

SUNDAY | OCTOBER 20, 2019

BUSINESS PLANNING FORECASTING & S&OP BEST PRACTICES CONFERENCE ORLANDO, FL USA | OCTOBER 20–23 2019

8:00 am - 9:00 am	TUTORIAL REGISTRATION REGISTRATION SOUTH DESK ~ OCEANA BALLROOM				
9:00 am - 4:30 pm	1-DAY FUNDAMENTALS OF DEMAND PLANNING & FORECASTING TUTORIAL (IBF MEMBERS ONLY-FREE) I TIMOR SEA				
5:00 pm - 7:00 pm	EARLY LEADERSHIP FORUM REGISTRATION REGIS	TRATION SOUTH DESK ~ OCEANA BALLROOM			
MONDAY OCTO	BER 21, 2019				
8:00 am - 8:00 pm	IBF'S LEADERSHIP BUSINESS PLANNING & FORECASTING FORUM W/ VIP DINNER & RECEPTION OCEANA GRAND BALLROOM 6				
5:00 pm - 7:00 pm	EARLY CONFERENCE REGISTRATION REGISTRATIO	N SOUTH DESK ~ OCEANA BALLROOM			
TUESDAY OCTO		TO STATE OF THE ST			
7:00 am - 8:00 am	REGISTRATION & VISIT WITH EXHIBITORS BREAKFA	AST SPONSORED BY JUHN U/LI T REGISTRATIO	N SOUTH DESK ~ OCEANA BALLROOM		
8:00 am - 8:15 am	WELCOME ADDRESS OCEANA GRAND BALLROOF Anish Jain, Managing Director INSTITUTE OF BUSINESS				
8:15 am - 8:55 am	IBF'S BUSINESS FORECASTING & PLANNING AWARD	S RECOGNITION CEREMONY OCEANA GRAND E	BALLROOM 6		
	ESSENTIAL OCEANA BALLROOM 3	NEXT-LEVEL OCEANA BALLROOM 2	VANGUARD OCEANA BALLROOM 1		
9:00 am - 9:55 am	Oiling the Wheels of Forecasting Success: How WD-40 Uses Point of Sale (POS) Data for Better Forecasting & Planning Jonathan Schwartz, CPF Demand Manager WD-40	2 Ready to Launch: A Fact-Based Approach to New Item Forecasting Geared Towards FP&A, Sales, Marketing, Supply Chain & Demand Planning Professionals John Gallucci Vice President, Demand Planning BAYER CONSUMER HEALTHCARE	3 Will AI Take Over My S&OP? Preparing for the Future of Your S&OP Today Eric Wilson, CPF Director of Planning ESCALADE SPORTS		
10:00 am - 10:55 am	4 New Solutions & Old Wisdom: Tackling Modern Demand Planning Challenges By Blending New Technologies With S&OP Best Practices John Hellriegel Sr. Advisor/Facilitator INSTITUTE OF BUSINESS FORECASTING & PLANNING	5 Building Healthy Relationships: Demand & Supply Planning Collaboration in the Medical Industry Lori Anter Director of Demand Planning, Medical Segment Peter Bennett Global Director of Supply Planning CARDINAL HEALTH	6 Go Big or Go Home: Leveraging Big Data to Improve Supply Chain Performance Alan L. Milliken, CPF Sr. Manager, SC Capability Development BASF		
10:55 am - 11:15 am	MORNING BREAK VISIT WITH EXHIBITORS OCEA	NA GRAND BALLROOM 6			
11:15 am - 12:10 pm	7 Orchestrating Consensus in S&OP: Leading an Effective Demand Planning Consensus Meeting Patrick Bower Senior Director, Global Supply Chain Planning & Customer Service COMBE INC.	8 Where the Rubber Hits the Road: Integration of CPFR & VMI at Continental Tire Sylvia Starnes, CPF Demand Collaboration Manager CONTINENTAL TIRE	9 "Any Product, From Any Place, Right Now": How to Succeed in Omnichannel Retail Planning Todd Gallant, ACPF Sr. Advisor/Facilitator INSTITUTE OF BUSINESS FORECASTING & PLANNING		
12:10 pm-12:55 pm	LUNCH SPONSORED BY SSAS THE POWER POWER TO OCEAN	A GRAND BALLROOM 6			
12:55 pm - 1:40 pm	KEYNOTE PRESENTATION OCEANA GRAND BALLROOM 6 It's All About the People: How the CEO of WD-40 Drives Performance with Employee Engagement Garry O. Ridge, President, Chief Executive Officer and Director WD-40				
1:40 pm - 2:10 pm	VISIT WITH EXHIBITORS OCEANA GRAND BALLRO	DOM 6			
2:10 pm - 3:05 pm	10 How and When to Use Top Down, Bottom Up and Other Forecasting Approaches Joseph Eschenbrenner, ACPF Director of Demand & Supply Planning PUMA	11 Profitability in Your Sights: Aligning Financial Budgets or Goals with Supply Chain Forecasting & Planning Jay Schmidt, Sr. Forecast Analyst LEUPOLD & STEVENS, INC.	12 Nothing Artificial About Benefits of Al: Gaining Competitive Advantage with IBP/ S&OP & ADvanced Analytics Steven Hainey, CPF, CPSM, CPIM, MCIPS, C.P.M. Director of Supply Chain, Process Solutions NEWELL BRANDS		
3:05 pm - 3:25 pm	AFTERNOON BREAK VISIT WITH EXHIBITORS OC	EANA GRAND BALLROOM 6			
3:25 pm - 4:55 pm	ROUND ROBIN ROUNDTABLE DISCUSSIONS OCEA				
5:00 pm - 6:00 pm					
	IBF COCKTAIL RECEPTION SPONSORED BY Llama	SUIT WANTERN FORG PAVILION			
WEDNESDAY O	CTOBER 23, 2019				
7:00 am - 8:00 am	MORNING REFRESHMENTS & REGISTRATION VISIT	WITH EXHIBITORS REGISTRATION SOUTH DESK	~ OCEANA BALLROOM		
8:00 am - 8:55 am	ESSENTIAL OCEANA BALLROOM 3 13 Is Your Forecasting Providing and ROI? Why Knowing Your Forecasting Cost-Benefit Ratio Adds Dollars to Your Bottom Line Tonilee Adamson, Chief Clinical Director and COO WITH GRACE HOSPICE, INC. Bobbye Brooks, President & CEO MEDIA 4 WOMEN ENTERPRISES, INC.	NEXT-LEVEL OCEANA BALLROOM 2 14 Is Your Inventoary a Liability or an Asset? Proven Strategies to Redue Inventory Risk Zachary Smith Director-Demand Planning & Replenishment HANDCRAFT MANUFACTURING	VANGUARD OCEANA BALLROOM 1 15 The Crossroads of Strategy & Operations: Owens Corning's Journey in Implementing Successful S&OP/S&OE Andrew Morrin Sales & Operations Execution Leader OWENS CORNING		
9:00 am - 9:55 am	16 Have Faith in the Forecast: Knowing When to Override Baseline Forecasts Jeff Baker, CPF, Education Advisor INSTITUTE OF BUSINESS FORECASTING & PLANNING	17 Applying Forecast Value Add (FVA) at Your Organization Jeff Marthins, CPF Director of Supply Chain	18 Follow the Crowd: Using Crowd Forecasting to Benchmark & Improve Forecasts Adam Siegel CEO CULTIVATE LABS		
9:55 am - 10:15 am	MORNING BREAK I VISIT WITH EXHIBITORS OCEA	NA GRAND BALLROOM 6			
10:15 am - 11:10 am	19 S&OP Implementation Journey at Charles River Laboratories Jody Rogers Director-Integrated Business Planning CHARLES RIVER LABORATORIES	20 Smarter & Faster Planning: The Role of Forecasting in Speeding Up Inventoary Turns & Identifying Supply Chain Risk David Hovey, CPF Senior Director Planning and Services HOSTESS BRANDS, INC. 21 Faster IBP/S&OP to Accelerate Decisi at Citizen Watch Glenn Pascrell Senior Vice President, Merchandise Plann & Market Analytics CITIZEN WATCH AMERICA			
11:15 am - 12:10 pm	22 Profitable Partnerships: Putting the Collaboration into CPFR for Greater Supply Chain Efficiency Eduardo Fusco Demand Planning Coordinator P&G HEALTHCARE	23 Growing Old Gracefully: Bringing Life Cycle Management into S&OP with Product Reviews Misty Eldridge Supply Planning Manager ESCALADE SPORTS 24 Do You Want a Self-Operating, Self-Learning Forecasting Assistant? It's Time to Stop Buildi Forecasts and Start Acting on Them Natalia Aguirre, Director Business Analytics GRUPO FAMILIA Dr. Klemen Cas, Founder & CEO KAPUA INC.			
12:15 pm - 12:30 pm	CLOSING REMARKS OCEANA GRAND BALLROOM	6			
CONFEDENCE					



IBF CALENDAR 2019-2020*

	TOV 3
Ongoing	IBF LIVE WEBINARS Please check www.ibf.org for the latest Live Webinars (FREE) taking place in Demand Planning, Predictive Business Analytics, Forecasting, S&OP/IBP, and Supply Chain Planning
Ongoing	IBF CHAPTER MEETINGS (Global) Please check www.ibf.org for the latest Chapter Meetings (FREE) taking place across the globe covering Demand Planning, Predictive Business Analytics, Forecasting, S&OP/IBP, and Supply Chain Planning
2019	
November 5	Demand Management & Collaboration Forum (Language: Spanish) Mexico City, Mexico
November 20 - 22	EUROPE Business Planning, Forecasting & S&OP Conference: w/ 1-Day Planning & Forecasting Analytics Tutorial DoubleTree by Hilton Amsterdam Centraal Station Amsterdam, Netherlands
2020	
February 10-12	IBF BOOT CAMP S&OP and IBP w/ 1-Day Supply Chain Planning Workshop DoubleTree Resort by Hilton Hotel Paradise Valley Scottsdale Arizona USA
March 11-13	IBF BOOT CAMP Demand Planning & Forecasting w/ Predictive Business Analytics & Use of Big Data Workshop Chicago, Illinois USA
March	IBF BOOT CAMP Demand Planning & Forecasting Asia
April 28 - 30	PREDICTIVE BUSINESS ANALYTICS Forecasting & Planning Conference w/ Data Science Workshop Harrah's Casino New Orleans New Orleans, Louisiana USA
May	ONLINE EDUCATION SERIES S&OP, Demand Planning, Forecasting, & Predictive Business Analytics w/ IBF Certification Review Course
June	IBF BOOT CAMP Supply Chain Planning w/ 1-Day S&OP and Demand Management Workshop Nashville, Tennessee USA
June 18-19	ASCM & IBF Best of the Best S&OP Conference Chicago Marriott O'Hare Chicago, Illinois USA
August	IBF BOOT CAMP Demand Planning & Forecasting w/ Predictive Business Analytics & Use of Big Data Workshop West Coast USA
October 20 - 23	FLAGSHIP EVENT Business Planning, Forecasting & S&OP: Best Practices Conference w/ 1-Day Forecasting & Planning Tutorial Orlando, Florida USA
November	Demand Management & Collaboration Forum (Language: Spanish) Mexico City, Mexico
November 18 - 20	EUROPE Business Planning, Forecasting & S&OP Conference: w/ 1-Day Planning & Forecasting Analytics Tutorial DoubleTree by Hilton Amsterdam Centraal Station Amsterdam, Netherlands
	* IBF events are updated regularly. Please check www.ibf.ora for the most up-to-date schedule

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^{**} IBF CPF & ACPF certification exams are given the day after most IBF events. Register Today!



CONFERENCE EVALUATION BUSINESS PLANNING FORECASTING & S&OP BEST PRACTICES CONFERENCE ORLANDO, FL USA | OCTOBER 22-23, 2019

Please take a few minutes to answer the following questions for IBF's continuous improvement

(Estimated time to complete: Less than 5 minutes) Please select a performance rating for each session you attend (See Yellow Sections)

TUESDAY OCTO		Please select a performance rating for each session you attend	d (See Tellow Sections)				
9:00 am – 9:55 am 1 2 3 Session Score Poor Fair Good Very Good	Oiling the Wheels of Forecasting Success: How WD-40 Uses Point of Sale (POS) Data for Better Forecasting & Planning Jonathan Schwartz, CPF, Demand Manager WD-40	2 Ready to Launch: A Fact-Based Approach to New Item Forecasting Geared Towards FP&A, Sales, Marketing, Supply Chain & Demand Planning Professionals John Gallucci Vice President, Demand Planning BAYER CONSUMER HEALTHCARE	3 Will Al Take Over My S&OP? Preparing for the Future of Your S&OP Today Eric Wilson, CPF Director of Planning ESCALADE SPORTS				
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O Excellent	Comments:						
40.55							
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O Excellent 2:10 pm − 3:05 pm ○ 10 ○ 11 ○ 12 Session Score ○ Poor ○ Fair ○ Good	10 How and When to Use Top Down, Bottom Up and Other Forecasting Approaches Joseph Eschenbrenner, ACPF Director of Demand & Supply Planning PUMA	11 Profitability in Your Sights: Aligning Financial Budgets or Goals with Supply Chain Forecasting & Planning Jay Schmidt Sr. Forecast Analyst LEUPOLD & STEVENS, INC.	12 Not time Artificial About the Benefits of Al: Gair ing Competitive Advantage with IBP/S&OP & ADVanced Analytics Steven Hainey, CPF, CPSM, CPIM, MCIPS, C. P. M. Director of Supply Chain, Process Solutions NEWELL BRANDS				
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O Excellent							
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O Very Good O Excellent							
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8:00 am - 8:55 am 13 14 15 Session Score Poor Fair Good Very Good Excellent	13 Is Your Forecasting Providing An ROI? Why Knowing Your Forecasting Cost-Benefit Ratio Adds Dollars To Your Bottom Line Tonilee Adamson Chief Clinical Director and COO WITH GRACE HOSPICE, INC. Bobbye Brooks, President & CEO MEDIA 4 WOMEN ENTERPRISES, INC.	14 Is Your Inventory A Liability or Asset? Proven Strategies To Reduce Inventory Risk Zachary Smith Director-Demand Planning & Replenishment HANDCRAFT MANUFACTURING	15 The Crossroads Of Strategy & Operations: Owens Corning's Journey In Implementing Successful S&OP/S&OE Andrew Morrin Sales & Operations Execution Leader OWENS CORNING				
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11:15 am – 12:10 pm 22	22 Profitable Partnerships: Putting the Collaboration into CPFR for Greater Supply Chain Efficiency Eduardo Fusco Demand Planning Coordinator P&G HEALTHCARE	23 Growing Old Gracefully: Bringing Life Cycle Management into S&OP with Product Reviews Misty Eldridge Supply Planning Manager ESCALADE SPORTS	24 Do You Want a Self-Operating, Self-Learning Forecasting Assistant? It's Time to Stop Building Forecasts and Start Acting on Them Natalia Aguirre Director Business Analytics GRUPO FAMILIA Dr. Klemen Cas, Founder & CEO KAPUA INC.				
J ENCORCIN	Comments:		I THE STATE OF THE				

1. Please	tell us what you thought about the event and the impac	ct it may have on your com	ıpany.			
2. Do yo	u have any comments or suggestions for future IBF Event	ts?				
3. What o	other topics would you like to see at future events? Wha	t challenges are you currer	ntly facing that you v	would like see more	coverage on at IBF?	
4. How d	id you FIRST hear about IBF?		· · · · · · · · · · · · · · · · · · ·			<u> </u>
	O Google Search (or Equivalent) O Other:	Linkedin O Tw	vitter O Fa	icebook O	Word of Mouth	
5 How di	id you FIRST hear about IBF's Best Practices Conference 20	019 in Orlando?				
J. HOW U		Linkedin O Tw	uittor O Es	cebook O	Word of Mouth	
	O Other:	Linkedin O Iw	vitter O ra	сероок О	word or wouth	
6. What c	compelled you to register for IBF's Conference? (Please ex	cplain)				
	, , , , , , , , , , , , , , , , , , , ,					
7. Can we	e publish your comments?					
	O YES O NO					
8. Would	You be interested in SPEAKING on your lessons learned a	at a future IBF Conference,	Academy, Workshop	o, Tutorial, Webinar,	Meet-up, and/ or Chapter Meeting?	
	O YES O NO					
9. Would	you be interested in WRITING an article for the Journal	of Business Forecasting and	d/or Blog for Deman	d-Planning.com?		
	O YES O NO					
10.Havin	g attended an IBF event, would you be interested in find	ing out more about:				
	Attending IBF's Global Conferences/Events	O YES O NO	On-site Co	orporate Training		O YES O NO
	Becoming an IBF Member	O YES O NO	Advisory/	Assessments		O YES O NO
	IBF Certification CPF/ACPF	O YES O NO	eLearning	in S&OP/Deman	d Planning & Forecasting	O YES O NO
	IF YOU ANSWERED YES TO Q	UESTIONS 7, 8, 9 AND/	OR 10 ABOVE, PL	EASE COMPLETE Y	OUR INFORMATION BELOW:	
Name:		Job Title:				
Company	y:					
Address:						
City:		State:			Zip/Postal Code:	
Country:		Telephone:			Email:	
	Please list colleag	gue(s) or friend(s) who m	ight be interested i	in receiving inform	ation about IBF	
Name:		Job Title:				
Company	y:					
Address:						
City:		State:			Zip/Postal Code:	
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Institute of Business 1-DAY FUNDAMENTALS OF DEMAND PLANNING & FE Forecasting & Planning ORLANDO, FL USA | OCTOBER 20, 2019 | TIMOR SEA 1-DAY FUNDAMENTALS OF DEMAND PLANNING & FORECASTING TUTORIAL

Please take a few minutes to answer the following questions for IBF's continuous improvement (Estimated time to complete: Less than 5 minutes)

SUNDAY OCTOBER 20, 2019					
Quality and Content of Presentation	O POOR	O FAIR	O GOOD	O VERY GOOD	OEXCELLENT
	Comments				
Quality and Content of Electronic Tutorial Manual Provided	O POOR	O FAIR	O GOOD	O VERY GOOD	O EXCELLENT
	Comments				
Scope & Depth of Topics Covered	O POOR	O FAIR	O GOOD	O VERY GOOD	OEXCELLENT
	Comments				
Relevance & Applicability to Your Business of Topics Covered	O POOR	O FAIR	O GOOD	O VERY GOOD	OEXCELLENT
·	Comments				
Presentation & Communication by Instructor	O POOR	O FAIR	O GOOD	O VERY GOOD	OEXCELLENT
•	Comments				
Instructor's use of Relevant Experiences and Case Examples	O POOR	O FAIR	O GOOD	O VERY GOOD	OEXCELLENT
·	Comments				
Overall Rating of the Training Workshop	O POOR	O FAIR	O GOOD	O VERY GOOD	OEXCELLENT
	Comments				
1. Did you enjoy the Tutorial? Please tell us what you e	njoyed. Also, ple	ase share with u	s any suggestions and	d further comments:	
2. Can we publish your comments					
O YES O NO					
3. Would you and/or your company consider the follow	vina				
Becoming an IBF member	O YES	O NO	О мауве		
IBF Corporate Training	O YES	O NO	О мауве		
Certification: S&OP, Demand Planning & Forecasting	O YES	O NO	O MAYBE		
IBF's Bootcamps, Academy, Public	O YES	O NO	О мауве		
and/or Online Training	O 1E3	O NU	→ IVIAT DE		
Assessments / Advisory Services	O YES	O NO	O MAYBE		

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4. Would You be interested in SPEAKING on your lessons learned at a future IBF of YES O NO	отпетенсе, workshop, tutorial, webinal, and/ or chapter in	eeting:
5. Would you be interested in WRITING an article for the Journal of Business Fored	asting and/or Blog for Demand-Planning.com?	
O YES O NO		
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IF YOU ANSWERED YES TO QUESTIONS 2, 3, 4	AND/OR 5 ABOVE, PLEASE COMPLETE YOUR INFO	RMAIION BELOW:
Name:	Job Title:	
Company:		
Address:		
City:	State:	Zip/Postal Code:
Country	Tilesham	Fig. 19
Country:	Telephone:	Email:
riease list colleague(s) or friend(s) t	vho might be interested in receiving information abou	IT IDF
None	Job Title:	
Name:	Job Title:	
Company:		
Address:		
City:	State:	Zip/Postal Code:
Country:	Telephone:	Email:
Name:	Job Title:	
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City:	State:	Zip/Postal Code:
Country:	Telephone:	Email:
Name:	Job Title:	
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City:	State:	Zip/Postal Code:
Country:	Telephone:	Email: