

**DemandPlanning.Net services include:**

- » [Demand Diagnostics](#)
- » [Demand Modeling](#)
- » [Metrics Design](#)
- » [Supply Chain Process Development](#)
- » [Forecasting Systems Implementation](#)

COMING SOON:

- [Contact us](#) today to request details about these upcoming training opportunities!
- » **Supply Chain Metrics workshop - Spain July 27 - 29 2009**
 - » **Supply Chain collaboration - Details forthcoming**

Featured Content:**What's In The Works: SAP APO DP Onsite Workshop**

SAP APO is a popular supply chain planning tool among many Fortune 1000 companies today. APO is a powerful tool that can help you create better demand forecasts and finished goods plans, when properly implemented together with appropriate training for the planning professionals.

The APO DP training offered by demandPlanning.Net is a comprehensive three day course that will teach your planners both the theory as well as the modeling mechanics of the tool. You will have immediate take-aways for your job as a demand planner since we will customize the course with examples from your APO DP implementation and work through a case study to demonstrate how you will use the full functionality of the tool to solve your planning problems.

On completion of the course, you can take advantage of the many automated modeling strategies available in APO resulting in a more streamlined planning process and organization. The course will also emphasize the exception management practices built into APO DP to model, forecast and manage the process by exception through

- Forecasting exception alerts and
- User defined macro alerts.

[Contact Us](#) for details!

White Paper: Forecast Accuracy

By Mark Chockalingam Ph.D

Accurate and timely demand plans are a vital component of an effective supply chain. Forecast accuracy at the primitive SKU level is critical for proper allocation of resources. Inaccurate demand forecasts often would result in supply imbalances when it comes to meeting customer demand. In this presentation, we will discuss the process of evaluating forecast accuracy, the pros and cons of different accuracy metrics, and the time-lag with which accuracy should be measured. A method to identify and track forecast bias will also be discussed.

CPG Planning and Forecasting - 1 Day Seminar

May 26, 2009 Chicago IL

Consumer Packaged Goods companies are faced with a changing retail landscape dominated by a few large retailers and higher uncertainty from consumer preferences and retail promotional policies.

Your large retail customers provide the shelf take-away data plus enhanced visibility into the inventory levels at store and warehouse. Come to this workshop and learn how to leverage both consumption data and inventory data to create accurate demand plans!

[Read More](#)

NEW White Paper: What is True Demand?

By Mark Chockalingam Ph.D

An important building block to creating an accurate demand plan is the accuracy of your demand history. Since the purpose is to forecast all unconstrained customer demand in the future, we need to define and collect a history of true demand.

Since demand itself is unobservable, we use a proxy such as history of shipments or customer orders to measure demand. In this paper, we examine the demand components of observed shipment history and customer order stream. We illustrate the arguments in favor and against using these measures as a proxy for true demand and suggest some methods to address the corrections.

Not Available elsewhere: [Download PDF](#)

NEW Boston APICS Presents: Come learn about Performance-Based Outsourcing with Steve Geary from Supply Chain Visions

[Download PDF](#)

Join the DemandPlanning.net professional group on Linked-In! View and join the group [here](#)

Have a demand planning question?

Post in on our forum! visit www.DemandPlanning.us

Now Available for a limited time: Demand Planning Workshop Manuals

These manuals contain the full contents of our Demand planning and forecasting training seminar, offering past and future workshop attendees the option of getting hard copy of their materials for review. [Learn More!](#)

The United States Air Force, The University of Tennessee and Supply Chain Visions have been studying Performance-Based Approaches for over 3 years to understand how a Performance-Based Outcome (PBO) business model can bring significant benefits to outsourcing relationships. Based on a comprehensive benchmark study of 20 companies, including companies who outsource and those who provide the service, this presentation will cover:

- * The 10 Most Common Mistakes of Outsourcing
- * The Mind Shift in PBO
- * The 5 Rules of PBO
- * Getting Started

Register Now on [Boston APICS Website](#)

FEATURED EVENTS

Consumer
Packaged Goods
Forecasting &
Planning Summit

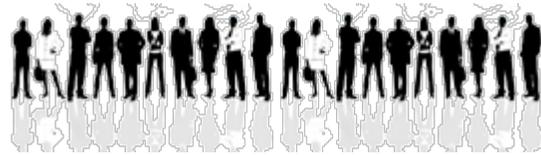
*IE group

Effective planning is central to business success. IE Group launches the exclusive CPG Forecasting and Planning Summit in Chicago May 27-28, 2009.

Bringing forward-thinking business leaders together to shape the revolutionary ideas that spark innovation in forecasting & planning within the CPG industry.

NEW JOBS

- » [Modeler, H.J.Heinz co, Pittsburgh, PA](#)
- » [Supply Chain Planning Manager, Chicago IL](#)
- » [Sr. Demand Planner, Philadelphia PA](#)
- » [Director of Supply Planning, Philadelphia PA](#)



Copyright © Demand Planning LLC

This Newsletter was sent to you from Demand Planning LLC
Post Office Box 261, Lexington, MA, 02420 USA | (781) 995-0685 | info@demandplanning.net
To ensure future delivery of DemandPlanning.Net e-mail promotions and newsletters. please add the address kanakav@demandplanning.net to your address book. To unsubscribe from all future mailings please email valli@demandplanning.net with "unsubscribe" in the subject line.