Chain Planning | Mallinckrodt Pharmaceuticals

The overall aim of the S&OP process is to arrive at a game plan to manage and allocate the firm's resources to meet the needs of customers and grow the business. A key driver for effective S&OP is demand planning and forecasting, which many companies find extremely challenging. Demand planning and forecasting drives the Demand Review meeting. Forecasts must therefore be assessed to ensure that they are realistic and unbiased. Gaps between supply and demand, and between forecasts and plans, must be closed to maximize revenue and profit, whilst risks and opportunities need to be visible to develop corporate strategy. In this session, we will explore these issues through practical examples, enabling you to assess the gaps in your own organization. If your team struggles to achieve an effective demand reviews process driven by accurate forecasts, this session is for you.

Attend this session to learn:

- How to develop your forecasting and planning process for better S&OP
- How to use inputs, outputs, and roles and responsibilities to maximize the demand review meeting
- Why it is necessary to invest resources to improve your demand planning and forecasting process

2:30 p.m.–3:30 p.m.

Track II: Tapping into the Data Goldmine: How to Exploit Supply & Demand Analytics, Data Management, and Metrics*

Brinson Silver

Monster Beverage

With the technology available today, there is a tremendous amount of data available for effective supply chain management. Companies must now transform massive amounts of data into business intelligence using analytics, but understanding how to harness this innovation for more robust planning is not easy. In the supply chain and demand planning functions, the goal is to convert the mass of both structured and unstructured data into value-added insight to help improve service, reduce costs, improve inventory management, and increase profits. How do we accomplish this and what metrics are most appropriate to measure performance? This presentation will discuss the journey to becoming "practitioners" at "managing the analytics" for the planning process.

Attend this session to learn:

- How to use descriptive analytics (e.g. reports, KPI's, dashboards) to report on performance metrics and determine plans for possible change
- How to use predictive analytics to improve forecasting, customer relationship management and inventory control
- How to determine when to use judgement or qualitative measures instead of analytics for better planning and forecasting

*This educational session qualifies for 1 elective contact hour toward the APICS S&OP Education Certificate. Learn more at apics.org/SOP.

EDUCATIONAL SESSIONS

Thursday, June 15 continued

3:45 p.m.–4:45 p.m.

Track I: Keeping a Watchful Eye: Optimizing the S&OP Supply Review Process*

Joe Cervino

Regional Manager, Sales and Operations Planning
Bayer Consumer Health

The supply review process is the “other half” of the Supply and Demand Balancing process, and is critical for long term management of capacity and inventory. Demand planning offers an unconstrained plan, while the Supply Review arrives at a constrained plan with options for resolution or issues that need to be elevated to a higher level. During this session, we will review the basics of the Supply Review process, while sharing best practices and what should be discussed during the meeting. This will include important metrics, tools, suggested participants, the cadence to keep, and more. With practical takeaways, you will learn how to make the supply process in your own organization as lean and efficient as possible.

Attend this session to learn:

- Meeting timing, agenda items, and who should participate
- Cycle timing – should this be done in weeks or monthly buckets?
- How to leverage the Supply Review for strategic decision making

3:45 p.m.–4:45 p.m.

Track II: Planning for the Best, Preparing for the Worst: Scenario Planning and Mitigating Risk within the S&OP Process

Patrick Bower

Senior Director, Global Supply Chain Planning & Customer Service | Combe Inc.


Scenario planning is a structured program where executives look at simulated changes in supply, demand, and inventory. In other words, looking into the future to see how changes across these variables impact the business. Every business should be doing this either at a very strategic level or lower level. Unfortunately, many companies simply look at yearly changes in growth and not the changing dynamics in the market that happen at a faster rate. This can severely threaten the business if ignored. What if there is a major shift in demand? If a new competitor comes in and steals your market share, how will you handle excess inventory and warehousing costs? This session will reveal how to assume a strategic leadership role and be ready to react to multiple scenarios in order to mitigate such risks.

Attend this session to learn:

- How to minimize surprises, ranging from 6 months to 10 years in the future
- How to improve the management of your demand and supply signals to reduce latency and improve time to action
- How to react to multiple unexpected situations and limit damage to the bottom line

5:00 p.m.–6:00 p.m.

Best of the Best Attendee Reception

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EDUCATIONAL SESSIONS

Friday, June 16

7:30 a.m.–8:30 a.m.

Registration, Continental Breakfast and Exhibitor Connections

8:30 a.m.–9:30 a.m.

Track I: Translating for the Execs: Preparing for a Successful Executive Review*

Robert Sliter

Global Sales & Operations Planning Leader – Composites
Owens Corning

The executive review component of the S&OP process is a crucial element that requires significant preparation. How do you prepare it, and what steps should you be taking? This session will reveal the best practices and the key factors in writing a successful executive review that conveys findings in a language that is clear and actionable. This means developing a planning playbook to provide accountability and transparency to the executive team. In this session, you will also learn from an experienced supply chain leader how to establish your executive team as stewards of the S&OP process so they can both oversee it, and leverage it as a strategic growth tool.

Attend this session to learn:

- How to identify the key characteristics that comprise a world-class executive review
- How to design and implement an effective executive review for your company
- Methods to educate your executive team to be stewards of the S&OP process

8:30 a.m.–9:30 a.m.

Track II: Resurrecting a Failed S&OP: 4 Broken Links in the Process and How to Fix Them*

Dr. Chaman L. Jain

Professor of Economics | St. John's University

The S&OP process is over 30 years old. Since then, market dynamics have significantly changed, but the process has not. Thus, there are shortcomings that need to be addressed to reflect today's reality. These include having inadequate mechanisms to effectively manage demand for new products; not having a strategy to replace well-established core products that are now rapidly fading away; not having a strategy to deal with ever-increasing Supply Chain disruptions; and failing to adapt to new channels of distribution like eCommerce. In this session, we will show what's lacking in the standard S&OP process, with practical takeaways to make your own forecasts and demand plans more robust and sustainable.

Attend this session to learn:

- How to capitalize on new products with S&OP and why core products are fading away faster, and what to do about it
- Why and how to manage supply chain disruptions within the S&OP process
- How to optimize opportunities in the fast-emerging eCommerce channel

*This educational session qualifies for 1 elective contact hour toward the APICS S&OP Education Certificate. Learn more at apics.org/SOP.

EDUCATIONAL SESSIONS

Friday, June 16 Continued

9:45 a.m.–10:45 a.m.

Track I: People Power: Identifying the Required Skills and Finding the Best S&OP Talent*

Jason Breault

Managing Director | LifeWork Search

Todd Peterson, CPIM

Senior Director of Planning | Plano Synergy

S&OP requires dedication, consistency, and qualified key decision makers for a company to succeed in achieving its business objectives. Meticulous consideration must be paid not only to identifying individuals with the desired leadership abilities, but also to those added post-implementation. S&OP functional requirements are essential for consideration for anyone joining the S&OP family of leaders within an organization. How can you ensure that HR is aligned with your S&OP objectives? Whether you are adding specialized practitioners, mid management managers, or executive level leaders, soft skills in collaboration with management are fundamental requirements for any team member. This session will detail how to strengthen your S&OP team with the right balance of skills to establish S&OP as a cross-functional value driver.

Attend this session to learn:

- How your company can avoid the pitfalls of the "wrong choice"
- How to identify the necessary "soft skills" for your organization based on its strategic vision, S&OP leadership needs, and functional strengths
- How to take a collaborative and consensus approach to the selection process to avoid miscommunication or waste of valuable resources

9:45 a.m.–10:45 a.m.

Track II: Resolving Conflict: Aligning for Action and Building Consensus*

Jonathon Karelse

Chief Strategy Officer

Factors Group of Nutritional Companies

Why is S&OP so hard when working with other functions? A key reason is that S&OP can engender conflict, as it brings into sharp focus different views on how to solve a given problem. Unfortunately, different parts of many organizations such as Marketing, Sales, Operations, Finance, HR, and R&D are rewarded differently, which leads to bias. It's the role of S&OP to enable professionals to build consensus out of inevitable disagreements. But how can we do this and manage the conflict? In this session, you will understand the drivers of conflict and how to move forward through effective communication. Join this presentation to hear real-world stories of what went wrong and how conflict was resolved, with practical takeaways for your own organization.

Attend this session to learn:

- How to identify the major characteristics of effective S&OP communication
- How to avoid problems, avoid roadblocks, and what steps to take when things go off course
- Real-life examples that not only highlight the challenges of conflict but how conflict was resolved

10:45 a.m.–11:15 a.m.

Networking and Exhibitor Connections

11:15 a.m.–12:00 p.m.

S&OP Panel Discussion

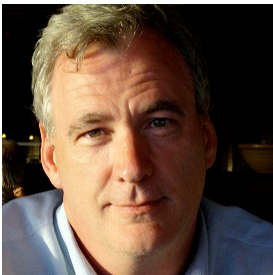
PRESENTER BIOGRAPHIES



Pete Alle

Vice President Supply Chain | Oberweis Dairy

Pete has more than 30 years of experience in the consumer goods field, and has been a leader in multiple functional areas including manufacturing, engineering, distribution, transportation, supply chain strategy and customer relationship management. Pete is VP for Supply Chain at Oberweis Dairy, where he is responsible for procurement, quality, manufacturing, distribution, transportation, delivery operations, and supply and demand planning. Prior to joining Oberweis Dairy, Pete was the Senior Director of the Center of Excellence for Customer Service and Logistics at Mondelēz International. His additional prior experience included several increasingly responsible positions with Kraft Foods, as well as a position at Booz-Allen & Hamilton.



Patrick Bower

Senior Director, Corporate Planning & Customer Service | Combe Incorporated

Patrick has a wide area of expertise including S&OP, demand planning, inventory, network optimization and production scheduling. A recognized expert on demand planning and S&OP, and a self-professed “S&OP geek,” Patrick was previously practice manager of supply chain planning at the consulting firm Plan4Demand, where his client list included Diageo, Bayer, GlaxoSmithKline, Pfizer, Foster Farms, Cabot Industries and American Girl. Patrick’s experience encompasses tenures with Cadbury, Kraft Foods, Unisys and Snapple. He also worked for the supply chain software company Numetrix, and was vice president of R&D at Atrion International. He received IBF’s 2012 award for Excellence in Business Forecasting and Planning.



Jason Breault

Managing Director | LifeWork Search

Jason is the Managing Director of LifeWork Search, a management recruiting firm. Jason has worked with leading soft goods, hard goods, and food and beverage companies—ranging in size from \$50 million to \$20 billion—to identify top talent in areas like demand planning, supply planning, operations planning, production planning and S&OP. He is a board member of the New England chapter of IBF. He has also spoken at several APICS and IBF events and appeared in several SupplyChainBrain.com videos on the subject of talent management. Jason spent more than five years at AMR Research in Boston (now Gartner), a leading research and advisory organization focusing on the supply chain best practices and applications being leveraged to help cut costs and increase revenues.

PRESENTER BIOGRAPHIES



Joe Cervino

Regional Manager, Sales and Operations Planning | Bayer Consumer Health

Joe Cervino has over 30 years' experience in supply chain management and is currently North American Regional Manager for S&OP at Bayer Consumer Health. He has designed and implemented Executive S&OP and IBP processes for companies in the CPG, biotech, pharmaceuticals and aerospace/defense industries. His areas of expertise include S&OP ownership, demand planning, strategic management, CMO/3PL management, and production and capacity planning. Joe has been an APICS member for over 30 years and has served on the Greater NJ Chapter Board of Directors for over 27 years. He served a term as President from 1995 to 1996, and is currently the chapter EVP.



Todd Gallant, ACPF

Vice President of Integrated Planning | Deckers

Todd has extensive experience in coordinating demand planning processes and S&OP. He was involved in finance, customer service, supply chain and sales planning. He is a Certified Professional Forecaster (CPF) and holds a BS from Boston College and an MBA from University of New Hampshire with a focus in supply chain management and marketing. Todd is a member of the IBF Board of Advisors, and has served as a keynote speaker and panelist for IBF executive forums and conferences. Todd has also published in the IBF's Journal of Business Forecasting.



Dr. Chaman L. Jain

Professor of Economics | St. John's University

Dr. Jain is a professor of economics at St. John's University, and chief editor of IBF's Journal of Business Forecasting. He has written over 100 articles, and authored, co-authored or edited nine books, most in the area of forecasting and planning. His new book, Fundamentals of Demand Planning and Forecasting, is the basis of IBF's body of knowledge. In a consulting capacity, Dr. Jain has worked across industries. He regularly conducts workshops on business forecasting and planning for international organizations, and has presented his work at IBF conferences and workshops, universities, the Council of Supply Chain Management, Informs, DMDNY in New York, John Galt Solutions and SAS. He also is the recipient of the Direct Marketing Educational Foundation's 1994 award for best paper.

PRESENTER BIOGRAPHIES



Jonathon Karelse

Chief Strategy Officer | Factors Group of Nutritional Companies

Jonathon's professional career has consisted of leadership roles in transportation, finance and health products, beginning in supply chain and demand planning roles and culminating in a vice president position in strategic planning and corporate development. Currently, he functions as the Chief Strategy Officer at the Factors Group of Nutritional Companies. He is a recognized thought leader in demand planning and is co-founding partner of the S&OP consultancy NorthFind Partners. Jonathon has been a long-term contributor to the IBF's body of knowledge, with a specific focus on forecasting metrics and diagnostics and forecast value-add. He studied economics at the University of Western Ontario before moving to Vancouver to study law at the University of British Columbia. Jonathon went on to study operations and value chain management at the MIT Sloan School of Management.



David Kloostra, CPF

Demand Manager | Mallinckrodt Pharmaceuticals

David has been an active demand manager for multiple global firms across various industries. He is currently Demand Manager for Mallinckrodt Pharmaceuticals, one of the largest providers of pain management solutions in the world. He is an adjunct faculty member of the Fontbonne University in St. Louis and has earned a BS from Iowa State University and an MBA from Webster University. David also is an IBF Certified Professional Forecaster (CPF).



Pamelyn Lindsey, CSCP

Director, Global Supply Chain Operations | Ciena

Pamelyn is an experienced integrated business planning, S&OP and supply chain risk management professional. She is currently the Director of Global Supply Chain Operations for the Ciena Corporation, implementing best practices to improve revenue predictability, profitability and working capital. Prior to joining Ciena, Pam worked at DuPont for 25 years as an internal consultant and continuous improvement leader. Her experience includes leading a global SAP ERP supply chain improvement and transformation project, which resulted in successfully implementing advanced S&OP and scenario planning processes. Pam's industry experience spans pharmaceuticals, chemicals, fluoro, and agricultural products. She is an APICS Certified Supply Chain Professional and certified Six Sigma Black Belt.

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Todd Peterson, CPIM

Senior Director of Supply Chain & Demand Planning | Plano Synergy

Todd Peterson is a Supply Chain Executive with extensive experience in S&OP, Demand Planning, Supply Planning, Production Scheduling, and Warehouse Management Systems. Currently he is Senior Director of Supply and Demand Planning for Plano Synergy Holdings where he leads the Supply and Demand Planning functions and helps to coordinate the overall Integrated Business Planning process. Prior to joining Plano Synergy Holdings, Todd worked for Robert Bosch, LLC where he was Director of Supply and Demand Planning for the Automotive Aftermarket in North America. He has a great deal of experience in establishing Demand Planning and S&OP processes across several different business channels. Todd has a B.S. in Computer Science from Lewis University and an MBA from Lewis University.



Robert Sliter

Global Sales & Operations Planning Leader – Composites | Owens Corning

Rob is currently the Global S&OP Leader for the Composites Business Unit at Owens Corning. He has held several management positions during his 15 years with the company, having led teams in pricing, supply chain and finance. Prior to joining Owens Corning, Rob worked as an ERP systems implementation consultant during the Y2K boom period. During the past year, his global supply chain team has worked to transform the S&OP sequence of meetings for OC Composites with an emphasis on efficiency, focus and decision making. Through this process, Rob's team has delivered EBIT savings, 15% FGI reduction, and greater alignment between marketing, finance and supply chain. Rob holds a BA in economics and an MBA from the University of Michigan, and is a certified Six Sigma Black Belt.



Martin Stermensky

Associate Director, Global Demand Management and New Product Introductions Abbott Laboratories

Martin Stermensky is a supply chain executive with experience in sales, demand and resource management, and new and established products. Martin has been with Abbott Laboratories for over 16 years, and has an established record in health care and pharmaceuticals, and global operations.

PRESENTER BIOGRAPHIES



David Widder, CPIM

Director of Supply Chain Planning | Mallinckrodt Pharmaceuticals

David Widder has been employed with Mallinckrodt Pharmaceuticals since 2005 and has been in his current role since 2014. He leads a planning team of 8 and is responsible for all Supply Chain Planning roles within the Specialty Generics Segment of the business. While he certainly “shepherds” the S&OP process, he believes all good practitioners share responsibility of the process with Executive Leadership. David is a veteran of the US Army and has earned a B.A. in Economics from Ohio University. He is an APICS CPIM.



Eric Wilson, CPF

Director of Demand Planning | Berry Plastics

Eric is the Director of Demand Forecasting at Berry Plastics. He has over 20 years’ experience in supply chain, analytics and business forecasting. He is a Certified Professional Forecaster (CPF) and a member of the IBF Board of Advisors. Eric has an established record in implementing and managing successful demand planning teams and is considered a visionary in his field. He was featured in the 2015 “Top 20 Pros to Know” by Supply + Demand Chain Executives, and received the IBF’s Excellence in Business Forecasting and Planning award in 2016. He is also a frequent speaker and panelist for many other executive forums and supply chain conferences, and has written numerous articles in publications such as the Journal of Business Forecasting and APICS Magazine.



Laurence Wolfe

Senior Vice President of Operations | Heineken USA

Laurence Wolfe holds over 16 years’ senior level supply chain and operations management experience. He has significant international experience with leading consumer brands in the food, media, and alcoholic beverage categories with primary focus on exceeding customer expectations and delivering business value. He has expertise in developing supply chain strategy, delivery of value chain optimization, the design of distribution networks, customer value management, and operational execution.

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Cross Module Analytics

CrossModule.com

Cross Module Analytics provides SAP users with an affordable, easy to implement analytics platform that is immediately intuitive for SAP users. Our platform leverages the Qlik associative data engine AND our understanding of SAP, to combine data from across modules.



Logility

logility.com

Logility is a provider of supply chain solutions that help companies realize substantial bottom-line results in record time. Logility Voyager Solutions provide supply chain visibility; demand, inventory and replenishment planning; sales and operations planning; supply and inventory optimization; manufacturing planning and scheduling; transportation planning and management; and warehouse management.



Oliver Wight

oliverwight-americas.com

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.



Prevedere

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Prevedere is an enterprise SaaS solution that offers executives an unprecedented view of business performance—empowering smarter, more profitable decisions. Using proprietary advanced analytics, Prevedere exposes correlated factors within millions of data sets 30 times faster than traditional methods. Selected as a Gartner "Cool Vendor in Information Innovation," Prevedere solves a critical void in business planning.



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As the market leader in enterprise application software, SAP is at the center of today's business and technology revolution. SAP helps you streamline your processes, giving you the ability to use live data to predict customer trends – live and in the moment. Across your entire business. When you run live, you run simple with SAP.

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Boardwalktech | boardwalktech.com

Boardwalktech offers a patented database application engine run in the cloud or behind the firewall which can be used to directly scale and enterprise enable Excel-based supply chain applications, adding multi-user collaboration, access control, automatic consolidation, change management, an audit trail and two-way integration with other systems and data sources.

CHAINalytics

Chainalytics | chainalytics.com

Chainalytics is a global leader in supply chain consulting, analytics, and market intelligence. Their mission is to help companies capture the maximum value from their supply chain. With end-to-end supply chain expertise, they support supply chain transformation at every planning horizon – strategic, tactical, and operational – and across multiple domains. Their specialties include Supply Chain Design, Sales & Operations Planning (S&OP), Logistics Operations, Transportation, Service Supply Chain, and Packaging Optimization. With locations in North America, Europe and Asia, they serve companies globally in a borderless fashion.



Demand Management | demandsolutions.com

Demand Management is a global provider of cloud-based software which empowers customers to optimize their complete supply chain. The DSX supply chain planning solution offers functionality for demand optimization, supply optimization, manufacturing optimization, data visualization, collaboration, and integrated business planning/sales and operations planning. Demand Management serves customers in 79 countries.



Demand Works | demandworks.com

Demand Works provides software for forecasting, demand management, inventory planning and S&OP. Our world-class solutions are offered in cloud, server and desktop versions. Demand Works solutions are used by hundreds of companies around the globe, including many of the most respected global corporations.



DynaSys | dys.com

DynaSys, a division of QAD Inc., is a leading provider of collaborative demand and supply chain planning solutions. The modular and integrated DynaSys DSCP solutions address the following processes: sales forecasting (demand planning), S&OP, distribution resource planning, network and inventory optimization, production planning (finite capacity), procurement planning and optimization. DynaSys software enables customers and partners to meet their goals of better managing their supply chains and becoming more effective enterprises.



Forecast Pro | forecastpro.com

Starting at \$5,000, Forecast Pro is a powerful, easy-to-use forecasting and forecast management solution for demand planning and S&OP. Automatically generate forecasts, add judgment, convert forecasts to any units of measure, rearrange hierarchies on the fly, create comprehensive exception reports, customize worksheets with imported information, track accuracy, integrate with existing systems—and more!

EXHIBITORS



IFS | ifsworld.com/us

IFS develops, supplies and implements IFS Applications, an extended ERP, EAM and field service management suite. IFS provides software solutions – based on APICS principles – that serve manufacturing, project-based and asset-intensive, and field service industries. IFS Applications ensures enterprise agility for today's rapidly changing business environment.



iqast | iqast.de

iqast® are thought leaders in forecasting for SAP APO-DP. Their external software iqast Selector selects accurate & robust forecasting models in APO. iqast Server enables model selection plus state-of-the-art Artificial Intelligence algorithms within SAP APO-DP. Add training, mentoring and optimal customization, and they will enhance your SAP APO-DP forecasting!



OM Partners | ompartners.com

OM Partners is one of the leading Supply Chain Solutions providers focusing on demand planning, S&OP, IBP, Supply Planning and Detailed Scheduling in a number of key industries. The integrated solution OMP Plus enables easy scenario planning, reality based IBP, collaborative multi-enterprise access and agile implemented solution templates. Offices are located in Atlanta, Shanghai, Sao Paulo, Dubai, Antwerp, London, Cologne and Paris.



SCM Connections | scmconnections.com

SCM Connections is an integrated supply chain and IT consulting firm that implements best practices, leveraging the SAP suite of advanced planning tools. A partner that speaks IT and business fluently, we provide the best mix of integrated technology and process improvements, giving your firm a competitive advantage in the Global Marketplace.



Vanguard®

Vanguard Software | vanguardsw.com

Vanguard Software is a forecasting and planning software company with over 2,000 customers in 60 countries. Vanguard IBP for Supply Chain matches advanced analytics with a workflow design that fosters communication and tracks the inputs and actions of diverse users. This brings into shared view the oft-missed planning criteria such as promotions, cannibalizations, competitor actions, supply changes, and phase-outs. In essence, Vanguard IBP for Supply Chain brings together inputs from multiple teams to improve visibility and transparency and speed projects along.

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ABOUT THE ORGANIZERS



APICS

APICS is the premier professional association for supply chain and operations management and the leading provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience. APICS Certified in Production and Inventory Management (CPIM), APICS Certified Supply Chain Professional (CSCP) and APICS Supply Chain Operations Reference Professional (SCOR-P) designations set the industry standard. With over 43,000 members and more than 300 international partners, APICS is transforming the way people do business, drive growth and reach global customers. **Learn more at apics.org.**



**Institute of Business
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IBF

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 almost three decades, 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.

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