

IBF RECERTIFICATION: 10 POINTS

S&OP AND IBP BOOT CAMP

WITH 1-DAY SUPPLY CHAIN PLANNING WORKSHOP

AS PART OF THE IBF'S BOOT CAMP SERIES

FEBRUARY 10-12, 2020 | SCOTTSDALE, ARIZONA USA

WHAT OTHERS HAVE SAID ABOUT OUR BOOT CAMP LEADERS

“Excellent engagement and instruction”

J. Piechule, CPF
Senior Manager, Supply Chain
SARTOMER

“The tutorial was great. Examples were very relevant and able to use concepts immediately”

W. Valiant
Director Supply Chain Management
KENT

“Topics were well laid-out, in manageable and digestible sizes to cover the info without getting bogged down. Enjoyed hearing real-life examples of companies or situations”

H. Snoek
Demand Planning
CANADA BREAD



SILVER PACKAGE
ONLY \$1599* (USD)
WHEN YOU REGISTER
BY JANUARY 23, 2020
*IBF Members receive an additional \$100 off



**Institute of Business
Forecasting & Planning**

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S&OP AND IBP BOOT CAMP

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FEBRUARY 10-12, 2020 | SCOTTSDALE, ARIZONA USA

IBF'S S&OP AND IBP BOOT CAMP is an interactive, immersive, hands-on program that will offer attendees the opportunity to roll up their sleeves and learn from IBF thought leaders in the field. It will help you to learn how to successfully implement S&OP and advance the process with Integrated Business Planning (IBP). You will also learn how to improve your forecasting and demand planning process from the ground up which is the critical initial step of the overall S&OP process. This will help you maximize the value from your planning software investments, as well as reach S&OP and IBP excellence.

CASE STUDIES will feature actual demand and supply scenarios that organizations will face working towards an aligned path forward within the process.

FURTHERMORE, AT THE EVENT, YOU WILL INTERACT AND LEARN FROM LIKE-MINDED PROFESSIONALS dealing with the same challenges as yourself in S&OP, Demand Planning, Forecasting, and predictive business analytics. There will be group exercises to maximize the learning and increase your professional network.

Plus, add to your credentials! This program will support preparation for the IBF Certification exams.

This event is part of the **IBF'S BOOT CAMP SERIES. SEE IBF'S DEMAND PLANNING & FORECASTING BOOT CAMP** taking place March and June 2020.

S&OP AND IBP BOOT CAMP

WITH 1-DAY SUPPLY CHAIN PLANNING WORKSHOP

DAY 1 | MONDAY | FEBRUARY 10, 2020

8:30 am – 11:55 am | MORNING SESSION

S&OP & IBP OVERVIEW (WHAT, WHY)

An introduction to Integrated Business Planning (IBP) & S&OP and why its important

- IBP/S&OP Process Overview
- Maturity model & barriers to advancement
- Cross-functional involvement
- External collaborative processes

DATA GATHERING

How to select, clean, and manage data for greater IBP & S&OP performance

- The nature and characteristics of data
- Selecting data hierarchies that facilitate collaboration
- How to account for structural changes in your data
- How to handle outliers and adjust for missing data
- How to adjust for market anomalies, natural disasters and unplanned events

DEMAND REVIEW – DEMAND PLANNING FUNDAMENTALS

Fundamentals of Demand Planning in the IBP & S&OP process

- Role of Demand Planning and Forecasting in the Organization
- Responsibilities/Accountability
- Benefits and its impact on supply chain, management decisions, financial plans
- Forecast versus the Financial Plan
- How and When to Override the forecast



DAY 1 | MONDAY | FEBRUARY 10, 2020

DEMAND REVIEW - FORECASTING FUNDAMENTALS

Fundamentals of Forecasting in the IBP & S&OP process

- Forecastability analysis
- Forecasting techniques – qualitative, time series, and regression
- Translating brand/family forecasts to SKU level through disaggregation

12:00 PM – 1:00 PM | LUNCH

1:00 PM – 4:30 PM | AFTERNOON SESSION

DEMAND REVIEW - PRODUCT PORTFOLIO & LIFE-CYCLE MANAGEMENT

Fundamentals of Product Portfolio Management, New Product & End of Life Planning in the S&OP & IBP process

- Reducing complexity through portfolio management
- New product introduction forecasting
- End of Life management

DEMAND REVIEW - FORECAST ERROR MEASUREMENT

Metrics for assessing forecasting & planning performance

- Importance of error measurement and analysis
- Monitoring, reducing, and cost of error
- Measuring accuracy, bias, and value add
- Introduction to Scenario Planning: Upsides and Downsides

SUPPLY REVIEW

Fundamentals of the Supply Review in the IBP & S&OP process

- Capacity Management
- Bill of Resources and Resource Planning
- Inventory planning
- Additional constraints to consider

Q&A



DAY 2 | TUESDAY | FEBRUARY 11, 2020

8:30 am – 11:55 am | MORNING SESSION

PRE-S&OP MEETING

Preparing in Advance for the S&OP Meeting

- Inputs from Demand and Supply Review meetings
- Meeting objectives, role of facilitator and participants
- Facilitation skills to gain alignment with Pre-S&OP stakeholders
- Addressing the inherent bias that exists within areas of the business
- Development of key actions and recommendations for the Executive S&OP meeting

IBP & EXECUTIVE S&OP MEETING

How the meeting drives decision making and is the Top-handle on the business

- Meeting overview, agenda and outcomes
- S&OP process horizon and timelines
- New Product Planning visibility within IBP & S&OP
- Financial Planning & Analysis (FP&A) / Annual Operating Plan
- The decision-making process within the meeting
- Risk management and mitigation
- Scenario planning
- Strategic management and direction recommendations

12:00 PM – 1:00 PM | LUNCH

DAY 2 | TUESDAY | FEBRUARY 11, 2020

1:00 PM – 4:30 PM | AFTERNOON SESSION

S&OP PROCESS MEETING BARRIERS TO SUCCESS & CREATING PARTICIPANT ACCOUNTABILITY

Highlights and challenges with the S&OP process and options to mitigate

- Gaining Buy-in to the process from key stakeholders
- Maintaining the S&OP process with Management organizational changes
- Tools to measure and improve for more effective S&OP process meetings
- Building the bench for a sustainable process in the future

STAKEHOLDER ALIGNMENT – KEEPING PARTICIPANTS ACTIVELY ENGAGED IN THE PROCESS

An on-going method for continuous improvement to keep IBP & S&OP alive and meaningful.

- Formalizing the process to create sustainability for the future
- Incorporating continuous improvement tools into IBP & S&OP
- Maintaining and improving participation in IBP & S&OP
- Participant feedback mechanism to strengthen the overall process

CASE STUDIES

- Team exercise to evaluate scenarios and develop a recommendation for decision
- Open group review and discussion on alternatives available
- Communicating the approved recommendation to the organization

Q&A

DAY 3 ADD-ON | WEDNESDAY | FEBRUARY 12, 2020

1-DAY SUPPLY CHAIN PLANNING WORKSHOP (Optional)

8:30 AM – 11:55 AM | MORNING SESSION

- OVERVIEW OF THE SUPPLY PLANNING PROCESSES
- PRODUCTION PLAN AND THE MASTER SCHEDULE
- HOW SUPPLY PLANNING IMPACTS THE PRODUCTION PLAN
- VISIBILITY OF THE PRODUCTION PLAN AND MASTER SCHEDULE
- KEY PERFORMANCE METRICS INCLUDING INVENTORY AND SERVICE LEVELS
- DOCUMENTING THE PLANNING PROCESSES WITHIN A PLANNING POLICY
- GROUP CASE STUDY

12:00 PM – 1:00 PM | LUNCH

1:00 PM – 4:30 PM | AFTERNOON SESSION

- OVERVIEW OF DAILY AND WEEKLY SUPPLY CHAIN PLANNING MEETINGS
- SAMPLE AGENDA AND KEY TOPICS
- ROLES AND RESPONSIBILITIES
- SUPPLIER METRICS AND SCORECARDS
- MANAGING SUPPLIER RELATIONSHIPS AND ACHIEVING ALIGNMENT ON INTERNAL TARGETS
- KEY ACTIONS TO IMPROVE FINANCIAL PERFORMANCE
- MANAGING DISRUPTION TO SCHEDULES TO MINIMIZE RISK
- PLANNING FOR ABNORMAL DEMAND

BOOT CAMP CONCLUDES



Jeff Baker, CPF
IBF's 2019 Excellence Award Winner
Education Advisor
Institute of Business Forecasting & Planning

Jeff is a Supply Chain Planning expert with extensive experience in Demand Management, Integrated Business Planning/S&OP, and Advanced Planning and Scheduling. He has extensive experience working with the world's best-known companies to improve their Supply Chain planning processes and capabilities, from design to implementation. Jeff holds a B.S. in Chemical Engineering, an MBA, and a Master of Engineering in Supply Chain Management from MIT. He was the recipient of IBF's 2019 Excellence in Business Planning & Forecasting Award, as well as Supply & Demand Chain Executive's 2019 Pros to Know award. Jeff is an advocate for advancing the Supply Chain Management field and does so through training, and speaking at IBF events worldwide. He is an IBF Certified Professional Forecaster (CPF).



Todd Dunn, CPF
IBF's 2018 Excellence Award Winner
Director of Supply Chain
Catalent

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 MRP II 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).

EVENT SPONSORS



Become a Sponsorship Partner!

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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
- 1 complimentary registration pass for a client

Exhibitor Fees: \$3200 (USD)

For further information:

Phone: +1.516.504.7576

Email: smurray@ibf.org



Hotel Information:

DoubleTree Resort by Hilton Hotel

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Scottsdale, Arizona 85250

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Website: <https://bit.ly/34GpYik>

Special IBF Group Rate: \$219 + tax when you reserve by January 10, 2020.

Reserve your room today!

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

GET CERTIFIED AFTER THE EVENT!

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

Register on our website, www.ibf.org or call us

@+1.516.504.7576 for more details.

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 and S&OP/ IBP 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

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

IBF'S BODY OF KNOWLEDGE
\$124.95 USD



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Registration Type	Silver Package	Gold Package	Platinum Package	Diamond Package	4th FREE! Diamond Group (4 persons for price of 3)	Diamond Certify Package	Diamond Group Package (2 Persons)	Platinum Group Package (2 Persons)	1-Day Supply Chain Workshop ONLY
EARLY BIRD PRICING EXPIRES JANUARY 23, 2020	\$1,599 (USD)	\$1,749 (USD)	\$2,199 (USD)	\$2,349 (USD)	\$7,047 (USD)	\$3,549 (USD)	\$4,598 (USD)	\$4,298 (USD)	\$1,299 (USD)
REGULAR PRICING EXPIRES FEBRUARY 9, 2020	\$1,699 (USD)	\$1,849 (USD)	\$2,299 (USD)	\$2,449 (USD)	\$7,347 (USD)	\$3,649 (USD)	\$4,798 (USD)	\$4,498 (USD)	\$1,399 (USD)
ONSITE PRICING	\$1,799 (USD)	\$1,949 (USD)	\$2,399 (USD)	\$2,549 (USD)	\$7,647 (USD)	\$3,749 (USD)	\$4,998 (USD)	\$4,698 (USD)	\$1,499 (USD)
IBF MEMBERSHIP DISCOUNT \$100 (USD) OFF	ELIGIBLE	INCLUDED	ELIGIBLE	INCLUDED	INCLUDED +	INCLUDED	INCLUDED +	N/A	ELIGIBLE
IBP/ S&OP BOOT CAMP FEBRUARY 10-11, 2020	YES	YES	YES	YES	YES	YES	YES	YES	
1-DAY SUPPLY CHAIN PLANNING WORKSHOP FEBRUARY 12, 2020			YES	YES	YES	YES	YES	YES	YES
1 YEAR SUBSCRIPTION TO JOURNAL OF BUSINESS FORECASTING (INCLUDED WITH IBF MEMBERSHIP)		YES		YES	YES	YES	YES		
ACCESS TO 30+ YEARS OF ARTICLES AND IBF RESEARCH (INCLUDED WITH IBF MEMBERSHIP)		YES		YES	YES	YES	YES		
ACCESS TO COST OF FORECAST ERROR TEMPLATE (INCLUDED WITH IBF MEMBERSHIP)		YES		YES	YES	YES	YES		
CONTINENTAL BREAKFAST & LUNCH	YES	YES	YES	YES	YES	YES	YES	YES	YES
SIGNIFICANT DISCOUNTS AT FUTURE IBF EVENTS (INCLUDED WITH IBF MEMBERSHIP)		YES		YES	YES	YES	YES		
FREE FORECASTING TUTORIAL AT SELECT IBF EVENTS (INCLUDED WITH IBF MEMBERSHIP, \$1000 Value)		YES		YES	YES	YES	YES		
BENCHMARKING RESEARCH REPORTS (INCLUDED WITH IBF MEMBERSHIP)		YES		YES	YES	YES	YES		
IBF CPF CERTIFICATION EXAMS						YES			
FUNDAMENTALS OF DEMAND PLANNING & FORECASTING BOOK						YES			

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)

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Signature

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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 event 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.

