

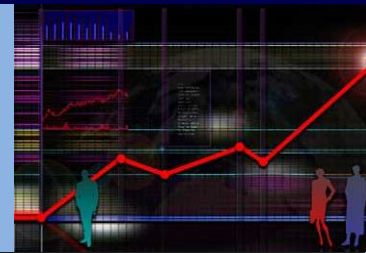
# SALES & OPERATIONS PLANNING

For Improved Collaboration and Business Performance

*A comprehensive 2 day course for your team to improve performance now!*

Worldwide location arranged at your convenience, conference and single company seminar formats

To be successful in today's challenging environment, companies and trading partners must be connected in their planning and decision making processes. An effective Sales & Operations Planning process needs to steer leadership teams to maximize their opportunities and position their teams for success. In this one or two day, high-impact workshop, participants get a blend of S&OP theory, practical application, case study work (2 day version), and the knowledge to begin using S&OP to begin improving short and long-term performance.



## INSTRUCTOR PROFILE



Eric J. Tinker is a Principal with Nexview Consulting, LLC and has more than 15 years of experience in management consulting, leading large complex change in the US and internationally. His projects have successfully delivered more than \$240MM in operational improvements across a variety of industries. These results have been achieved in areas such as demand management, sales & operations planning, pricing, inventory management, procurement, distribution, information systems, organizational design, and business performance management. Nexview's methods are characterized by quick impact, client ownership, and structured change management.

## IN THIS COURSE WE WILL

- Examine S&OP's linkages to company strategy, supply chain, and overall planning efforts
- Address the needs of companies just starting with S&OP, or those that need to revitalize an existing process
- Benchmark your process vs. best practices, examine roles, change management, IT systems, and results areas
- Surface current challenges in your company and illustrate how S&OP can address to drive results
- Discuss how to improve your meetings and use of KPIs
- Provide a jumping off point to launch your S&OP initiative

## SUMMARY AGENDA

### Day 1 – The Elements of S&OP

- The S&OP process, and its linkages to strategy and planning
- Design considerations and key roles
- Benchmark your process vs. best practices
- Identify improvement opportunities in your company and estimate their worth
- S&OP meeting effectiveness and KPIs to improve performance

### Day 2 – S&OP in Action

- Technology requirements and survey of systems in the market
- CPFR – Extending S&OP to external partners
- Case Study
- Develop a vision to guide your S&OP process
- Change management and implementing S&OP in your organization



## WHO SHOULD ATTEND

Analysts, Managers, and Executives from functions such as:

- Corporate, Strategic, and Demand Planning
- Sales & Operations Planning
- Sales, Business Development, and Marketing
- Finance
- Supply Planning
- Operations
- Supply Chain
- Inventory Management
- Procurement
- Entrepreneurs

## FOCUS INDUSTRIES

- Consumer Packaged Goods
- Chemicals
- Life Sciences
- High Tech
- Manufacturing
- Energy

## CONTACT

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