

LAS VEGAS, NEVADA USA | JUNE 19-21, 2019

SUPPLY CHAIN PLANNING BOOT CAMP

AS PART OF THE IBF'S BOOT CAMP SERIES

w/ 1-Day S&OP and Demand Management Workshop

"The Boot Camp was very informative. It was refreshing to hear challenges and opportunities from industry peers"

J. Scanlen, Sr. Manager of Planning
UNDER ARMOUR

"I could not possibly offer any suggestions for improvement. This was such a great workshop!"

T. Hatfield, Manager of Planning
TOYOTA

**SUPER EARLY BIRD
SPECIAL!**

\$1399* (USD)

**WHEN YOU REGISTER
BY APRIL 25, 2019**

*IBF Members receive an additional \$100 off



**Institute of Business
Forecasting & Planning**

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SUPPLY CHAIN PLANNING & BOOT CAMP: w/ 1-Day S&OP and Demand Management Workshop

DAY 1 & 2 | JUNE 19-20, 2019

IBF's Supply Chain Planning Bootcamp is an interactive, immersive, and practical program that provides participants with a solid grounding in Supply Chain, with a focus on Supply Planning. The 2-day session begins with understanding and anticipating demand, and how to meet it with effective Supply Planning and Demand Planning. We will review the whole planning process, from the production plan to the detailed master scheduling process.

You'll receive expert instruction that introduces both experienced professionals and newcomers to the best tools and methods that enhance Supply Planning capabilities. By the end of the program, you will be able to hit the ground running upon return to your company. The path to S&OP maturity starts here.

DAY 3 | JUNE 21, 2019 (Optional)

The Demand Management and S&OP Workshop builds upon the first 2 days of the Bootcamp, providing a more detailed understanding of Demand Planning and Forecasting. There will be instruction about the process, with tips on how to establish and deliver the monthly meeting. Forecasting models and methods will be covered as well as a review of Forecasting metrics.

You will also learn the ingredients of setting up and maintaining a successful S&OP process. Not only that, this hands-on workshop includes a group case study to simulate a S&OP and Forecasting scenario where you will learn best practices, common outfalls and desired outcomes.

It's a great supplement to Day 1 & 2.

**"I like the way the material was presented.
It was easy to relate it to our current process and find areas for improvement."**

S. Crawford, Sr. Director Global Demand Planning

HELEN OF TROY



SUPPLY CHAIN PLANNING BOOT CAMP

DAY 1 | WEDNESDAY | JUNE 19, 2019

8:30 am – 11:55 am MORNING SESSION

FUNDAMENTALS OF DEMAND PLANNING

- Role of Demand Planning within an organization
- Overview of the Demand Planning process
- What are the characteristics of demand
- What is a forecast and a Demand Planner
- What is the demand planning process

SUPPLY CHAIN PLANNING OVERVIEW

- Supply Chain overview
- The balancing of demand and supply
- Understanding the role of supply planning
- Key elements within supply planning and the impact to the organization

12:00 pm – 1:00 pm LUNCH

1:00 pm – 4:15 pm AFTERNOON SESSION

PRODUCTION PLAN AND THE MASTER SCHEDULE

- Overview of the supply planning processes
- Production plan overview and the link to the master schedule
- Hands-on exercises to help understand the scheduling process and logic
- Supply Planning parameters and considerations impacting production plan outputs
- Key metrics to monitor and measure performance
- Visibility of the production plan and master schedule

**“Great class...can't wait to implement the strategies
learned into my S&OP process”**

N. Manzella, Supply Chain Planning Analyst

OERLIKON FAIRFIELD



SUPPLY CHAIN PLANNING BOOT CAMP

DAY 2 | THURSDAY | JUNE 20, 2019

8:30 am – 11:55 am MORNING SESSION

MATERIALS, RESOURCE AND WORK CENTER PLANNING

- Bill of material structure review
- Review of the bill of material calculation and impact on materials, resources and major work centers
- Manufacturing order management within the planning horizon
- Documenting the planning processes within a planning policy

SUPPLY PLANNING AND INVENTORY MANAGEMENT

- Review of Inventory categories
- Financial impact of inventory
- Supply Planning and the link to inventory and distribution to determine safety stock
- Key metrics to monitor and measure performance in achieving the required service levels

12:00 pm – 1:00 pm LUNCH

1:00 pm – 4:15 pm AFTERNOON SESSION

SUPPLY CHAIN PERFORMANCE MEASUREMENT

- Supplier metrics and scorecard
- Supplier relationships and alignment to internal targets
- Inventory management metrics and visibility
- Financial visibility within the internal forums
- Key actions to improve financial performance

SUPPLY PLANNING FORUM REVIEW

- Supply Chain forums including daily and weekly planning meetings:
 - o Sample agenda and key topics
 - o Role and responsibilities
 - o Managing the risk and disruption to schedules
 - o Abnormal demand and the impact on Planning
- Monthly Supply Review Meeting:
 - o Objectives
 - o Role and responsibilities
 - o Agenda, inputs & outputs
 - o Capacity loading summary views



OPTIONAL

1-Day S&OP and Demand Management Workshop

DAY 3 | FRIDAY | JUNE 21, 2019

8:30 am – 11:55 am MORNING SESSION

DEMAND MANAGEMENT & PLANNING OVERVIEW

- Demand Planning metrics: forecast bias and accuracy
- How do we estimate demand and statistical forecast models and methods commonly used
- Monthly Demand Review Meeting:
 - o Objectives
 - o Role and responand and Capacity Planning scenario

S&OP PROCESS OVERVIEW

- S&OP process overview including horizon and timelines
- New product planning visibility within S&OP
- Monthly Pre-S&OP meeting:
 - o Objectives
 - o Role and responsibilities
 - o Agenda, key inputs & outputs from Supply & Demand

12:00 pm – 1:00 pm LUNCH

1:00 pm – 4:15 pm AFTERNOON SESSION

S&OP PROCESS OVERVIEW (CONT'D)

- Monthly Executive S&OP meeting:
 - o Agenda, key inputs & outputs
 - o Facilitation skills to achieve approval of recommendations
 - o Measuring the S&OP process
- Critical element of decision making
- Scenario planning process and examples
- Tools used within S&OP to maintain compliance to the process
- Financial Planning and views to support recommendations
- Strategies to gain stakeholder alignment and minimize the bias within an organization

CASE STUDIES:

- Team exercise to evaluate scenarios and develop recommendations
- Hands-on exercises to gain a better understanding of Supply Planning

**"Very pertinent to what we
are trying to implement."**

**A. Heredia, Director of Demand Planning
SUPERIOR FARMS**



EXHIBIT SPACE IS AVAILABLE!

What You Get:

- Area for the exhibitor's 10' pop up booth, 6' skirted table and two chairs
- Access for up to 2 people to man your booth
- Networking opportunities with attendees during breaks and all food functions
- BONUS: List of companies represented at the show

Exhibitor Fees: \$3000 (USD)

For further information:

Phone: +1.516.504.7576 | Email: smurray@ibf.org

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details.

BECOME A CERTIFIED PROFESSIONAL FORECASTER (CPF)

Master Demand Planning, Forecasting, and S&OP with IBF Certification

Benefits of IBF Certification

FOR EMPLOYEES:

- Accelerate your career growth, leadership opportunities, marketability, and job security
- Validate your professional experience, knowledge, and skill-sets in the field
- Build confidence knowing that you're prepared for today's rapidly changing marketplace
- Complement your supply chain education & certifications with IBF
- Become more recognized at your company, as well as in the field
- Master demand planning, forecasting and S&OP

FOR EMPLOYERS:

- Save time and resources as IBF certified individuals are pre-qualified, allowing you to quickly identify the right person for a forecasting/demand planning job
- Gain assurance that an IBF Certified individual has the background to help improve forecasting performance and hit the ground running
- Increase the value of your forecasting and demand planning staff, department, and company
- Save time and resources in training — CPF or ACPF professionals already have a verified body of knowledge

GET CERTIFIED AFTER THE BOOT CAMP!

Please visit www.ibf.org for additional exam dates and locations.

Register on our website, www.ibf.org or call us at +1.516.504.7576 for more details.

EARN 10 POINTS TOWARDS RE-CERTIFICATION BY ATTENDING THIS CONFERENCE!

IBF'S BODY
OF KNOWLEDGE
\$124.95 USD



BOOT CAMP LEADER

TODD DUNN, CPF, CPIM



Todd Dunn is currently the Director of Supply Chain at Catalent Pharmaceutical. Most recently, he is IBF's 2018 "Excellence in Business Forecasting & Planning" award winner. Todd has held several management positions in supply chain and production within his 28 years of manufacturing experience. He was the project manager to successfully lead his organization to Class A MRPII certification. He has facilitated the pre-S&OP and executive S&OP meetings for over 15 years. He holds a BSc degree in Business Management and obtained the Michigan Certificate from the Ross School of Business at the University of Michigan. He has been a speaker at several Supply Chain & Demand Planning events across North America for many years covering topics related to Demand Management and S&OP/ IBP. Todd is a Certified Professional Forecaster (CPF).

**"Todd was the highlight of the Boot Camp.
I learned so much from his presentation and can take
back ideas for improvement immediately."**

**K. Wachi, Director S&OP
MOOSE TOYS**

Hotel Information:

FLAMINGO LAS VEGAS
3555 S Las Vegas Blvd, Las Vegas, NV 89109

Reservations: +1.702.733.3111

Web: <https://www.caesars.com/flamingo-las-vegas>

Special IBF Group Rate:

\$80/night + tax when you reserve by May 19, 2019.
Limited space available - Reserve your room today!

Group Name:

When calling, please mention the Group Name: IBF or Institute of Business Forecasting to be eligible for the discounted rate.



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| Registration Type | Silver Package | Gold Package | Platinum Package | Platinum Group Package (2 Persons) | Diamond Package | Diamond Group Package (2 Persons) | 4th FREE! Diamond Group (4 persons for price of 3) | S&OP & Demand Management Workshop Only | Diamond Certify Package |
|--|----------------|---------------|------------------|------------------------------------|-----------------|-----------------------------------|--|--|-------------------------|
| SUPER EARLY BIRD PRICING EXPIRES APRIL 25, 2019 | \$1,399 (USD) | \$1,549 (USD) | \$1,899 (USD) | \$3,698 (USD) | \$2,049 (USD) | \$3,998 (USD) | \$6,147 (USD) | \$1,199 (USD) | \$3,249 (USD) |
| EARLY BIRD PRICING EXPIRES MAY 23, 2019 | \$1,499 (USD) | \$1,649 (USD) | \$1,999 (USD) | \$3,898 (USD) | \$2,149 (USD) | \$4,198 (USD) | \$6,447 (USD) | \$1,299 (USD) | \$3,349 (USD) |
| REGULAR PRICING EXPIRES JUNE 18, 2019 | \$1,599 (USD) | \$1,749 (USD) | \$2,099 (USD) | \$4,098 (USD) | \$2,249 (USD) | \$4,398 (USD) | \$6,747 (USD) | \$1,399 (USD) | \$3,449 (USD) |
| ONSITE PRICING | \$1,699 (USD) | \$1,849 (USD) | \$2,199 (USD) | \$4,298 (USD) | \$2,349 (USD) | \$4,598 (USD) | \$7,047 (USD) | \$1,499 (USD) | \$3,549 (USD) |
| IBF MEMBERSHIP DISCOUNT \$100 (USD) OFF | ELIGIBLE | INCLUDED | ELIGIBLE | N/A | INCLUDED | INCLUDED+ | N/A | ELIGIBLE | INCLUDED |
| SUPPLY CHAIN PLANNING BOOT CAMP JUNE 19-20, 2019 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | | ✓ |
| S&OP & DEMAND MANAGEMENT WORKSHOP JUNE 21, 2019 | | | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| 1 YEAR SUBSCRIPTION TO JOURNAL OF BUSINESS FORECASTING (INCLUDED WITH IBF MEMBERSHIP) | | ✓ | | | ✓ | ✓ | ✓ | | ✓ |
| ACCESS TO 30+ YEARS OF ARTICLES AND IBF RESEARCH (INCLUDED WITH IBF MEMBERSHIP) | | ✓ | | | ✓ | ✓ | ✓ | | ✓ |
| ACCESS TO COST OF FORECAST ERROR TEMPLATE (INCLUDED WITH IBF MEMBERSHIP) | | ✓ | | | ✓ | ✓ | ✓ | | ✓ |
| CONTINENTAL BREAKFAST & LUNCH | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| SIGNIFICANT DISCOUNTS AT FUTURE IBF EVENTS (INCLUDED WITH IBF MEMBERSHIP) | | ✓ | | | ✓ | ✓ | ✓ | | ✓ |
| FREE FORECASTING TUTORIAL AT SELECT IBF EVENTS (INCLUDED WITH IBF MEMBERSHIP; \$1000 Value) | | ✓ | | | ✓ | ✓ | ✓ | | ✓ |
| BENCHMARKING RESEARCH REPORTS (INCLUDED WITH IBF MEMBERSHIP) | | ✓ | | | ✓ | ✓ | ✓ | | ✓ |
| IBF CPF CERTIFICATION EXAMS | | | | | | | | | ✓ |
| FUNDAMENTALS OF DEMAND PLANNING & FORECASTING BOOK | | | | | | | | | ✓ |

CERTIFICATION FEE (OPTIONAL)

Non-Members: ☐ \$425 (USD) per exam

IBF Members: ☐ \$375 (USD) per exam

Please circle which Exam(s) you are interested in taking 1 2 3 4 5

PLEASE REGISTER THE FOLLOWING: (Photocopy if more than 1 Registrant)

First Name _____ Last Name/Surname _____
 Job Title _____ Company _____
 Address _____ MS/Suite _____
 City _____
 State/Province/County _____ Zip/Postal Code _____ Country _____
 Telephone _____ Fax _____
 Email _____ Industry _____

☐ Check ☐ Payment Enclosed ☐ Bill Company ☐ Credit Card

Visa / Mastercard / American Express / Discover _____ Exp. Date _____

Signature _____

IBF Membership included in Gold Package. IBF Members receive an additional \$100 Off!

Payment: Payment in full is required 15 days prior to the scheduled date of the event. Unless payment is received by that day, your registration will be canceled.

Cancellations: Registrant may cancel without penalty up to 15 days prior to the date of scheduled event and receive a full refund. All cancellations must be submitted in writing. Cancellations received less than 15 days prior to scheduled conference are subject to a \$195 (USD) service charge. No refunds will be given for cancellations made on the date and thereafter of scheduled event.

The Institute of Business Forecasting & Planning - IBF, reserves the right to substitute, eliminate, and/or reschedule sessions and speakers if necessary. Plus, as a registrant, you agree that you may be included in group pictures or videos taken at the event that could be used for IBF marketing purposes in the future.



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