

Advanced S&OP

Integrated Planning: Create True Collaboration

Insightful decision making



the experts...

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



Previous speakers include:

- **Anand Brahme**, Global S&OP Leader, **Owens Corning**
- **Glenn Lawse**, Director, Franchise Supply Chain, **Johnson & Johnson**
- **Lori Ann Potash**, Vice President, Demand & Supply Planning, **Elizabeth Arden**
- **Brian MacNeal**, VP Finance, Project Maestro, S&OP Lead, **Campbell Soup Company**
- **Scott Degroot**, Director Customer Supply Chain Strategies, **Kimberly-Clark**
- **Jennifer Hughey**, Vice President, Supply Chain, **Optimum Nutrition**
- **Olaf Gelhausen**, Head Supply Chain & Purchasing, **Infineon Technologies North America**
- **Sandeep Shah**, SVP Supply Chain Planning, **Marchon Eyewear**
- **Tim Conrad**, Director, Operational Excellence, **Gates Corporation**
- **David Choe**, Transformational Initiative Leader, **Tyco Electronics**
- **Lora Cecere**, Partner, **Altimeter**
- **Dave Zuern**, Vice president, North American Logistics, **Invacare**
- **Lalit Panda**, Chief Information Officer, **D&M Holdings**
- **James Merwin**, Director, Global Supply Chain, **Milwaukee Electric Tool**
- **Brad Mueller**, Vice President, Supply Chain, **Briggs Medical Supply Company**
- **Tammy Bertrand**, Director, Operations, **WLS Lighting Systems**
- **Michael Ryan**, Senior Manager, Demand Planning, **Goodyear Tire & Rubber Company**
- **Jim Moise**, Executive Director, Purchasing & Logistics, **NC2**
- **Dean Fusco**, Executive Vice President, **ModCloth Inc.**
- **Dick Ling**, Principal, **Ling-Coldrick**
- **Robert Powell**, Global Manager, Risk Briefing, **The Economist Intelligence Unit**
- **Dan Kinzler**, Principal, **Deloitte Consulting**
- **Ken Olsen**, Specialist Leader, **Deloitte Consulting**
- **Bob Burrows**, Managing Principal & CEO, **On-Point Group**
- **Aamer Rehman**, Vice President, Manufacturing Solutions, **Kinaxis**

the content...

An effective sales and operations planning process 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 innovative supply chain planning and business forecasting. It will comprise of learning objectives, illustrated intermittently with a number of exploratory case studies, to include:

- Strategies to engage senior leadership in the S&OP process, as well as methods to facilitate this
- Using the S&OP process as the vehicle to drive accountability for results
- Learn how to optimize the role of sales and operations planning in your company
- Operations, supply chain and forecasting - an approach to a repeatable S&OP cycle
- The relationship between integrated business planning and S&OP

and much more.....

who will you meet?...

Previous delegates (partial list):

- SVP Sales, **Optimum Nutrition**
- SVP Supply Chain, **Spinmaster**
- VP Product Supply NW, **Coca Cola**
- VP Inventory MNGMT, **Officemax**
- VP, Planning & Distribution, **Sephora**
- VP of Supply Chain, **Tesco**
- Dir, Supply Chain, **Newell Rubbermaid**
- Dir, Supply Chain, **Black & Decker**
- Dir, Supply Chain Management, **Danfoss**
- Supply Chain Strategy Director, **VF Corp**
- SVP Global Supply Chain, **Lifetime Brands**

- SVP, CSCO, CPO, Facilities, **McAfee**
- VP, Supply Chain, **Barnes & Noble**
- Dir, Global SC & Strategy, **Wrigley**
- Dir, Planning & Mngt, **Yankee Candle**
- VP Product Mngt, **Young Living Oils**
- SVP, Ops & Supply Chain, **Marietta Corp**
- Dir, Supply Chain Planning, **Ghirardelli**
- VP, North America Supply Chain Ops, **Nike**
- VP Supply Chain Strategy, **Avon**
- VP, SCM, **Royal Caribbean Cruises**
- Group Supply Chain Dir, **Imperial Tobacco**

the previous speakers...



Olaf Gelhausen,
Head Supply Chain &
Purchasing,
Infineon Technologies



Tim Conrad,
Director,
Operational Excellence,
Gates Corporation



Michael Ryan,
Senior Manager,
Demand Planning,
Goodyear



Lalit Panda,
Chief Information Officer,
D&M Holdings



Lora Cecere,
Partner,
Altimeter



Dave Zuern,
VP, NA Logistics,
Invacare



Jennifer Hughey,
Vice President,
Supply Chain,
Optimum Nutrition



Sandeep Shah,
SVP Supply
Chain Planning,
Marchon Eyewear



Scott Degroot,
Director Customer
Supply Chain Strategies,
Kimberly-Clark



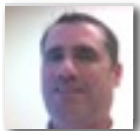
Lori Ann Potash,
Vice President, Supply &
Demand Planning,
Elizabeth Arden



David Choe,
Director, Transitional
Initiative Leader,
Tyco Electronics



James Merwin,
Director, Global
Supply Chain,
Milwaukee Electric Tool



Brad Mueller,
Vice President,
Supply Chain,
Briggs Medical Supply



Michael Ryan,
Senior Manager,
Demand Planning,
Goodyear Tire Company



Glenn Lawse,
Director, Franchise
Supply Chain,
Johnson & Johnson



Brian MacNeal,
VP Finance, Project Maestro,
S&OP Lead,
Campbell Soup Company



Jim Moise,
Executive Director,
Purchasing & Logistics,
NC2



Anand Brahme,
Global S&OP
Leader,
Owens Corning



Dean Fusco,
EVP, Supply Chain,
ModCloth Inc.



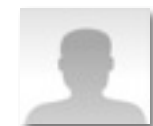
Dick Ling,
Principal,
Ling-Coldrick



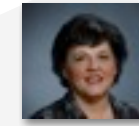
Bob Burrows,
Managing Principal,
On-Point Group



Dan Kinzler,
Principal,
Deloitte Consulting



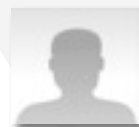
Ken Olsen,
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Tammy Bertrand,
Director, Operations,
WLS Lighting Systems



Aamer Rehman,
Vice President,
Manufacturing Solutions,
Kinaxis



Robert Powell,
Global Manager,
Risk Briefing,
The Economist

the presentations...

Jennifer Hughey, Vice President, Supply Chain, **Optimum Nutrition**



Complexity & Challenges of Managing the Supply Chain & Improving Overall Effectiveness



There are many challenges facing Supply Chain Executives today: managing working capital, people, escalating transportation and raw material costs to name a few. At the same time it is our responsibility to focus on improving the overall effectiveness of the supply chain through such metrics as forecast accuracy, fill rate improvement and on time performance. In this session attendees will be given practical real life examples of how to turn complexity and challenges into opportunities for both short and long term wins by improving the overall supply chain effectiveness and performance of the company.

Jennifer Hughey is a senior supply chain executive with seventeen years of quantifiable achievement across diverse cultural environments of Fortune 500 and start up corporations. She is currently the VP of Supply Chain with Optimum Nutrition, a nutritional supplement company with brands Optimum Nutrition and American Body Building. Prior to this she was VP of Supply Chain at Electrolux and began her career in was in finance and accounting. She has demonstrated operational leadership and change management skills in order to establish/stabilize processes and procedures to drive revenue, operating income, and improve working capital. She has a talent for making rapid assessments of diverse situational and organizational challenges while developing and leading the resulting action plans.

Scott Degroot, Director, Customer Supply Chain Strategies, **Kimberly-Clark**



Shelf Back Replenishment in CPG Supply Chain



Kimberly-Clark has been on a multi-year journey to become a demand driven supply chain. As a result, we have been increasing our ability to see and respond to customer DC and store level data. Through recent technical improvements in data availability, KC and others in the retail supply chain have begun to exploring how to leverage store level data to better serve consumers. Our hypothesis is that by bringing specific replenishment recommendations to the supply chain, based on store level data, we can increase sales while reducing inventory handling and deployment costs.

Scott has been with Kimberly-Clark for 23 years. He and his team are accountable for Customer Supply Chain Strategy development. In the past 7 years, Scott held the following positions at KC: Director of Family Care Planning Care Business; Director of Strategic Planning; Director of Distribution Operations; Director of Transportation Procurement and Analysis; Director of Transportation Operations; Regional Logistics Leader. Prior to coming to Kimberly-Clark, he worked for E&J Gallo Winery. He is a 1987 graduate of the University of Mississippi.

Dave Zuern, Vice President, North America, Logistics, **Invacare**



From PUSH to PULL; Keeping the Customer Promise at Invacare



Learn how Invacare radically improved its supply chain from Push to Pull by implementing and integrating new demand management systems/SIOP, advanced transportation management techniques and best in class distribution center operations.

David A. Zuern is the Vice President of NA Logistics at Invacare Corporation in Elyria, OH. David's current responsibilities encompass all ocean, air, and ground transport modes, operation of Invacare's 11 primary distribution centers, and finished goods inventory planning and forecasting across North American operations.

David has been in the supply chain industry in distribution and logistics roles for 23 years with various firms including Briggs & Stratton, DaimlerChrysler and Owens-Corning. David has spoken at CSCMP, WERC, RedShift, DC Expo and has been featured in several trade publications. David holds a BS in Marketing from Miami University in Oxford, Ohio and an MBA from Lindenwood University in St. Charles, Missouri.

For more information, contact us at info@theiegroup.com



the presentations...

Aamer Rehman, Vice President, Manufacturing Solutions, **Kinaxis**



Continuous Sales and Operations Planning for High-Tech /Electronics Manufacturers



Each can work toward individual goals, but joint objectives. To achieve this effectively requires process change and people alignment. To do this efficiently and most effectively requires a system that allows each function to view, edit, and evaluate scenarios in a manner specific to their role, while also alerting other functions to the consequences to their goals and measures. To achieve this effectively requires process change and people alignment. To do this efficiently and most effectively requires a system that allows each function to view, edit, and evaluate scenarios in a manner specific to their role, while also alerting other functions to the consequences to their goals and measures.

Aamer guides industry and solution strategies across the manufacturing sector. He supports global field teams throughout the sales and implementation lifecycle. His strategic industry focus, leadership, supply chain expertise drives significant business and financial benefits for the customers. Aamer Rehman joined Kinaxis in October 2011 after spending 13 years with JDA/i2, where he gained hands-on experience in supply chain transformation, lean and six sigma deployment, sales and operations planning, supplier collaboration and other enterprise and manufacturing execution processes.



Utilizing Your S&OP Process to Evolve Your Organization

Elizabeth Arden

The discussion will be around the importance of understanding your culture and how your culture can both advance and roadblock the S&OP process as a tool for improving customer service and reducing inventory. Some of the examples provided will be how we incorporated closing the gap between manufacturing and financial forecasts to dramatically reduce inventory levels and improve customer service. Another significant change was aligning the demand team to the supply team to ensure a one to one relationship between supply and demand.

Lori Ann Potash is the Vice President of Demand and Supply Planning at Elizabeth Arden. In this capacity, Lori Ann is responsible for delivering customer service metrics while maintaining targeted inventory levels. Prior to this, she held the position of Vice President, Supply Chain Transformation. In this role, she was tasked with development and implementation of significant Supply Chain enhancements. Prior to Elizabeth Arden, Lori Ann worked at Johnson & Johnson where she held positions in Manufacturing, Planning, Project Management, Sales, Trade Marketing and Category Management in both the Consumer and Medical Device sectors.

Lora Cecere, Partner, **Altimeter**



What Does Good Look Like?



In this presentation, Lora will present an overview of factors for S&OP success and organizational readiness. The discussion will include lessons learned, pitfalls and insights from Leaders. The session will end with recommendations to move to higher levels of maturity. In this session, you will learn: 10 Factors that matter, Issues that can derail progress, Recommendations to move forward.

Lora Cecere is a Partner with Altimeter Group and the author of enterprise software blog "Supply Chain Shaman." The blog focuses on the use of enterprise applications to drive supply chain excellence. As an enterprise strategist, Lora focuses on the changing face of enterprise technologies. Her research is designed for the early adopter seeking first mover advantage. Current research topics include the digital consumer, supply chain sensing, demand shaping and revenue management, demand-driven value networks, accelerating innovation through open design networks, the evolution of predictive analytics, emerging business intelligence solutions, and technologies to improve safe and secure product delivery.

the presentations...

Brad Mueller, Vice President, Global Supply Chain, **Briggs Healthcare**



Delivering S&OP Value with Limited Resources



As the expectations of providing more with less continue to soar across business, the value of S&OP gets additional scrutiny from organizational stakeholders. In firms that have to provide consistent and timely deliverables to demonstrate the effectiveness of a well run S&OP process strong evidence of value must be demonstrated while overcoming the challenges of limited resources. This presentation will explore how Briggs Healthcare is doing more with less and creating a robust and predictable supply chain through its application of S&OP processes and tools.

Brad Mueller is Vice President of Global Supply Chain for Briggs Healthcare in Waukegan, Illinois. Mueller has managed global supply chains across a variety of industries for companies such as: UPS, Baxter Healthcare, Newell Rubbermaid, AT&T and USF Logistics. Mueller has focused his career on process and systems improvements integrating sales, marketing and operations into large-scale cost savings and business enhancing best practices. Mueller holds a B.S. in industrial engineering from the University of Illinois Chicago and an M.B.A. from the J.L. Kellogg School of Management, Northwestern University.

Glenn Lawse, Director, Franchise Supply Chain, **Johnson & Johnson**



The Myth of One Number



Supply chain gurus have long proclaimed the virtue of aligning the company around “one number” – one forecast that seamlessly merges volume and mix. At J&J Consumer Products we have achieved strong performance and the necessary operational and financial alignment by actively managing the gap between volume and mix forecasts, without actually arriving at one number. We will discuss the theory and practice behind the processes that we use to achieve this alignment while accommodating forecasting at both the volume and mix levels, and describe the insights we are learning as we roll this out to our Consumer North America businesses.

Glenn Lawse is a Franchise Supply Chain Director at Johnson & Johnson Consumer Products, managing \$800MM in annual gross sales across a variety of consumer products. He has worked in supply chain and related fields for over 10 years, with additional experience in process mapping & redesign, information technology, and multiple ERP implementations.

Tim Conrad, Director, Operational Excellence, **Gates Corporation**



Lean Inventory: How to use the S&OP Process to Create a “Plan for Every Part”



Lean is not designed for cost reduction; in fact the purpose of a Lean system is to drive waste out of your processes. Plan For Every Part (PFEP) is the foundation of a Just In Time (JIT) approach to manage inventory. This presentation will discuss how Gates Corporation uses Lean Tools, and specifically apply these tools to the S&OP process to identify waste in the Supply Chain to reduce cycle times to align inventory to meet financial targets without sacrificing customer service. We will discuss ways to manage demand variation while still employing a pull system to reach inventory goals.

Tim Conrad serves as Director of Operational Excellence for Gates Corporation, one of the world’s leading manufacturers of industrial and automotive products, systems and components. Conrad oversees projects that link Gates Corporation’s Manufacturing Plants and Distribution Centers with key customers. Conrad served previously from September 2004 – August 2007 as Lean Implementation Manager of Gates worldwide Power Transmission operations. Prior to that, Conrad spent nine years with Toyota Motor Manufacturing Kentucky, located in Georgetown, Kentucky. At Toyota, Conrad held positions in Production Planning, Materials and Internal and External logistics.



For more information, contact us at info@theiegroup.com

the presentations...

Anand Brahme, Global S&OP Leader, Owens Corning



Leveraging Lean Fundamentals to Sustain and Improve Global Sales & Operation Planning



At Owens Corning S&OP has been in use since 2004, sustaining & improving processes continued to be a big challenge after acquiring more businesses in 2007. The Global Supply Chain team has worked on this challenge, using lean fundamentals and tool set. Key actions include Lean Training for SC teams, Value Stream Mapping for S&OP Process (Regional /Global), Kaizen events for each sub process, Education and Training for Key stake holders (What's in for me?), Standard formats. Standard calendar. Standard Data base (Key to success). For the last 6 months Owens Corning have been running Global S&OP (supported by 6 regional/business S&OP) successfully. Success of S&OP is being measured by speed of decision and by making and impacting business results (EBIT /Customer Service Impact) and improvement made in reducing cycle time.

Anand Brahme is the Global Supply Chain professional and Six Sigma Green belt with a notable career meeting key performance metrics in commanding Fortune 500 environments through performance-driven supply chain leadership. High-caliber thought leader and solutions catalyst in conceptualizing and introducing "Lean" processes, programs, and technologies that optimize quality of inventory and continuity of supply. Equally accomplished, multi-cultural operations and customer service manager with an international footprint leading cross-functional teams through organizational change, process reengineering, and technology deployments and migrations in order to achieve short and long-term goals.

Jim Moise, Executive Director, Purchasing & Logistics, NC2



The Challenges of Launching Production in Brasil



Launching and producing vehicles in Brasil presents many challenges given the custom regulations, barriers to entry, protectionist policies, the strong Real and port congestion. Additionally, the current booming market has caused capacity constraints for the local suppliers. This presentation will explore these challenges and the strategies and solutions NC2 is employing to launch and run the business in a cost effective manner, maintaining supply to operations cost effectively while conserving work capital.

James (Jim) Moise is currently the Executive Director of Purchasing and Logistics for NC2, a joint venture created by Navistar and Caterpillar to manufacture and sell trucks globally. Jim serves as a member of the management team, and is charged with maximizing global efficiencies in purchasing and logistics for both Navistar and Caterpillar truck operations outside of North America. Jim also serves on the Board of Directors for the NC2 Luxembourg companies. Jim has more than a decade of experience with Navistar prior to the formation of NC2, in roles including Purchasing, Program Management and Engineering Management. Prior to joining Navistar, Jim served in various engineering functions in the truck, automotive and aircraft industries.

Sandeep Shah, SVP, Supply Chain Planning, Marchon Eyewear



The Story of Goldilocks and the Three Silos



The focus of Sandeep's short presentation is to share his story of the vision and how the separate functional areas of sales, supply and brand (marketing and product development) were brought together for collaboration and focus on business planning to optimize market penetration, revenue, service and inventory on a regular basis. He will share some of the highs and lows of the journey and some of the ongoing challenges. He hopes to learn how others have overcome some of these challenges.

Sandeep is an executive with over 25 years of operations and supply chain experiences gained from a range of industries including pharmaceutical, CPG, high tech, chemicals and fashion. Experiences include integrating and standardizing processes and capabilities around the disparate global locations, building and reengineering supply chains to regain competitive advantage and helping companies turnaround as a result of supply chain issues. Sandeep also many years of ERP experience which includes configuration and project managing 'end to end' SAP implementations in a range of global companies.

For more information, contact us at info@theiegroup.com



the workshop...

Bob Burrows, Managing Principal, **On-Point Group**

S&OP Implementation Workshop

On-Point GROUP

FOCUSSED ON VALUE

The workshop will provide a practical approach to implementing a Sales and Operations Planning process which produces profound results. Learn about the compelling force of free cash flow as the driving factor in gaining senior management buy-in to improving S&OP. We will use case studies of successful implementation efforts at two global manufacturing companies; a medical technology company and a consumer durables company. I will describe how to achieve cultural change in your organization. The basic principles of the approach are as follows;

- Start with education
- Train trainers
- Work through each functional organization rather than with them
- Develop organizational ownership
- Change the focus from internal goals which often cause conflict between functions to an external focus on customer defined values which encourage collaboration

We will explore together the process designs involved in successful S&OP.

We will also learn about Transition Planning, the key to implementing new processes.

If you would like to sign up for the workshop please email

Catherine Jackson: cjackson@theiegroup.com



Mr. Burrows founded the On-Point Group in 1994. He is an author, educator and innovator in Integrated Business Planning (IBP) and advanced Sales and Operations Planning (S&OP). Mr. Burrows is working with AMACON to produce a book titled "Creating a Market-savvy S&OP" for release in 2012. Prior to On-Point, Bob spent 15 years as President of two mid-market companies; Rawlings and Automatic Sprinkler, a # re-protection device manufacturer. Bob started his consulting career at Booz and Co. Bob served on the board of trustees of Covenant Theological Seminary, St. Louis, for nine years. Bob also served on AMA's General Management Council for Growth Enterprises.

Dick Ling, Principal, **Ling-Coldrick**



Collaboration: A History... Then, What, Why & How

LING-COLDRICK

Dick was one of the creators of the S&OP process in the eighties. He wrote the first book on the subject, "Orchestrating Success". He would like to give us all an update and challenge us all to do more collaboration throughout the S&OP process. He wants us all to think of where we can take this process in our companies.

Dick was a pioneer in the development of S&OP in the eighties. He wrote the first book on the subject, "Orchestrating Success". He is a partner of Ling-Coldrick, where he and Andy Coldrick continue to collaborate on the advancement of S&OP. They pioneered integration of new product activity and financial links, and created the term 'Integrated Reconciliation' to describe a more challenging process than 'pre-S&OP' conveyed.



For more information, contact us at info@theiegroup.com

the presentations...

Brian MacNeal, VP Finance, Project Maestro, S&OP Lead, **Campbell Soup Company**



Sustaining a Commitment to S&OP



As volatility, consumer demands and workplace environments change at an accelerated rate, Commitment to S&OP is critical to maintaining / improving your competitive advantage. No surprise, some of the critical success factors required to initially establish a robust S&OP Process need to be supercharged periodically to sustain excellence. - A crisis/ Engagement and visible commitment from Company Leadership/ Dedicated S&OP Leader/ Active change management. Brian will share his experience and insights as Campbell's revives S&OP for the 3rd time in his 19 years with the Company.

Brian has been with the Campbell Soup Company for 19 years after 4 years with Price Waterhouse. During his tenure at Campbell's, Brian has worked in Corporate Finance, Plant manufacturing, Central Supply Chain, Brand Finance, Marketing and International. Brian is currently the lead for revamping Campbell's S&OP process as part of a broader Company project called Maestro. The Maestro team is currently in the design stage of implementing on the technology side, SAP's APS modules. He is a 1989 graduate of Villanova University.

Michael Ryan, Sr. Manger, Demand Planning, **Goodyear Tire & Rubber Company**



As senior manager of supply chain with Goodyear's Commercial Truck business in Akron, Ohio, Michael is known for his ability to see how processes mesh across functions to drive results. His strong belief of integrated process and collaborative communication enhances his strengths as a demand planner and manager. Over a 15-year career, the common thread to Michael's achievements is his skill in identifying and implementing practical solutions to mitigate risk, reduce complexity and drive flawless execution across the supply chain. He is a certified Six Sigma Black Belt, with prior experience at GE and American Standard.

Dan Kinzler, Principal & Ken Olsen, Specialist Leader, **Deloitte Consulting**

Synchronizing Your Organization Through S&OP



Driving improvements by integrating Marketing, Product Management, Sales, Supply Chain and Finance. Companies today face many challenges in trying to determine the demand from their customers and how to align their supply chain to best meet this demand. Many companies have implemented an S&OP process where Marketing, Product Management, Sales, Supply Chain and Finance participate in the process to gain better insights, but the results have been mixed. A true collaborative process with insights into the drivers of the forecast and the resulting impact on the supply chain are lacking due to variety of strategic, process, technology and data limitations. An S&OP Synchronization (Synch) approach effectively defines and integrates processes and roles & responsibilities to develop an operating plan that captures insights from multiple stakeholders. For example, Sales and Marketing insights on key accounts and product plans. By implementing an S&OP Synch approach companies can proactively resolve issues, make strategic business decisions and greatly increase the performance of their supply chain.



Ken is part of Deloitte Consulting's Supply Chain Planning Practice leadership team. He has over 13 years of consulting experience assisting clients across industries transform their supply chains. His areas of expertise include sales & operations planning, demand planning, supply planning, inventory management, and manufacturing flexibility.

Dan leads Deloitte Consulting's Supply Chain Planning Practice. He has over 20 years of experience assisting clients improve the effectiveness of their business planning capabilities through better integration of the supply chain, sales, marketing and financial planning processes. Dan also works with and advises clients on supply chain strategy, working capital management and customer and product profitability.



the presentations...

Lalit Panda, previous Chief Information Officer, **D&M Holdings**



Challenges of S&OP Implementations in Complex Global Organizations



S&OP system implementations are not easy, especially in complex global organizations with decentralized processes. In addition to the process complexity, systems are generally discrete and diversified, limiting data visibility and hence responsiveness. The benefits of an integrated system and process clearly add significant value to operational efficiency in the business. This will focus on the S&OP transformation in a mid-size global firm starting from business case to execution and the challenges that had to be overcome in a situation of many different flavors of ERP systems, multiple data sources, siloed processes and inconsistent metrics. It will outline the real world challenges and outline a proposed method of prioritizing activities to make such implementations successful.

Lalit Panda, till recently Global CIO at D&M Holdings Inc., an audio electronics manufacturer with brands like Denon, Marantz, Boston Acoustics etc., has a special combination of supply chain and information technology skills with considerable global experience. He has worked for global corporations like Sony, Harman International and Coats Viyella in various roles heading Supply Chain, Logistics and Information Systems. He has degrees from the Massachusetts Institute of Technology, Indian Institute of Management, Ahmedabad and National Institute of Technology, Calicut, India with a Six Sigma Certification from Georgia Tech. Lalit has lived and worked in various parts of the world and has led transformational IT initiatives spanning all functional areas, but especially in Supply Chain and Operations.

David Choe, Director, Corporate Initiative Leader, **Tyco Electronics**



How to Break Out of the Annual Inventory 'Doom Cycle'



The supply-chain is in constant whiplash mode from fear-based behaviors in the channel. We expedite and scramble to fill orders we "think" are coming. The orders don't show up and we start burning down the inventory. The orders DO show up and we are caught off guard. Repeat cycle till exhaustion. At TE Connectivity we have found a Pull Replenishment model that has helped us meet customer expectations, reduce operating costs by \$Ms, reduce inventory risk by \$Ms, and improve lead-times. By focusing on Pull Replenishment, we've reduced traditional inventory micromanagement, yet improved turns. Additionally, we have created a bottoms-up movement where over 1,000 people are working across functional boundaries to transform our company.

David Choe graduated from West Point in 1994. After airborne and ranger training, he served as an infantry captain in Germany and was deployed to Bosnia. Following his career in the Army, David successfully grew his territories 10x in Korea, Germany, France, and Eastern Europe for Linksys, a consumer networking company. He then attended INSEAD in Fontainebleau where he received his MBA. David has served in diverse roles such as finance leader and director of strategy before landing in his current role leading a business transformation for TE. Recently, his story of transformation was selected by noted business thinker Gary Hamel as a semi-finalist for the Human Capital M-Prize.

James Merwin, Director, Global Supply Chain, **Milwaukee Electronic Tool**



Balancing Operations with Business Opportunity



Recent years have seen our growth as high as 25%, in an industry that's been basically flat. Traditional business units have seen rampant new product launches, along with entry into two new business units, altogether making planning a critical piece to success, but a point of contention when it comes to quantifying. The key is connecting the front end of the business to the back, creating visibility to disconnects, and taking ownership to drive resolution.

James has spent the past 8 years in various S&OP leadership roles, first with the Kohler Company in the bathroom fixtures industry, and the last 4 with Milwaukee Electric Tool in the power tool industry. He is responsible for the forecasting, inventory management, and production scheduling. His career began as an auditor with Arthur Andersen and Deloitte & Touche. He holds a BS in Accounting from Marquette University and an MBA from ASU.

the presentations...

Olaf Gelhausen, Head of Supply Chain & Purchasing, **Infineon Technologies North America**



S&OP in Highly Uncertain Environments



Uncertainty in the market demand represents a big challenge for sales and operations planning. This holds especially true for industries with long production cycle times and thus, long reaction times to changing customer demand. In this keynote, S&OP in uncertain environment is discussed in the context of forecasting, investment and capacity planning and cost flexibility. Practical examples from the semiconductor industry illustrate the impact of market uncertainty to S&OP and provide a glimpse of how to deal with it.

Infineon Technologies offers semiconductor and system solutions addressing three central challenges to modern society: energy efficiency, mobility, and security. Olaf Gelhausen joined Infineon Technologies in 2004 and is currently head of Corporate Supply Chain & Purchasing for the Americas. In his role, he is responsible for customer logistics management, warehousing & inventory management, customs & export control, sales forecasting, logistics projects & processes and purchasing of direct and indirect materials. Olaf holds a PhD in applied physics and a master of business administration.

Tammy Bertrand, Director, Operations, **WLS Lighting Systems**



WLS Lighting the Future "The Future Looks Bright"



I will be discussing the challenges that WLS Lighting Systems faced due to the changing economy in 2008. How due to foresight and a strong foundation this business was able to not only thrive, but grow during the recent recession. With controlled and carefully planned growth WLS Lighting Systems is ready to face the economic boom that inevitably follows a downed economy and the challenges of the new "Energy Savings" movement in the twenty-first century.

Tammy Bertrand has been in operations management since 1996, and has a strong past of facilitating smooth operations. With a background starting in the banking industry Tammy has continued to use this knowledge to provide full financial management. In her current position of Director of Operations for WLS Lighting she has helped the development and managed the operations of two new companies, as well as assist in two others. Tammy's attention to detail and dedication to reaching goals in a successful and timely manner have helped her to develop and negotiate contracts as well as implement company policy. Tammy's exemplary record providing decisive leadership in operations management has allowed WLS Lighting to continue to grow and expand in a time when similar companies are consolidating. With a wide spectrum of duties and personnel Tammy keeps company wide cohesiveness for continued industry growth.

Dean Fusco, Executive Vice President, **ModCloth, Inc.**



eCommerce S&OP - Service and Operations Planning



Enabling technologies have created exponential shifts in consumerism that have dramatically changed the business landscape in particular e-retailing. Successful e-retailers recognize that the customer comes first and great customer experiences do not happen. Further, they recognize that the creation of superior customer experiences requires the commitment, passion and resources of the entire organization. In this session, I will compare and contrast wholesale, retail and ecommerce S&OP's and will share how the traditional S&OP methods of balancing supply and demand (S&OP) are turned on their heads in the direct to consumer channel.

Dean Fusco is a value chain executive with 20 years of global wholesale, retail and ecommerce experience. He is currently the Executive Vice President, Operations with ModCloth, an innovative e-retailer of independent designer apparel and décor. Previously, he has held senior executive roles with VF Corporation, Procter and Gamble, Reebok and began his career as an economist. Dean holds MS and BS degrees in Statistics and Economics from the University of Maryland.

For more information, contact us at info@theiegroup.com



the schedule...

January 30 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



January 31 Day Two

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
	End of Summit



the information...

Sales & Operations Planning Innovation Summit

Date: January 30 - 31, 2013
Location: Las Vegas, Nevada

Registration Pricing

Early Bird Price:

Silver Pass: \$1295
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Regular Price:

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