



# Master Class Demand Planning, Forecasting and S&OP

On 17<sup>th</sup> Feb 2017, Mumbai & 9<sup>th</sup> Feb 2017, Delhi

The success of Demand Planning and Forecasting depends on its seamless integration with the Sales & Operations Planning function. The gap between the forecast and the S&OP creates friction within organizations. Two factors are necessary to integrate these functions – one a continuous improvement in demand planning and two, its alignment with S&OP. This one day master class will introduce you to the concepts of S&OP, the process of S&OP and promote enterprise alignment and accountability through transparency and impact analysis.

## Learning Objectives

- Understand the Scope and framework for S&OP
- Understand the most valuable outputs and results of S&OP
- Understand how can technology can take performance to the next level
- Balancing Demand and Supply - Managing the “gap” between the current plan and the annual operating plan
- Develop agenda and conduct S&OP meetings
- Create a successful S&OP process output that would drive marketing, sales, and operations

## The Agenda:

- Matching demand with supply: The Basic framework for S&OP
- The scope and challenges in S&OP.
- Defining the S&OP process
- Integrating S&OP with operational planning
- Managing the gap between Budget and S&OP
- Identifying performance gaps early to ensure optimal profitability and creating a directionally correct plan
- How to align Demand Planning and Forecasting with S&OP.
- Building an effective Operations and sales planning processes

## MASTER CLASS LEADERS: Dr Rakesh Singh

Dr. Rakesh Singh is the chairman of Institute of Supply Chain Management. Prior to this, he was director at IMT Dubai, DSIMS Mumbai and Founding Dean of NMIMS School of Economics. Dr. Rakesh Singh is distinguished professor of Supply chain Strategy and Economics at Great Lakes Institute of Management. He is a gold medalist in MA Economics from University of Mumbai and PhD in Supply Chain Management. He Teaches at Athens University of Economics and Business, INSEAD France and IIM Kolkata. His Research is in the area of Supply chain Management and he is widely published both internationally and nationally. He is been on various committee of Government of India. He Has conducted numerous training programs in the domain of supply chain for corporates like Nivea, Dachser, Murugappa group, L&T, Syngenta, Rallis, Fiat, Mahindra Automotive, Dabur and John Deere Tractors to name a few. His Masterclasses on demand forecasting as well logistics strategy been very popular. He is also the Managing editor of SCM Pro and Demand planning review and is member of various committees of Indian merchant chambers. He regularly speaks on global platform.

## One senior Industry professional will share his experiences during the session

Fee: ₹ 12500 +15% Sevice Taxes

Venue: Hotel Orchid, Near Domestic Airport, Mumbai & Hotel Holiday Inn, Near International Airport, New Delhi

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**Institute of Supply Chain & Management Pvt. Ltd.**

# ISCM

# SCMPro

Supply Chain Management Professional

Master class "Demand Planning, Forecasting and S&OP", Hotel Orchid, Near Domestic Airport, Mumbai (17th Feb, 2017)

Master class "Demand Planning, Forecasting and S&OP", Hotel Holiday Inn, Near International Airport, New Delhi (9th Feb, 2017)

## REGISTRATION FORM

Company Sponsored / Individual Registration:

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2				
3				
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Address: \_\_\_\_\_  
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Phone : \_\_\_\_\_ Email : \_\_\_\_\_

Company Name: \_\_\_\_\_

*\*Fees per Participant: ₹ 12,500/- + Service Tax as Applicable (Inclusive of Study Material, lunch and tea / coffee)*

Cheque/DD should be payable in the name of "Institute of Supply Chain & Management Pvt.Ltd.", Mumbai.

Mode of Payment: Cash  Cheque  NEFT  Internet Banking

DD/ Cheque No.	Amount	Drawee Bank/ Branch	DD/ Cheque Date

**For NEFT**

A/c Name : Institute of Supply Chain & Management Pvt. Ltd.

A/c No. : 35020200000131.

Bank: Bank Of Baroda

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Authorized Signatory

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