Imagine the **possibilities**, realize the **potential**.

Public Education Workshops

**Programme for 2017**
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Imagine the possibilities, realize the potential.
Welcome to our 2017 workshop programme. This year we have two exciting new additions to our portfolio of workshops: ‘Demand Sensing and Execution’ reveals how to take the chaos out of short-term planning, while ‘Enhancing Supply Chain Performance’ shows what you need to take control of single and multiple locations within your supply chain, so they all deliver on their commitments.

With continued volatility in global markets, business leaders are now demanding more from their planning process in the pursuit of enhanced predictability for their businesses. At the same time, Integrated Business Planning (IBP) is evolving and we’ve been helping people understand the journey towards Enterprise Integrated Business Planning (EIBP); using strategic planning to drive the entire organisation and systems to support enhanced decision making.

As ownership of the IBP process shifts fundamentally from supply chain to the business leadership, the Oliver Wight programme of workshops has everything you need to begin to prepare your organisation for the future.

Les Brookes, Chief Executive,
Oliver Wight EAME LLP
Our Clients

Some of our clients:
Abbott Laboratories
AbbVie
ACRAF Angelini
adidas
Afrox
Ahlstrom
Aircelle
Akzo Nobel Automotive & Aerospace Coatings
Akzo Nobel Decorative Coatings
Allergan
Almirall
Amcor Packaging
Amer Sports
Anglo American
Antonio Puig
Arco Group
APPE
Avril
Babcock Marine
Ball Europe
Brandhouse
British Gypsum
BP Air
BP Lubricants
BP Refining & Marketing
BOC Gases
Bolsius
Bunge
Cargill
Cargotec Corporation
Caterpillar
Chiesi

Coats
Computacenter
Constellium
Cummins
Dairy Crest
Dairygold Food Ingredients
Danone
DSM Nutrition
Dyson
Eckes-Granini
Element Six
Famar
Farm Frites International
Ferrero
FCI
Fenwick
FRAM Group
Gatwick Airport
Gault & Frémont
GlaxoSmithKline
General Mills International
Genzyme
GKN Aerospace
Godiva Chocolatier
Greencore Foods
Grüenthal
Hachette & Driout
Henkel
HM Police Humberside
Hospira
Hispano Suiza
James Cropper
Lamb Weston
Landis+Gyr
Leaf International
Our Clients

Leggett & Platt
LF Beauty
Linde Gases
Lindstrom
Lonza
Luxfer Group
Magnesium Electron
Mars
MBDA
McCain
Merck (US Human part of MSD)
Messier Dowty
Moog
Mölnlycke Health Care
Molson Coors
MSD Animal Health
Nampak
Novartis Consumer Health
Novartis Pharmaceuticals
Novartis Vaccines & Diagnostics
Nufarm
Nutrition & Santé
Office Depot
Ono Packaging
Panache Lingerie
Parker Hannifin
PCM
PepsiCo
Pfizer
Philips International
Premiere Kitchens
Revlon International
R J Reynolds Tobacco Company
F. Hoffmann-La Roche AG
SABMiller
Safran
Saint-Gobain Glass UK Ltd
Saint-Gobain Isover UK
Saint-Gobain PAM UK
Saint-Gobain Weber UK
Sanofi Pasteur
Schrader Electronics
SC Johnson
Selex SE
Smith & Nephew
Smiths Medical International
SNCF
Sneca Moteurs
Suominen
Syngenta
Synthomer
Tangerine Confectionary
TE Connectivity
Thales UK
The Quality Furniture Company
The Silver Spoon Company
The Wrigley Company
Thorntons
Tiger Brands
TP Vision
Yildiz Holding
Unilever
Unilin
Uponor
Watts Industries
W D Irwin & Sons
Zambian Breweries
Zimmer Orthopedics
Zimmer Biomet
Oliver Wight only recruit successful practitioners from business. All members of our team are handpicked for their previous experience and success in deploying Oliver Wight methodology for their organisations.
We are a global organisation, offering broad-based, multi-lingual support in the UK, Ireland, France, Spain, Germany, Italy, Scandinavia, the Middle East and Africa, as well as in the Americas and Asia-Pacific regions.
Public Education
Workshops Programme for 2017

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Education Workshop Planner for 2017
Education Workshops

Oliver Wight education workshops are designed to give your executive and general management teams an insight into each of the core processes supporting the Integrated Business Planning model (Integrated Reconciliation, Product, Demand and Supply), as well as an introduction to Supply Chain Optimization and the overall Integrated Business Planning process itself.

Typically two days long, these public workshops can also be tailored as a private programme for your own organisation. The workshop material is completely dynamic and adapted in real time to suit the audience. Designed to introduce the senior executive, general and specialist management teams to the subject matter, these workshops are also ideal for ‘new hires’ in organisations, which have already implemented the process in question, and as refresher workshops.

“Since implementing the IBP process, we’ve made two significant capital investments… it’s no longer just thinking about the immediate future… we can see the sort of challenges we’ll be facing in 12 or 18 months time.”

Managing Director, Nampak Flexible
Integrated Business Planning

In this uncertain world it is vital the executive and general management team in your organisation are able to anticipate change early, understand the implications for your business and make timely decisions to ensure you stay ahead of the competition and keep the business on track. This Integrated Business Planning workshop shows how you can be prepared for the future, whatever it holds.

What is this workshop about?

Often referred to as advanced or next-generation S&OP, Integrated Business Planning is increasingly the business management process of choice for organisations all over the world. Integrated Business Planning represents the evolution of S&OP from its production planning roots into the fully integrated business management and supply collaboration process it is today.

This interactive workshop provides a comprehensive overview of the Integrated Business Planning process, what it takes to implement it successfully and the huge benefits it can bring. It shows how to align your planning processes with the business strategy over a 24 to 36-month horizon, with full product portfolio management and financial integration, to ensure the organisation is working to a common agenda and single set of numbers. And it describes how the model can be applied equally effectively to single site organisations as it can to multi-site, multi-national matrix structures.

The workshop shows how Integrated Business Planning can be used to identify gaps in business performance far enough ahead for the business to re-optimise in light of the changing circumstances, using scenario modelling to deliver the best result for the business.

Who is it for?

Ultimately everybody in the organisation needs to be engaged with the Integrated Business Planning process, since it is the process that will run the business. But critical to the success of any Integrated Business Planning implementation is the commitment and sponsorship of the organisation’s most senior executive. This workshop is designed for those senior executives, plus the general management team, specialists leading the supporting processes of product management, demand management and supply management, and the senior financial executive.

Available in:

This workshop is available in the United Kingdom, France, Germany, South Africa and Italy.
### Workshop Dates

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**Book online:**

Booking enquiries: +44 (0)1452 397213

Related Integrated Business Planning White Papers available.

[SEE MORE...](http://www.oliverwright-eame.com/what-we-do/workshop-programme)
Integrated Reconciliation and Optimization

Integrated Reconciliation and Optimization is the very engine room of Integrated Business Planning. It provides the information enabling effective decision-making at the highest level. This workshop shows how to bring together the full, integrated picture and management issues identified in the Product, Demand and Supply Reviews, and how to present those succinctly with options and recommendations to the senior executive.

What is this workshop about?

Integrated Reconciliation and Optimization is what defines Integrated Business Planning as a true business planning process. Whether yours is a single site operation or a multi-national corporation with a complex matrix structure, this workshop reveals the critical nature of the Integrated Reconciliation and Optimization process in a modern business planning environment, and how you can design and work an Integrated Reconciliation and Optimization process to suit your own organisation.

This is a highly interactive workshop that will directly address your challenges and opportunities. You will learn about best practice process integration of business plans, and how to resolve issues arising to re-optimise the business. Financial integration is imperative at this level but Integrated Reconciliation and Optimization goes beyond the numbers to get a real understanding of the key business levers and forces at work, and to model different scenarios to manage any gap between the business strategy and current forward view of business performance; this workshop will show you how.

Who is it for?

This workshop is aimed at senior financial executives, Integrated Business Planning and S&OP leaders, and others who are playing a key role in the organisation’s Integrated Business Planning process.

Available in:
This workshop is available in the United Kingdom.

Super workshop, feeling very motivated about taking our IBP journey to the next stage. Great to work through some of the issues we are having and hearing about how other companies overcome them.

Business Analyst, Element Six
### Workshop Dates

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£1,670 per delegate

Book online: [www.oliverwight-eame.com/what-we-do/workshop-programme](http://www.oliverwight-eame.com/what-we-do/workshop-programme)

Booking enquiries: +44 (0)1452 397213

Related Integrated Reconciliation and Optimization White Papers available.

[SEE MORE...](#)
In our fast-paced and consumer-driven society, businesses face the dual challenges of shortening product life cycles and the demand for greater variety of products and services. Whether you manufacture a product or provide a service, key differentiators no longer come just from products and services themselves; the battle today is about rate of innovation and supply chains that deliver. Front-running companies introduce two to three times the number of new products and services compared to the average - and in about half of the lead-time. Their portfolios are dynamic and optimized against the latest market conditions and the realities of the competition. This workshop offers insights into best-practice approaches to Product and Portfolio Optimization and how to chart your own roadmap to success.

What is this workshop about?

‘Making more money, sustainably’ is at the heart of Product and Portfolio Optimization and this workshop shows how you can turn your product portfolio into a ‘living’ focus for the development of your business, driving innovation and clarity of purpose.

Positioning Product and Portfolio Optimization in the context of strategy, strategic business objectives, and the supply chain, this workshop shows how it also fully integrates with the Oliver Wight Integrated Business Planning process. And it reveals the importance of business intelligence in uncovering unseen issues that require optimisation action, as well as the use of scenario modelling as part of the continual process to meet ever-increasing consumer demand for ‘new and newer’, and ‘fast and faster’.

Who is it for?

The workshop is designed for those senior leaders of the processes that drive success in the market place: the Senior Leadership team, Vice Presidents, Marketing Directors/Managers, Category/Product/Brand Managers, Sales Directors/Managers, R&D Directors/Managers, Engineering Design, New Product Introduction Directors/Managers, etc.

Available in:

This workshop is available in the United Kingdom.

The workshop has been the medicine to my frustrations within my organisation. The journey I now must take will not be easy, but I feel equipped to face and understand the challenges.

Design and Development Director, Steinhoff UK Beds
### Workshop Dates

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£1,350 per delegate

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Booking enquiries: +44 (0)1452 397213

Related Product and Portfolio Optimization
White Papers available.

SEE MORE...
Demand Management

Creating, Influencing & Managing Demand

Increasing global competition, volatile markets and ever-increasing demands from consumers, makes best practice demand management an absolute imperative. For many organisations however, demand management is consigned as a supply chain process and the demand plan itself viewed merely as a forecast. This workshop challenges that paradigm, and demonstrates that true demand management is a sales and marketing planning process.

What is this workshop about?
This interactive workshop shows how to use demand management to deploy your sales and marketing strategy. It uses a video case study of best practice to help you improve your understanding of your organisation’s role in the value chain. You will learn how to design an effective demand planning process that takes account of your customer, your customer’s customers and the end user. Market segmentation and customer collaboration are key and the focus is on using situational analysis to understand what’s really happening in the market place; working on practical methodologies to co-operate with customers and planning at the optimum level to optimise demand. The workshop will cover the role of analytics and modelling in the demand management process. You will learn how to move beyond the use of statistical forecasts and assumptions to a strong suite of integrated analytics that help analysts build models which allow sales and marketing people to make informed decisions on the best return on sales and marketing investments. As well as shining a light on what is required for effective long-term demand planning, the workshop shows how to optimise the short-term to execute the sales plan in the most effective way and to drive business performance. You’ll receive practical tips on the steps you need to take – from roles and responsibilities through to integration with the Integrated Business Planning process.

Who is it for?
This Demand Management workshop is designed for marketing and sales directors and managers, demand managers, demand controllers, and finance managers.

Available in:
This workshop is available in the United Kingdom, France, Germany and South Africa.
## Workshop Dates

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The UK workshop can be booked in conjunction with the Demand Sensing and Execution Workshop to become a 3 day workshop or it can be booked on its own. See pages 18 - 19.

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**Book online:**


**Booking enquiries:** +44 (0)1452 397213

Related Demand Management White Papers available.

[SEE MORE...](#)
Demand Sensing and Execution Workshop

Demand sensing helps organisations manage the effects of market volatility and gain the related benefits of a demand-driven process. This includes more efficient operations, increased service levels, improved profit margins and reduced inventory levels.

An effective Demand Sensing and Execution process takes the chaos out of short-term planning, stimulating actions, which then enable companies to improve customer service and increase sales revenue.

What is this workshop about?
This interactive workshop shows how to effectively gain control of your demand and sales plan execution and short-term demand variability. You will learn how to respond quickly and proactively to potential demand/supply imbalances and how to achieve effective customer delivery performance. And it reveals the importance of becoming respected as a reliable supplier.

Demand monitoring and sensing enable the creation of a more accurate demand plan that responds to real-world events, market shifts and ever-changing consumer buying behaviour. The importance of establishing planning time fences, and anticipating and managing change to the demand plan within them, are key. With a robust order promising and management process in place, this workshop will discuss the roles and responsibilities of individuals and the establishment of daily, weekly routine activities in order to manage demand more effectively.

Who is it for?
The workshop is designed for Demand Managers, Supply Planning Managers and Customer Service Managers.

Available in:
This workshop is available in the United Kingdom.
### Workshop Dates

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This UK workshop can be booked in conjunction with the UK Demand Management Workshop to become a 3 day workshop or it can be booked on its own. See pages 16 - 17.

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**Book online:**

Booking enquiries: +44 (0)1452 397213

Related Demand Management White Papers available.

SEE MORE...
Supply Planning

The challenge for any business today is to establish an efficient and agile supply chain in line with customers’ ever-increasing demands. Whilst collaboration and integration through the entire supply chain is paramount, this workshop reveals the importance of getting your own house in order first.

Developing a Supply Plan that integrates with your supply strategy is an essential prerequisite for an effective supply chain. This workshop explains what is required to operate and implement excellence in Supply Planning processes, through primary and secondary production, warehousing and distribution.

What is this workshop about?

This workshop shows the benefits that can be achieved through excellence in Supply Planning and the necessary steps to achieve it. You will learn how to take the high level plan for your business through to execution at the central supply points by deploying the processes, tools, behaviours, roles and responsibilities required.

Equipped with an understanding of the key Supply Planning concepts you will gain insight into the fundamental role Supply Planning has in Supply Chain Management as well as Integrated Business Planning (IBP). Crucially, the workshop will excite you about the huge gains that can be made through the successful deployment of advanced Supply Planning concepts once you have mastered the basics.

Who is it for?

This workshop is suitable for Supply Chain Planning Managers, Master Planners, Operations Managers, Lead Vendor Schedulers, Demand Controllers, Logistics Managers and Lead Replenishment Planners.

Available in:

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## Workshop Dates

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**Book Online:**


**Booking enquiries:** +44 (0)1452 397213

**Related Supply Planning White Papers available.**

[SEE MORE...](#)
Ensuring that every location within the supply chain is aligned and delivering on its commitments, is one of the key challenges facing businesses today. It is often difficult to achieve because divergent priorities and measurements, unresolved conflicts on resources and lack of understanding of true capability can all hamper the good intentions of hard-working staff, leading to frustration and demotivation. This workshop will show you how you can take control of single and multiple locations within your supply chain and integrate their short and mid-term processes to transform results in an ever-changing environment.

What is this workshop about?
This workshop explains that by understanding the true capability of your supply chain, you can make reliable and credible commitments to your customers and stakeholders. This provides the solid foundation from which you can unlock the opportunities for delivering and sustaining improvement.

You will identify the key areas your business needs address day to day to ensure it has sufficient resources and materials to execute your plans. Plus, you will learn how to organise your business to identify and resolve any issues that are compromising customer satisfaction.

Who is it for?
This workshop is suitable for General Managers, Supply Planners, Supply Chain Managers, Master Planners, Operations Managers and Logistics Managers.

Available in:
This workshop is available in the United Kingdom.
Great workshop, great structure and content. Very helpful for myself moving forward in my career. The deliverance of the workshop was at the right pace and clearly put across.

Finishing Planner / STL, James Cropper
Application Workshops

Integrated Business Planning  26
Supply Chain Optimization  27

Education Workshop Planner for 2017  28

Application workshop details
Workshops are for a maximum of 15 people and can be arranged over a period of one or more days.

Further information on the duration, time and fees associated with this workshop are available upon application.

Available in:
This workshop is available in the following languages.
Oliver Wight application workshops will help you design the ideal Integrated Business Planning and Supply Chain Optimization process for your organisation. The workshops will help ensure you get the very best from your business processes, and accelerate your progress towards superior performance and industry best practice.

These workshops are for organisations, which have already committed to a change programme at the most senior level and are ready to begin designing the process to suit the specific needs of the business. As part of the development of your workshop programme, we will work with your executive and general management teams to understand the scope of the education you require and to prepare workshop material tailored to your organisational maturity and business ambitions.

Each workshop is typically two days long and can be held either at your premises or other suitable location. You can take part in as many of the workshops as appropriate and the workshop series is carefully structured to take you through a logical sequence of steps; from designing the individual core processes of your Integrated Business Planning or Supply Chain Optimization programme, flowing smoothly through to full implementation.

The workshops are designed to engage and inspire your people and help them gain a common understanding of the full concept behind each individual aspect of your programme and the importance of their role in its success.

These workshops are certain to help if your organisation is in one of the following categories:

- You are implementing your chosen business process for the first time
- You want to rejuvenate an existing process, which has not delivered against the original promise
- Your existing processes have delivered results and you want to take your organisation to the next level of performance
Integrated Business Planning

This is a comprehensive suite of workshops to help your team design an Integrated Business Planning process to suit the specific needs of your business. The workshops provide a clear understanding of the core processes comprising the Integrated Business Planning model and what is required to begin designing an Integrated Business Planning process that works for you.

The Integrated Business Planning Suite of Application Workshops

- Product Management
- Demand
- Supply
- Integrated Reconciliation
- Management Review

Who are these workshops for?
These workshops are a critical aspect of your Integrated Business Planning process design; they are designed to gain common understanding, engagement and commitment to your Integrated Business Planning process across the entire organisation. The Integrated Business Planning workshop suite is sequenced to reflect the real life flow of the Integrated Business Planning process through the organisation, and the material is structured so you can be sure to design an Integrated Business Planning process that suits the maturity of your organisation, the responsibilities and roles within it, and of workshop, the outcome from the process you desire.

Available in:
This workshop is available in the United Kingdom, France, Germany and South Africa.

IBP is a process for how to run a manufacturing business excellently. Don’t try to adapt it; just do it.

Operations Director, The Quality Furniture Company
Supply Chain Optimization

Because of the diverse nature of supply chains, this suite of Supply Chain Optimization workshops will be specifically tailored to reflect the true nature of your business and its supply chain structure.

The Supply Chain Optimization Suite of Application Workshops

- Introduction to Supply Chain Optimization
- Performance Benchmarking
- Value Chain Analysis
- Process Acceleration
- Distribution and Logistics Management

Who are these workshops for?

These workshops address the big decisions, which have to be made executive level in order for supply chain optimization to succeed - an optimisation programme could well involve the closure or movement of physical assets. At the very least, it will change core processes, plus there is the impact of shared Key Performance Indicators and data to consider; perhaps even shared continuous improvement and the financial investment and benefits. The Supply Chain Optimization suite of workshops deals with the specifics of team structure, the level of collaboration required and how much integration is possible according to the industry you are in, to drive substantial cost and service level benefits through your extended supply chain. This is not blue-sky thinking; it’s a practical approach, which allows you to build an optimization programme based around the realities of your existing supply chain and its infrastructure. And the workshop looks beyond the first four nodes of the supply chain (customer through manufacturing and distribution, to the first two tiers in the supply chain) to take account of any key players in the extended supply chain including the consumer themselves.

Available in:

This workshop is available in the United Kingdom, France, Germany and South Africa.

Book Online:

www.oliverwight-eame.com/what-we-do/workshop-programme

Booking enquiries: +44 (0)1452 397213
<table>
<thead>
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<th>Available in:</th>
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<th>Cost</th>
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<tr>
<td>United Kingdom</td>
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**Book online:**

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When you talk to Oliver Wight about improving your business, we'll assume you want results, not just better processes – things like increased revenues and margins and greater market share. If you have the ambition, it is possible to make improvements that truly transform the performance of your organization and create more fulfilling roles for the people within it. We believe this can only be delivered by your own people. So, unlike other consultancy firms, we transfer our knowledge to you; knowledge that comes from nearly 50 years of working with some of the world’s best-known companies.

Imagine the possibilities, realize the potential.

Oliver Wight has a long-standing reputation for innovation and we continually challenge the industry status quo, so you always get the latest in new thinking. Your Oliver Wight partners will use their real-world experience to ensure your people, business processes and technology are fully aligned and integrated right across your organization. They will coach, guide and inspire your people to drive change throughout your organization, allowing you to create a culture of continuous improvement and innovation that simply becomes for you ‘the way we do things around here’. It’s a proven, sustainable approach that will deliver results straight to the bottom line.