

futuregrowth and quality improvement are imperative for individuals and organisations to create sustainability. A vibrant and connected community of supply chain and operations management professionals exists in Southern Africa working together to develop the supply chain profession.

**2 half day International workshops - Durban
13 September 2011 - Kingfisher Conference Centre**

futuregrowth through leadership today (am)

and

S+OP to Integrated Business Planning (pm)

MORNING

futuregrowth through leadership Today!

Joe Walden CFPIM, Director, Supply Chain Leadership Institute, USA

How can you create growth for the future and create it now? This presentation looks at the key to improving productivity, increasing growth potential for the future and creating growth for the company and the employees today through the use of strategic leadership. The presentation looks at the qualities of a leader and how those qualities found in leaders in all aspects of business pertain to the supply chain and operations management chain professional. The application of the techniques and leadership qualities discussed in this presentation will provide all attendees with a leader's toolbox.

This toolbox will provide the necessary tools to successfully lead the employees of any operations management chain organisation.

**Can you really improve the growth potential for the future today by simply improving the quality of the leadership?
Absolutely!**



Workshop Facilitator

Joe has over 32 years of experience in supply chain and operations management. In addition to serving as the Director for the Supply Chain Leadership Institute, Joe served 26 years in the US Army and led the US Army's Supply Chain Process Improvement Program that produced over \$300 mm (USD) in savings over an 18 month period. He is the author of three books on supply chain leadership and recently published an operations management textbook. Joe was the lead author for logistics for the APICS Body of Knowledge. He is a former SAPICS Conference Terry Smee award winner. This award is only presented to the best of the best speakers at this prestigious event.

Attendee Benefits:

- A leadership tool box for improving personal leadership skills and abilities.
- A framework for improving operations through the application of leadership.
- A leadership foundation roadmap for futuregrowth Today!

Sponsors:

AFTERNOON

Sales and Operations Planning (S+OP) to Integrated Business Planning

Andy Walker, Partner, Oliver Wight EAME LLP, UK

This workshop will cover the key differences between traditional sales and operations planning (S&OP) and Integrated Business Planning (IBP). S&OP has typically been seen as a supply chain process, balancing supply and demand, with limited financial or product integration; the focus being on the short term (one to 12 months) and on the numbers, rather than the issues. Integrated Business Planning represents a substantial evolution of S&OP. It is a decision-making process which allows senior management to plan and manage the entire organisation over a 24 month horizon or more, aligning the strategic and tactical plans each month, and allocating critical resources to satisfy customers in the most profitable way.



Workshop Facilitator

Before joining Oliver Wight, Andy spent more than a decade working across a diverse range of business disciplines, including corporate finance, financial management, demand management, business excellence and supply chain management. He has an Honours Degree in Accounting and Management Control from Sheffield Hallam University and is a member of the Institute of Chartered Accountants of England and Wales. Prior to becoming an Oliver Wight Associate, Andy worked for Georgia Pacific, managing the end-to-end supply chain. He was also responsible for project managing the company towards being one of the world's first organisations to reach the Oliver Wight Sixth Edition Class A standard. Andy now uses this experience to enable businesses to realise their maximum potential and achieve sustainable performance excellence.

Attendee benefits:

- Gain an understanding of how S&OP has evolved from the 1970s into the Integrated Business Planning (IBP) of today
- Gain a detailed understanding of how Integrated Business Planning can be used to integrate and transform your business performance
- Understand what it takes to implement an Integrated Business Planning process in your organisation

Programme Outline (times may vary slightly)

08:00 – 08:30	Registration, tea & coffee on arrival
08:30 – 10:00	Morning Workshop Commences
10:00 – 10:15	Morning tea break
10:15 – 12:15	Workshop concludes
12:15 – 13:30	Lunch (for those registered for morning workshop)
13:30 – 14:45	Afternoon Workshop Commences
14:45 – 15:00	Afternoon tea break
15:00 – 16:30	Workshop concludes
16:30 – 18:00	Drinks, light snacks and networking (for those registered for both workshops and afternoon workshop only)

Registration Fees

To attend both workshops

SAPICS Member:	R2, 000.00 ex VAT
Non-Member:	R2, 250.00 ex VAT

To attend one workshop only

SAPICS Member:	R1, 300.00 ex VAT
Non-Member	R1, 600.00 ex VAT

**SAPICS will be hosting a
site visit on the 12th
September at Unilever
15:00 – 18:00
Mkondeni,
Pietermaritzburg**

(no additional charge to delegates
attending the workshops on the
13th September)

Subject to space available

Please complete the registration form attached and return it to Upavon Conferences – upavon@icon.co.za
For more information regarding membership of SAPICS please contact Heidi Lamb at heidi@sapics.org.za or
contact the SAPICS Office on 011 023 6707

