



**Institute of Business
Forecasting & Planning**



THE GLOBAL LEADER IN FORECASTING AND S&OP

**FULL-SERVICE PROVIDER OF DEMAND PLANNING, S&OP/IBP, FORECASTING,
ANALYTICS, PROFESSIONAL TRAINING AND CERTIFICATION**

IBF is a membership organization recognized worldwide as the premier full-service provider of S&OP/IBP, Demand Planning, Forecasting, Analytics, professional advisory, training, education and certification.

For over 40 years, the IBF has helped businesses improve their forecasting and planning performance to enhance growth, optimize supply chains and improve their bottom line.

No organization has the depth in educational content, or expertise in organizational development improvement, as IBF. Nor do they have the same level of access to professionals in S&OP/IBP, Demand Planning, Forecasting, and Predictive Analytics. IBF is renowned for its industry-leading training, certification, conferences and bootcamps, as well as its research output led by one of the pioneering academics in the field.

The IBF operates the two widely read publications in Planning, Forecasting and S&OP—the Journal of Business Forecasting and www.demand-planning.com.





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EDUCATION & TRAINING

IBF Learning and Organization Development Solutions are Practical, Engaging and Experiential.



Major Learning Outcomes:

- Improved forecast accuracy, a key driver to improving S&OP/IBF performance
- Knowledge of how demand plans drive supply and financial decisions resulting in reduced inventory and greater cash-flow
- Capabilities to build true cross-functional collaboration and accountability internally to gain business intelligence for better planning
- Execution of best practices for external collaborative relationships with customers and suppliers
- Knowledge of top various quantitative models available to find patterns in data for accurate forecasting
- Approaches for shaping demand, scenario planning, and bridging gaps between current state and company targets
- How to measure S&OP/IBF and Forecasting performance for continuous improvement
- Planning and Forecasting for New Products
- Confidence to choose the right technology to automate S&OP and Forecasting



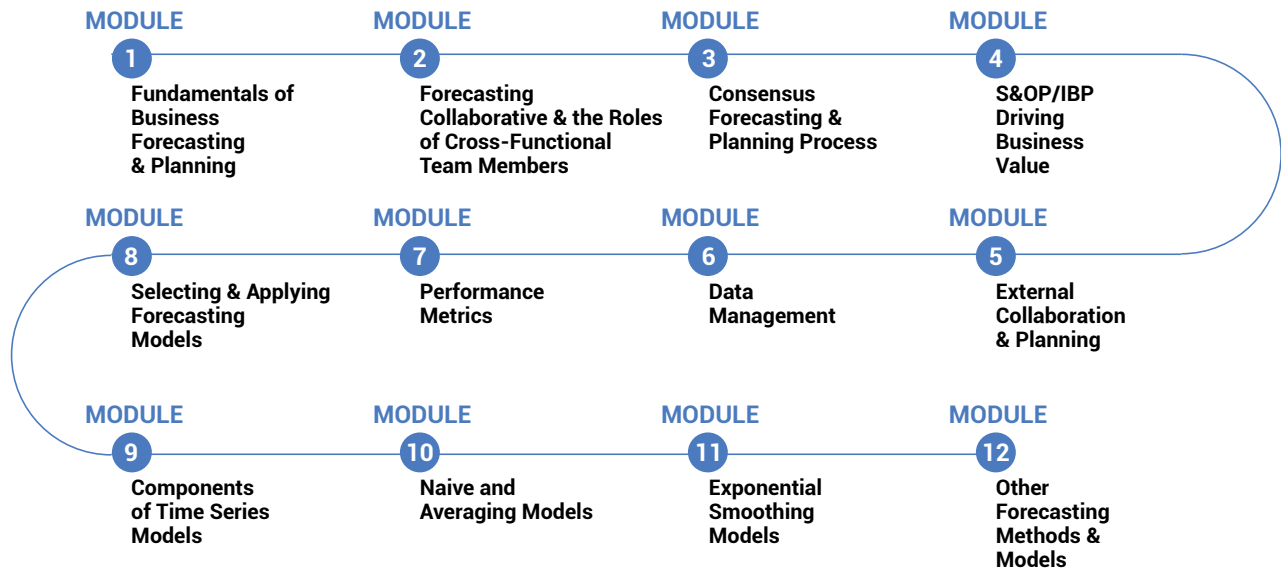


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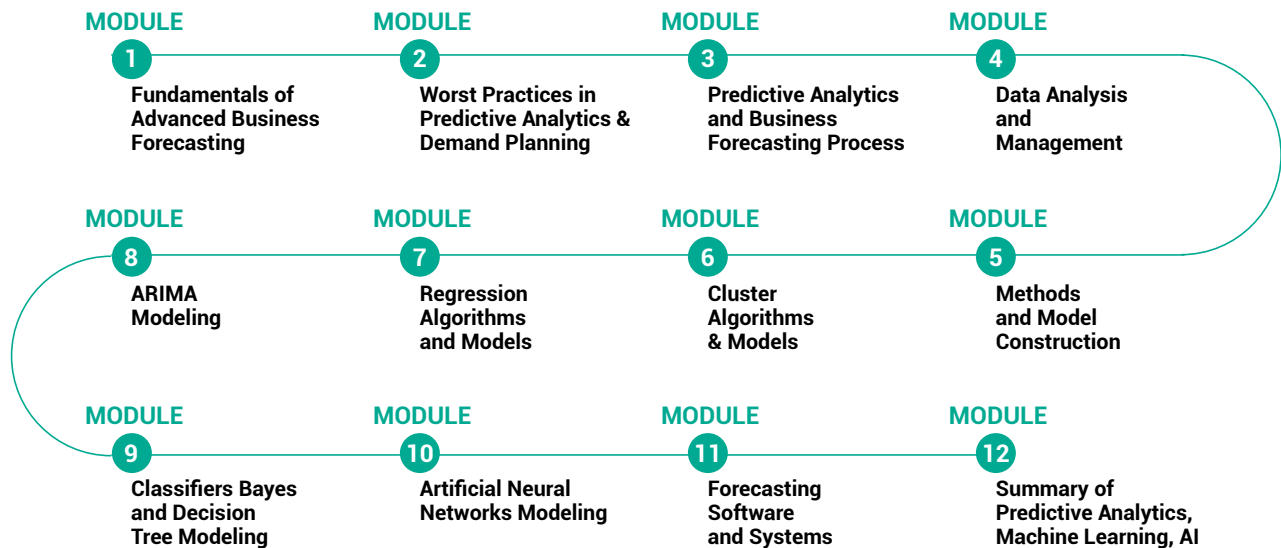
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FORECASTING & PLANNING TRAINING

FUNDAMENTALS OF BUSINESS FORECASTING & PLANNING (CPF Preparation)



FUNDAMENTALS OF ADVANCED BUSINESS FORECASTING (ACPF Preparation)





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S&OP/IBP TRAINING

MODULE

1

S&OP & IBP
Fundamentals
Overview

MODULE

2

Emerging
Process
Quick Start Guide

MODULE

3

Data
Gathering

MODULE

4

Product Portfolio &
Life-cycle Planning
and Review

MODULE

8

IBP & Executive
S&OP Review

MODULE

7

Pre-S&OP or
Financial
Reconciliation Review

MODULE

6

Resource/Supply
Planning
& Review

MODULE

5

Demand Planning
& Review

MODULE

9

Tactical Execution
and S&OE Process

MODULE

10

S&OP Process Meeting
Barriers to Success
& Creating Participant
Accountability

MODULE

11

Performance
Measurements

MODULE

12

Best Practices
and How to Become
a Vanguard
in S&OP/IBP

SUPPLY CHAIN MANAGEMENT (SCM) TRAINING

MODULE

1

Fundamentals of
Supply Planning

MODULE

2

Supply Planning
& the Roles and
Responsibilities

MODULE

3

Planning Strategies
and
Planning Process

MODULE

4

Demand Planning
and
Management

MODULE

8

Replenishment
Models

MODULE

7

Segmentation
and
Optimization

MODULE

6

Supply Planning
Performance
Metrics

MODULE

5

Sales & Operations
Planning (S&OP)

MODULE

9

Manufacturing
Planning and Control
Overview

MODULE

10

Distribution Requirement
Planning and Goods
Movement Overview

MODULE

11

Inventory Models

MODULE

12

Future and Other
Considerations
in Supply Chain

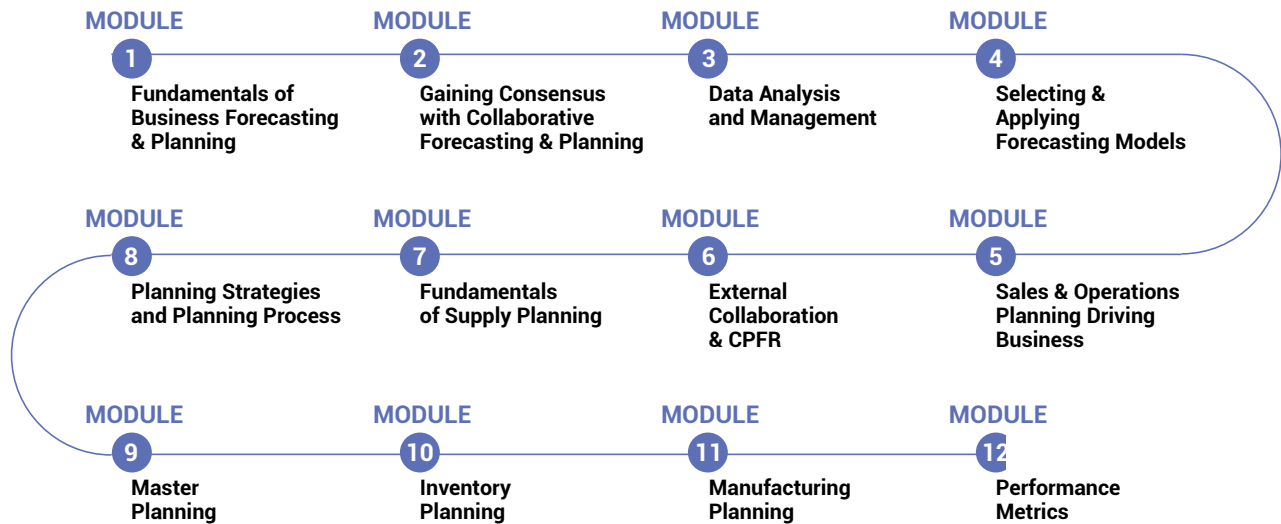




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SUPPLY & DEMAND ESSENTIALS TRAINING



ADDITIONAL IBF TRAINING/WORKSHOPS

Executive Workshop for
Business Forecasting & Planning

New Product Forecasting &
Planning





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TRAINING COURSE DELIVERY OPTIONS (CPF; ACPF; S&OP/IBP; SCM)

OPTIONS	On-Site	Live Online	eLearning
3 Days with On-Site Facilitator	●		
5 Days with Online Facilitator		●	
Application of content to day to day work with group discussion & exercises	●	●	
CPF Exam Preparation	●	●	●
Customized additional days can be designed based on client needs	●	●	
12 One hour Modules	●	●	●

ADVISORY SERVICES OPTIONS

OPTIONS	On-Site	Virtual
Assessment of current state with findings report and recommendations	●	●
Process improvement support	●	●
Implementation support (including software selection)	●	●
Communication and change management support	●	●
Measurement and metrics definition and implementation support	●	●





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TWO LEVELS OF CERTIFICATION

CPF	ACPF
Validate your experience, skills, and knowledge in the field	Challenge yourself to become an advanced expert in the field

CERTIFICATION INFORMATION

- Training courses are designed to prepare participants for the IBF Certification exams
- Three 2 hour exams with a passing grade of 70 or above
- Required text books: "Fundamental of Demand Planning & Forecasting" by Chaman L. Jain and "Predictive Analytics for Business Forecasting & Planning" by Eric Wilson, ACPF
- Certification is valid for four years, with a point system for maintaining the certification

(FOR MORE DETAILS [CLICK HERE](#))

PARTICIPATING COMPANIES (PARTIAL LIST)



Partnering with IBF provides companies with the knowledge, skills and vision to reach planning maturity, allowing companies to forecast and plan better, improve KPIs, and support effective S&OP/IBP that drives innovation, efficiency and profitability.

For further information contact training@ibf.org





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IBF CORPORATE CERTIFICATION

IBF's Corporate Certification program recognizes excellence in S&OP/IBP, demand planning and forecasting at an enterprise level. Following an assessment of your capabilities across People, Process, Analytics and Technology, your company will be assigned one of four levels:

- *Emerging*
- *Essential*
- *Next Level*
- *Vanguard*

Vanguard organizations represent the cutting edge of demand planning and lets customers and suppliers know that your company is a stand-out strategic partner.



Corporate **Certification**

<https://ibf.org/certification/corporate-certification>

