



Newsletter Fall 2008

Best in Class Consulting

Demand Forecasting and S&OP

Training and Executive Coaching

Our Consulting Services include:

[Demand Diagnostics](#)

[Demand Modeling](#)

[Metrics Design](#)

[Supply Chain
Process Development](#)

[Forecasting
Systems implementation](#)



Demand Planning on-site workshop for your Planners, Marketers and Sales Professionals!

This workshop will explain the methodology and process behind accurate demand forecasts and how to effectively use sales and marketing intelligence to arrive at a consensus plan. The focus will be on demand modeling using popular statistical models, the methodology to perform model diagnostics, forecast accuracy measurement and the process to incorporate market intelligence and a brief overview of Sales and Operations Planning process. Remember: This is top notch training workshop at a fraction of cost to send your team to a training conference.

This highly informative workshop will be conducted on-site by a Demand Planning expert. Our Principals include Mark Chockalingam, Mark Lawless, and Joan Kopp. The workshop runs approximately two days and includes extensive materials, an electronic case study and excel templates to take away and be used in your work. Contact us for Special pricing for October bookings. _

[Learn more](#)

New England Supply Chain Conference

Marlborough, MA, October 6, 2008: The New England Supply Chain Conference & Exhibition will be taking place on October 6, 2008 at the Best Western Royal Plaza Hotel & Trade Center. This is an indispensable opportunity for individuals to keep pace with rapid change in the supply management profession. Early-bird discounts are available until September 19, 2008: Only \$199 for the entire day! On-line registration is open until 10-3-08.

[Registration is available on-line at: New England Supply Chain Conference & Exhibition](#)

Members of the New England Collaborative have consistently received rave reviews for professional breadth, originality and cost effectiveness of their conferences. This year's program promises to be just as engaging, with five distinct learning tracks, two Keynote Speakers and a number of Exhibitor presentations covering a range of supply chain topics and emerging trends in supply chain management. It's a great way for professionals to leverage their time and training dollars with a top notch local event.

Is there a credible comparison study of SAP APO vs. specialized tools for Demand Planning and Inventory Management (SmartForecast, ForecastPRO, Demand Solutions etc.). Or does anybody here have some experience with APO and another tool an is able to compare it?

The tools SmartForecast and ForecastPro are small foot print tools and typically run on a PC. SmartForecast and ForecastPro are more focused

on statistical forecasting to derive a good modeled forecast. ForecastPro has excellent engine on Exponential Smoothing and ARIMA and perhaps very easy to use. SmartForecast does similar statistical models but their claim is that they are very effective in modeling intermittent demand situations. See the URL at the end of the post.

Both these tools are relatively inexpensive and easy to install as they are just plug and play windows versions. However the catch is these are not enterprise-wide forecast management tools. Forecast management is the process to get, clean, prepare data for forecasting, managing the versioning of forecasts, and the ability to compare the forecasts [Learn More](#)



The Business Forecasting & Planning Excellence 2008

Business Forecasting and Planning is a major part of all corporation's strategies and most are looking at ways in which they can improve. If so, make space in your calendar and prepare to spend September 8 – 10 in Las Vegas at the MGM Grand. The Business Forecasting & Planning Excellence 2008 is the flagship event run by theForecaster, following on most recently from events held in Boston and Monaco in 2007 and Barcelona earlier in the year..

This event guarantees insightful conclusions and takeaway messages for the senior-level audience.

[Learn More](#)



eyeforpharma presents

Pharma Forecasting Excellence Summit USA 2008

OCTOBER 2008, BOSTON

The Pharma Forecasting Excellence Summit will be held in Boston, Hyatt Harborside – October 2-3, 2008. Attendees will discover the underlying drivers of future change in Pharma, discover strategic forecasting best-practice and get real-life cutting-edge examples of how to forecast accurately and effectively.

[Learn more](#)

Looking for an exciting career opportunity?

Take a look at these recently posted jobs:

Demand Planner, Nestle USA (August 2008)

Nestle USA is looking for a Demand Planner, to be located in our corporate headquarters in Glendale, CA. This position is responsible for developing the sales forecasts for Nestle products and presenting them to the consensus forecasting team for review/adjustment...
[View Job Posting](#)

Supply Chain Planning Manager (July 2008)

Supply Chain Planning Manager for our client, a multi-billion dollar, industry-leading Consumer Products Company. Compensation package up to the mid \$100k's, including base salary and bonus...
[View Job Posting](#)



Demand,Sales and Operations Planning Manager/Director(July 2008)

Our client is a Divisional Headquarters for a Fortune 100 consumer products company that is looking for a Future VP in the New York Metro area for a Director of Demand Planning... _

[View Job Posting](#)

Boston APICS PDM: Supply Chain Risk Management / Recent Supply Chain catastrophes and lessons learned.

Presented by Dr. Bruce Arntzen Sep. 23, 2008 in Waltham, MA

Supply Chain Risk Management is a new frontier for risk managers and supply chain managers alike. But until now little science has been applied to it. This session will present case examples of supply chain disasters and the responses they elicited (some successful, some not). It will show how to classify and assess Supply Chain Risks, Causes, and "Blockers"... business practices that can reduce or eliminate the risks

[Visit the Boston APICS website for more information!](#)

Demand Planning LLC - Niche Consultancy that specializes in Demand Management and S&OP!

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