PUSHING FORWARD TOGETHER: YOUR ROLE & IBF

Membership is for CEO’s, Department/Functional Heads, Directors, Managers, Leaders, Planners, and Analysts at all levels. Role include (partial list): responsible for:

- Allocation Planning
- Big Data
- Brand & Product Management
- Business Development
- Call Volume Planning
- Collaborative Planning, Forecasting, & Replenishment (CPFR)
- Customer Service
- Data Scientist
- Demand Management
- Demand Signal Repository Management
- Distribution
- Economic Analysis
- Engineering
- ERP Implementation
- Finance
- Forecasting
- Information Technology
- Integrated Business Planning (IBP)
- Inventory Management
- Load Forecasting
- Logistics & Transportation
- Marketing
- Master Scheduling
- Materials Management
- Merchandise Planner
- Merchandising
- Mergers & Acquisition
- New Business/ Product Development
- New Product Forecasting & Planning
- Operations
- Predictive Analytics
- Procurement/ Buying/ Purchasing
- Product Life-Cycle Planning
- Production
- Promotions Planning
- Retail Collaboration
- Sales
- Sales & Operations Planning (S&OP)
- Sourcing
- Statistical Modeling
- Strategic Planning
- Supply Chain Management
- Trade Promotions
- Warehousing

ABOUT IBF—
The Global Leader In Forecasting & S&OP

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/ IBP education, benchmarking research, training, certification, eLearning, world-class conferences, and advisory services. For over 30 years, the IBF has been helping businesses improve their forecasting and planning performance to enhance growth, optimize supply chains, and improve their bottom line. No other organization on the globe has as much depth in its educational content for Demand Planning, Forecasting, Predictive Analytics, and S&OP.

EXCLUSIVE BENEFITS:

❖ JOURNAL OF BUSINESS FORECASTING (JBF) SUBSCRIPTION
❖ FREE IBF TRAINING
❖ FREE ACCESS TO JBF ARTICLE LIBRARY
❖ RESEARCH REPORTS, BENCHMARK STUDIES
❖ VALUABLE FORECASTING TEMPLATES
❖ DEMAND PLANNING, FORECASTING, AND S&OP SUPPORT
❖ DISCOUNTED IBF EVENTS, TRAINING, AND CERTIFICATION
❖ NETWORK WITH 1000’S OF DEMAND PLANNING, FORECASTING, ANALYTICS, S&OP AND SUPPLY CHAIN PROFESSIONALS GLOBALLY
Membership fees ($USD):

Individual Membership:
- 1 Year Membership: $250
- 1 Year International Membership: $300
- 2 Year Membership: $475
- 2 Year International Membership: $550

Corporate Membership (8 Employees Maximum):
- 1 Year Membership: $1800
- 1 Year International Membership: $2000
- 2 Year Membership: $3500
- 2 Year International Membership: $3900

* 8 employees maximum  †Refers to outside the U.S.A.

2 WAYS TO REGISTER:
1. Register On-line at: www.ibf.org/mem.cfm
2. Complete form below and mail with check drawn from a USA bank payable to:
   Institute of Business Forecasting
   350 Northern Boulevard
   Great Neck, New York, 11021  USA

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

Card #  Exp. Date

Signature

Journal of Business Forecasting: World Leading Insight & Thought Leadership

Active Members receive IBF’s flagship journal, packed with a host of jargon-free articles on how to create, recognize, and utilize good forecasts for better S&OP and IBP. Every article is written for practitioners at every level in all industries. The Journal of Business Forecasting reveals best practices of industry leaders, as well as providing practical guides on how to develop financial plans and budgets, and how to enhance forecasting performance, inventory management, production schedules, marketing strategies, and customer service – not to mention achieving reductions in supply chain costs. Articles are written for, and by, practicing professionals with experience in S&OP, demand planning, forecasting, and analytics.

Journal of Business Forecasting Library: Gain Access To A Wealth Of Knowledge

Active Membership now puts all Journal of Business Forecasting articles and research since inception (1981) at your fingertips! IBF Members can download unlimited PDF files of articles based on any search criteria. Members can access hundreds of articles representing a multitude of industries, companies, and topics including forecasting, demand planning, S&OP, and supply chain management. There is no other body of knowledge in the forecasting and planning field as extensive or valuable as the JBF Library.

Benchmarking Research Reports: How Do You Measure Up?

Our benchmarking reports provide you with an understanding of key metrics and how your company measures up to “best in class” benchmarks.

Current Research includes Benchmarks for:
- Forecast Error: Across different levels of aggregation and time horizons
- Management Support for Forecasting
- Collaborative Forecasting Processes
- Forecasting Ownership: Where the Function resides
- Types of Forecasting Models Used
- Surveys of Forecasting and Supply Chain Salaries
- S&OP and CPFR Practices including levels of sophistication
- How Many SKUS can a Forecaster Manage?

Cost of Forecast Error Template: Get Valuable & Practical Resources

Clearly show the value proposition for increasing S&OP, demand planning and forecasting resources. A common challenge is
convincing leadership of the need for additional resources to build or improve the function. By calculating how much you will save for each percentage of forecast error reduced, this template will help you justify the support for the demand planning and forecasting efforts to management. Although every single benefit achieved from a reduction in forecast error cannot be fully quantified, many benefits derived in the supply chain can be measured and illustrated.

The savings alone can be many times the cost of developing and maintaining the function. This template helps you determine the cost of forecast error from over-forecasting as well as under-forecasting, and is only accessible by active IBF Members.

THE SUPPORT YOU NEED: Advice For All S&OP And Forecasting Problems

Dealing with an issue or challenge? Need help, and fast? Then let IBF provide the answers to your current demand planning, forecasting, and S&OP/ IBP questions, or let us help you connect with experienced practitioners to give you the guidance you need. Whether you’re looking for the right metric to measure forecast error, looking to determine what approach should be taken to start a demand planning team, how much to pay your demand planning managers, where the forecasting function should reside, or quick tips on selling S&OP/ IBP to leadership, we can help. This is an extremely valuable benefit, exclusive to active IBF Members.

GET YOUR SKILLS RECOGNIZED: Certification Program & Career Advice

IBF’s Professional Certification Program is an excellent way to qualify and validate your team’s S&OP, forecasting and demand planning knowledge. Certification is also a great way to enhance your credentials and advance your career. It allows employers to build the best teams to improve customer service, reduce inventory & supply chain costs and increase forecast accuracy. This certification program is based on a verified body of knowledge, accumulated over 30 years. IBF Certified Professionals demonstrate their passion for the field and enjoy greater career opportunities and recognition. IBF Members get advice on how to further career progression in forecasting & planning, with practical tips and networking. Almost every large global corporation has an IBF certified professional as part of their team. Get certified today!

Three Levels of Certification:

1. Certified Professional Forecaster (CPF)
   Earned by passing exams 1, 2 & 3

2. Advanced Certified Professional Forecaster (ACPF)
   After receiving CPF, earned by passing exams 4 & 5

3. Certified Professional Forecaster–Candidate (CPF-C)
   A starting point for students entering the job market

POWER OF NETWORKING: Advance Your Career At IBF Events

IBF Members always receive special pricing and complimentary access to select meetings and events. IBF conferences, tutorials, workshops, Academy, boot camps, and trainings allow you to keep pace with best-in-class companies and stay informed of the latest advancements in demand planning, forecasting, and S&OP/ IBP. They bring together experienced professionals and thought leaders from well-known companies around the globe to share their knowledge and expertise. Attendees immediately receive step-by-step, practical solutions they can apply upon return to their office. Nowhere else will you find so many practicing planning and forecasting professionals gathered under one roof. We offer “Live” On-line Forecasting and Planning Education for those who cannot attend any given on-site event.

IBF Members receive significant discounts at IBF Events, allowing members to recoup their costs very quickly. Become a Member and join us at an IBF event today!

ON-SITE TRAINING & EDUCATION: Your Competitive Advantage

IBF brings business forecasting & planning expertise to your office, anywhere in the world! Join scores of companies that have utilized IBF’s On-Site training and education including GAP, Nestle, Heinz, Molson, Nike, Philip Morris, J&J, Pfizer, Rolls Royce, Motorola/ Google, Whirlpool, Bayer, Caterpillar, Dupont, Goodyear, Heineken, and others. Receive hands-on private training at your location of choice and receive relevant knowledge that can be used immediately. Not only does IBF’s On-Site training give you a foundation in S&OP/ IBP, demand planning & forecasting, but it is a perfect way to prepare staff for certification exams - which come at a discount with IBF Membership.

IBF BOOKS: Learn From Global Thought Leaders In S&OP And Forecasting

Our books provide real-world knowledge helping you to improve forecasting and planning performance. We’re regularly adding to our bookstore.

Our latest books (Partial List):

- **Fundamentals of Demand Planning & Forecasting** (3rd Edition)
  Dr. Chaman Jain

- **Sales and Operations Planning**
  Tom Wallace and Bob Stahl

- **Demand Driven Forecasting: A Structured Approach to Forecasting**
  Charles W. Chase, Jr.