

Integrated Planning

Reap the rewards of successful planning through integrated processes

Effective decision making



the experts....

There is no question that IE Group provides the gold standard conferences in the industry and will connect you with decision makers within business forecasting & planning. You will meet senior level executives from major corporations and innovative small to medium size companies.











Previous Speakers Include:

- VP, Planning, **Sandvik**
- VP, Planning & Allocation EMEA, **Ecolab**
- Director, EMA Planning, **Diversey Inc.**
- Director, European Planning, **Nike**
- Director, Planning & Fulfillment, **HP**
- Director, Supply Chain, **Danfoss**
- Director, Supply Chain, **Factory of Electric Motors**
- Principal, Supply Chain Innovations, **Infineon**
- Senior Director, Supply Chain Planning, **Bulgari**
- Director, Strategy, **Virgin Media**
- Director, Logistics & Supply Chain Integration, **McDonalds**
- Head, Planning, **BSkyB**
- Head, Supply Planning, **Syngenta**
- Head, Supply Planning, **Roche**
- Project Leader, Integrated Planning, **BASF**
- Group Financial Planning Manager, **Shell**
- Demand Planning Manager EMEA, **Honeywell**
- Manager, Supply Chain, **Rijk Zwaan**
- Project Leader, Supply Chain, **Sony Ericsson**
- Manager, Logistics, **FrieslandCampina**
- Manager, Supply Planning - **Walkers, Pepsi Co**
- Manager, Supply Chain, **Chubb**

the content...

Effective business planning is central to business success. In the modern business environment technological developments and the advances of globalization have created unparalleled opportunities for businesses to expand their markets. But new opportunity has opened the door to new challenges.

This summit will focus on the solutions offered by integrated planning and business forecasting. The two days will comprise of learning objectives, illustrated intermittently with a number of case studies, to include:

- Evaluate how business forecasting, demand planning and S&OP operate on a global basis and in mature and emerging markets
- Discover how Integrated Business Planning can provide an integrated planning platform across marketing, operations and finance
- Learn about best-practice processes, identify and implement the supporting technologies, and design the best organisation approach to connect the planning process across the enterprise
- Understand the importance of change management; how to develop and link strategic planning and operational planning with financial planning

and much more.....

who will you meet?...

Previous delegates (partial list):

- Sr. Director, Planning, **Monster Worldwide**
- Sr. Director, Operations, **Logitech**
- Director, Operations, **Napapijri Apparel**
- Director, Operations, **Sonae Center**
- Director, Operations, **VF International**
- Director, Operations, **Renaissance**
- Director, Operations, **Comset Ltd.**
- Director, Supply Chain Management, **Danfoss**
- Director, Supply Planning, **Premier Foods**
- Director, Strategy & Planning, **B&Q**
- Global Operations, **Swarovski**
- Director, Europe Plan Excellence, **Unilever**
- Global Demand Manager, **Shell International**

- Sr. Manager, S&OP, **FrieslandCampina**
- Manager, Supply Chain, **Heineken**
- Manager, Supply Chain, **Adidas**
- Leader, Integrated Business Planning, **BASF**
- Head, Business Planning, **Zurich**
- Manager, EMEA Finance, **Converse**
- S&OP Manager, **Hertz**
- S&OP Manager, Europe, **Unilever**
- S&OP Manager, Europe, **KRAFT Foods**
- Manager, Demand Planning, **Tesco**
- EMEA Manager, Demand Planning, **Sperian**
- Business Analyst, Supply Chain, **Novelis**
- Demand & Supply Controller, **Baxter Polska**

the previous presentations...

Tako de Haan, Director, EMEA Planning, **Nike**



Integrated Business Planning Implementation At Nike



Most companies start their S&OP process by aligning Demand and Supply. It is a good beginning but there is a lot more to it before calling it S&OP. How to build a solid S&OP process and further develop it to become IBP is a journey. This presentation will give you handy insights, tips and tricks on how to develop a mature and comprehensive end to end planning process to maximize your companies profit.

Tako de Haan is Nike's Director of S&OP and Planning for Europe based in EHQ in the Netherlands. He holds a master's degree in robotics engineering. After completing his thesis at IBM he worked consequently for Bestdata selling and implementing turn-key projects, for a small Private-label fashion company as Operations & IT director followed by 11 years in Mexx as the Global Supply Chain Director. Six years ago, after the acquisition of Mexx by Liz Claiborne he moved to Nike where he heads up the European Planning and S&OP departments. Tako is the driving force behind global S&OP for Nike.

Fabio Roncoroni, Head, Supply Chain Planning, **Roche**



Panel Session: The Evolution Of IBP



Fabio has over 7 years' experience in the supply chain. In his current role he leads the supply planning team within the Small Molecules Operating Units of Roche ensuring continuity of supply across different manufacturing sites and enabling demand fulfillment. He is responsible for ensuring as well proper inventory is kept at the different layers of supply chain. In previous positions within the company he has been deeply involved as well in development and implementation of new planning tool and ERP systems across the Roche network.

Heinz Winkel, Director, Planning & Fulfillment, **Hewlett Packard EMEA**



Presentation Details Coming Soon



Heinz is leading the Planning & Fulfillment Organization responsible for LaserJet and Enterprise Systems for HP in EMEA (Europe, Middle East, Africa). One of the key responsibilities in his current role is the Coordination across the different functions in Supply Chain and Go-to-Market. Given the global nature of the infrastructure this becomes an ever increasing success factor in balancing asset management needs, demand fluctuations and financial requirements. Heinz joined HP in 1988 and has led teams in Manufacturing, Consumer Support Operations and Supply Chain Management.

Chris Bull, Head, Planning, **BSkyB**



The Challenges Of Integrated Business Planning



Chris will discuss the challenges faced by BSkyB in accurately forecasting customer demand, and therefore the steps the Home Service and Supply division has taken to bring supply and demand into balance by improving supply side flexibility, e.g. through changing engineer working patterns.

Chris has extensive knowledge in supply chain finance and planning. He has been with BSkyB for fourteen years. Chris started with BSkyB, in 1998, as Head of Finance and moved over to Supply Chain Planning in 2009.

Pieter Jan Epema, Manager, Supply Chain, **Rijk Zwaan****Sowing The Seeds For Growth**

Rijk Zwaan sells almost 1000 vegetable seed varieties in 100 countries across the globe. Our operation is a supply chain of natural material with all associated complexities for planning. Over the last five years we developed our Sales and Operations Planning process, based on de-centralized responsibility for demand forecasting and centralized supply planning. By June we will have completed the circle with the inclusion of seed production planning which connects local demand to the growing activities in the 27 seed production countries. Our presentation will explain how this sophistication was introduced into an otherwise very down to earth business culture.



Pieter Jan leads the **Logistical Coordination Center (LCC)**, the department driving the Sales and Operations Planning cycle for Rijk Zwaan world-wide. Rijk Zwaan has been enjoying double digit growth over the last 5 years and has set up new subsidiaries in 7 countries. The LCC develops, transforms and runs the business processes and systems needed to support that growth.

Hans Ehm, Principal, Supply Chain Innovations, **Infineon****Global Supply Chain Challenges And Preliminary Answers – A Semiconductor Industry Example**

Hans Ehm is Supply Chain Principal and head of the Supply Chain Innovations department of Infineon Technologies AG based in Munich, Germany. He holds degrees in Physics from Germany and a Masters degree from Oregon State. In his 25 years of experience in the Semiconductor industry he was granted managing and consulting positions at Wafer Fabrication, at Assembly and Test and for the global Supply Chain. Hans is Board member of camLine Holding AG, an IT company providing software for supply and quality chains. He is a member of the European Leadership Team of the Supply Chain Council. Hans and the Infineon team won the prestigious Supply Chain Council Global Award in 2010.

Thomas Wagner, Group Financial Planning Manager, **Shell****Integrated Planning Within Shell**

This presentation provides an insight into Shell's planning & appraisal process and highlights the role of planning in providing context for strategic decision-making.

Thomas Wagner has been with the Shell Group for 18 years in various Finance roles and Shell companies. In his current role as Group Financial Planning Manager, Thomas is directly involved in the consolidation of the Strategic and Operating Plans for the Shell Group, plan analysis and reporting to the Executive Committee and the Shell Board. He is also the custodian of the Group Financial Model which holds all key planning data for the Shell Group. Previous roles include Finance Manager of Shell

Western Supply & Trading in Barbados, Downstream Controller in Shell Brazil and Global Process Owner for the Intra-Group Billing Finance process area.

Peter Jurecka, Leader, Integrated Planning, **BASF****Panel Session: The Evolution Of IBP**

In his current position as Manager in Global Planning and Reporting at BASF, Peter is leading the global implementation of Integrated Planning in business unit Crop protection. Prior to moving to Germany in 2010, he worked as a Regional controller and supply chain coordinator for Central and Eastern Europe in Czech Republic. Before joining BASF, Peter gained broad experience in the field of business process optimization and project management while working as management consultant for PricewaterhouseCoopers and A.T.Kearney.



Lars Blomberg, VP, Planning, **Sandvik Mining & Construction**



Presentation Details Coming Soon



organisations.

Lars Blomberg, vice president of planning and control with Sandvik Mining and Construction (SMC), is a 20+ year veteran of the supply chain industry. He has a deep expertise in supply chain management with broad experience in various industrial sectors in a global environment. In 1987, Lars joined the team at Sandvik Material Technology in product development and customer services and has worked as global production manager, senior analyst (Sandvik AB), managing director for a production unit (Sandvik Rotary Tools AB) and director of logistic (SMC, Dublin). He also currently serves as a member of the global supply chain leadership team at SMC. His extensive knowledge in business and supply chain processes and finance reporting has been a key in his success to lead local and global production and logistic

Maud Vermeulen, Managing Partner, **Sonum International**



7 Effective Ways To Frustrate Your Budgeting Project



As a consultant and project manager Maud Vermeulen has extensive experience in the financial domain. Her foremost expertise and favorite topic lies in the field of planning and forecasting; through an integral approach she is able to make the planning process adding value instead of being a time consuming and expensive exercise. Her goal is to deliver practical solutions and motivate people to embrace them. During the last 14 years multiple international organizations have benefited from her pragmatic and down to earth approach in realizing customer oriented planning and forecasting solutions within a short time frame.

Pamela Passman, President & CEO, **CREATe.org**



Managing The Increasing Threats From IP Theft And Corruption In Global Supply Chains



Intellectual property is the currency of innovation, creativity and economic growth. Counterfeit and pirated products costs multinational companies as much as \$250 Billion annually. By improving supply management policies and practices, we can CREATe conditions that will reduce these business risks and enhance operating performance.

Pamela Passman is the founding President & CEO of the Center for Responsible Enterprise And Trade (CREATe.org), a non-profit business association that develops policies and practices to drive greater compliance and responsibility along global supply chains.

Uneco de Meester, Managing Director, **Outperform**



Sowing The Seeds For Growth



Uneco de Meester leads Outperform, a company with a mission to bring the power of optimization to business users at all levels in the organization. He is an experienced supply chain professional with wide international manufacturing and supply chain systems experience. He has a passion for making sales and operations planning work through well designed software that fits the process.

Mike Spragg, Managing Director, EMEA, **Logility**



Chairman - Day 2

Mike Spragg has 30 + years experience in the business software applications arena, the last 12 of which have been mainly focused around supply chain planning solutions for a variety of industries. Mike has also spent time working in a UK based supply chain education and consultancy company, and now heads up Logility's operations across Europe, the Middle East and Africa.



Henk Jan Rijkse, Managing Director, **Chainresult**



Presentation Details Coming Soon

Henk Jan is a specialist in supply chain management and works at Chainresult C&I, a consulting company focusing on supply chain management optimization within agricultural, food and feed supply chains. Henk Jan works with a business process focus covering demand management to capacity planning until the detailed scheduling of operations. Key success factor in his approach is a thorough analysis in a shoulder-to-shoulder approach with client project team members... think before you act!

Les Brookes, CEO, **Oliver Wight EAME**



Managing The Future Of Integrated Business Planning

Visibility; integration; single set of numbers; optimization; flexibility; and predictability. These are all words that have become firmly established in the boardroom over the last two years. Yet still too many companies are failing to deliver against them, even though they have established integrated planning systems, S&OP processes and demand forecasts. This presentation will show how Integrated Business Planning, designed and pioneered by Oliver Wight, provides the executive leadership team with a highly effective and reliable process to integrate strategy, optimize plans, and deliver financial predictability.



Les Brookes is CEO of Oliver Wight EAME, and prior to joining Oliver Wight held a number of senior supply chain and operations posts in sectors where high performance in supply chain management focuses on gaining competitive advantage. Les' previous roles include Head of Global Operations for Mercedes High Performance Racing (Ilmor Engineering Ltd) - which designs and manufactures racing engines, including the Mercedes Benz Formula One engine - and Operations Director of Norbar Torque Tools, where he was also the Class A Project Director.

Freek Aertsen, Managing Partner, **EyeOn**



Consumer Connected: The Next Frontier In Integrated Business Planning

Freek Aertsen studied Business Administration (specialization Supply Chain Management) at Tilburg University (cum Laude) where he also obtained his Ph.D. Following that he joined Royal Philips Electronics where he has been responsible for several large multi-site forecasting, planning & control improvement projects. As co-founder and senior consultant at EyeOn he executes projects to improve forecasting and planning performance at companies like NokiaSiemens Networks, Alcatel-Lucent, Logitech, DSM, SuikerUnie, NXP, ASML, Damen Schelde Naval Shipbuilding and Philips.



the schedule...

Day One

08.30 - 10.00	Session One
10.00 - 10.30	Coffee Break
10.30 - 12.00	Session Two
12.00 - 13.30	Lunch
13.30 - 15.00	Session Three
15.00 - 15.30	Coffee Break
15.30 - 17.00	Session Four
17.00 - 19.00	Networking Drinks

Day Two

08.30 - 10.00	Session Five
10.00 - 10.30	Coffee Break
10.30 - 12.00	Session Six
12.00 - 13.30	Lunch
13.30 - 15.00	Session Seven
15.00 - 15.30	Coffee Break
15.30 - 17.00	Panel Session
	End of Summit

Previous Speakers



the information...

Integrated Business Planning Summit

Date: 21st & 22nd March, 2013
Location: Berlin, Germany
Hotel: Information coming soon

Registration Pricing

Early Bird Price: expires 31st Jan

Silver Pass: €995
Gold Pass: €1195
Diamond Pass: €1395

Regular Price:

Silver Pass: €1295
Gold Pass: €1495
Diamond Pass: €1695

Pass Descriptions:

Silver Pass: Access to all sessions & networking events

Gold Pass: Access to all sessions, networking events & annual subscription to IEG membership worth €600

Diamond Pass: Access to all sessions, networking events, annual subscription to IEG membership & Strategic Analysis Report

Team Discount Offers

3 tickets: €2700 (€900 per attendee)
5 tickets: €4250 (€850 per attendee)

For special opportunities for groups, contact us at register@theiegroup.com

Three Ways to Register

Phone +44 207 558 8460

Fax +1 323 446 7673

Website <http://operations.theiegroup.com/ibp-berlin/registration>

Before 31st January only:

Silver Pass - €995

Gold Pass - €1195

Diamond Pass - €1395



For registration or more information on the program, please call Lin on +44 207 558 8460, or fax this registration form to +1 (323) 446 7673

NAME OF EACH ATTENDEE

TITLE OF EACH ATTENDEE

DEPARTMENT

COMPANY

INDUSTRY

ADDRESS

CITY

STATE/PROVINCE

ZIP/POSTAL CODE

COUNTRY

EMAIL OF EACH ATTENDEE

BUSINESS PHONE NUMBER

Payment Options

Cheque (Make cheques payable to The Innovation Enterprise Limited) Invoice me

Visa Mastercard American Express Diners Club Discover

CARD NUMBER

EXPIRATION DATE

SECURITY NO.

CARDHOLDERS NAME

CARDHOLDER'S SIGNATURE

Early Bird Pricing Offer until 31st January

Early Registration Silver Pass: €995 Attendees _____

Early Registration Gold Pass: €1195 Attendees _____

Early Registration Diamond Pass: €1395 Attendees _____

3 Tickets €2700 (€900 Per Attendee) 5 Tickets €4250 (€850 Per Attendee)

Prices are exclusive of VAT. Places are transferable without any charge. Cancellations before 10th February 2013 incur an administrative charge of 50%. If you cancel your registration after 10th February 2013 we will charge the full fee. You must notify IE Group in writing of a cancellation, or we will charge the full fee. IE Group reserve the right to make changes to the program without notice. NB: FULL PAYMENT MUST BE RECEIVED BEFORE THE EVENT

the previous sponsors...

Global Sponsors



Gold Sponsor



Global Bronze Sponsor



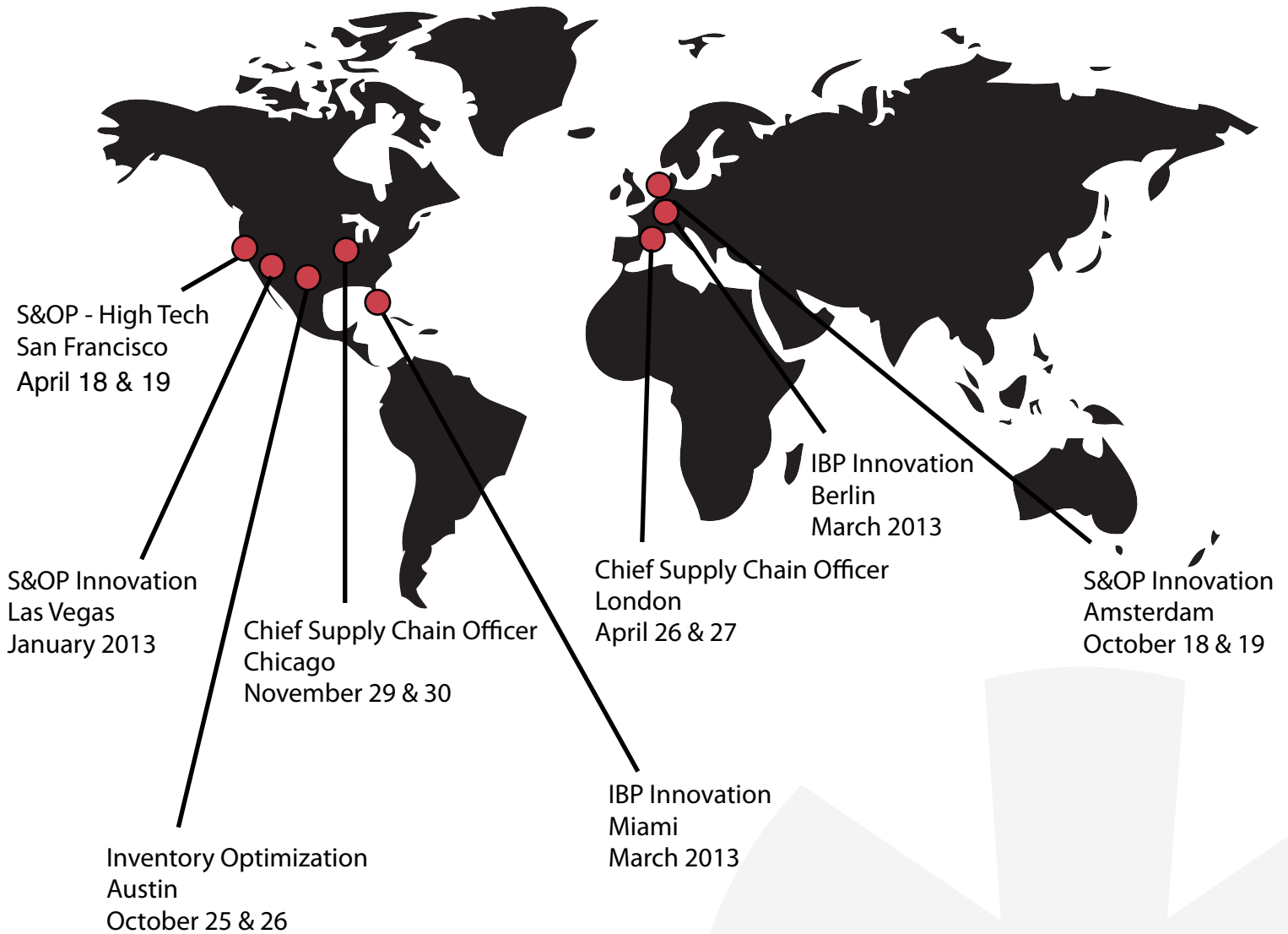
Bronze Sponsor



Exhibitor



the upcoming summits...



Contact Information

Conference Director:	Rose Riley	Tel: +44 208 123 5982	Email me
Sponsorship Director:	Pip Curtis	Tel: +44 207 193 9857	Email me
Delegate Manager:	Lin Duan	Tel: +44 207 558 8460	Email me

*IEG.network

Exclusive Content for Finance, Operations & Business Analytics.

What is the IEG. Network?

IEG is the premier forum for Finance, Operations Planning & Business Analytics education. Gain insight and optimize results with un-biased actionable business education available on-demand and delivered by your peers. Stay on the cutting edge of the latest trends within S&OP, FP&A & Business Analytics, all without having to leave your desk.

Learn from leading companies including:



Affordable. Cutting Edge. Convenient.

Invest in innovative business education that will help you benchmark and validate current and future initiatives that can be leveraged to optimise business results and effective decision making.

IEG membership content spans numerous industry sectors and includes presentations from many of the world's leading companies.

What you get...

- Access to over 200 hours of On-demand training on topics that are important to you, like S&OP, FP&A, Predictive Analytics, Supply Chain, Strategic Planning, Inventory Optimisation, Integrated Business Planning and more
- Access to our extensive training library. Whenever your team needs to benchmark or gain some key actionable ideas, they just watch a quick video.
- Monthly newsletters with industry insights and important news - vital for up-to-date info and methodology.

Sign up now