



Demand & Supply Planning Excellence

Optimising supply chain efficiency through accurate demand forecasting and planning

This 2 Day Course will review the fundamental levers for optimising service levels, inventory costs and inventory levels as well as forecasting techniques and strategies for different inventory types. In addition, we will review the techniques and tools required to take forecasting and inventory management capabilities to the next level and achieve Demand & Supply Planning excellence.

This is a practical course, using industry case studies and 'take-home worksheets' to enable participants to plan for and assess their own organisations.

This course aims to:

- Educate in the principles of forecasting & inventory management
- Provide a "how to" framework for their application
- Explore the pros and cons of different forecasting & inventory management approaches
- Assess the impact that improved forecasting & inventory management can have on business performance
- Discuss successful implementation approaches
- Identify opportunities for participants to apply the knowledge they have gained in the course within their organisations

Key Topics

- Fundamentals
- Methodologies
- Inventory, Service & Cost Optimisation
- Demand Planning
- Supply Planning
- Performance Management and S&OP
- Supply Chain Collaboration
- Planning Processes & Organisational Structure
- Systems & Technology
- Simulation and Modelling
- The Financial Link
- Implementation & Change – Making it Happen

For capital intensive businesses, effective forecasting and inventory management represents a unique opportunity to generate windfall ROI by rapidly minimising inventory investment, generating cash, improving service level performance and reducing supply chain operating costs as a percentage of sales.

Industry case studies and benchmarking studies show that superior forecasting and inventory management performance directly translates into a marked competitive advantage – whether it be successfully supporting promotional activities, improving operating cash flow, delivering in full on time more quickly and/or reducing cost to serve. Given increasing competition in service and cost, greater complexity due to the ongoing globalisation of supply chains and increased business risks, effective forecasting and inventory management has become a critical success factor.

Key Learning Objectives

- Understand how to improve forecast accuracy & optimise inventory
- Learn how to segment inventory and assign appropriate management techniques
- Discover forecasting techniques and strategies for different inventory types and planning horizons, such as budgeting versus replenishment
- Understand the fundamental levers for optimising service levels, inventory costs and inventory levels
- Learn how to calculate inventory related costs, optimal replenishment cycles and statistical safety stocks
- Review related key performance indicators (KPIs)
- Learn how to make the S&OP process more effective by applying advanced demand planning techniques
- Understand different implementation considerations & approaches
- Learn how you can conduct an opportunities assessment for your business

WHAT DO YOU GET?

Practical tools you can take away and implement
Implementation tips & hints
Real world applications
Trainers who have walked the walk

WHO SHOULD ATTEND

Procurement/Purchasing/ Sourcing Managers	Demand Planners	Logistics Managers
Financial Controllers	Supply Planners	Supply Chain Managers
General Managers	Warehouse Managers	Production Planners
Chief Executive Officers	Inventory Managers	
	Distribution Managers	