



FORECASTING & INVENTORY MANAGEMENT

Optimise Your Inventory Levels and Maximise Your Customers' Satisfaction

24-25 January 2008 * Royal Orchid Sheraton, Bangkok, Thailand

Thanks to global sourcing, companies are pressured with shorter lead times, more variable factors and higher carrying costs. To keep costs down, companies need to accurately predict their inventory demands and improve processes to meet monetary and time concerns.

The trend now is to hinge on multi-levelled inventory solutions such as the Enterprise Resource Planning (ERP) that takes care of all parts of the business from purchasing of parts, maintaining of inventories, provision of customer service to tracking of orders to satisfy customers.

This 2-day highly recommended comprehensive course identifies new and improved demand planning and forecasting methodologies, how to execute them, ways to tackle budget constraints, how to handle monopolisation of supplies and tips to keep safety stocks to give your company a winning edge.

In this programme, you will learn world-class forecasting methodologies and inventory management approaches including:

- ✓ **Why most forecasting methodologies fail and how to design effective forecasting techniques**
- ✓ **How to quantify uncertainties when managing risk, optimising flexibility and reducing costs**
- ✓ **How to effectively manage inventory and contribute to the growth of your company's bottom line**

Use the right techniques for a leg up in forecasting demand and managing your inventory for optimum results.

So Sign Up Today!

Strictly limited seating to ensure value added to all participants - so book early! Comprehensive course materials will be provided.

Delegates who successfully complete this course will receive the **Asia Pacific Centre for Continuing and Professional Development Certificate for Participation**

The course will be run in English.

WHY YOU CANNOT MISS THIS COURSE

By attending this powerful and practical 2-day course, you'll learn how to:

- ✓ Gather valuable sources of information and enhance your forecasting process
- ✓ Determine which inventory management system works best for your organisation situation
- ✓ Eliminate dead stock and get slow-moving inventory out the door
- ✓ Keep inventory management costs down and find out why effective logistics management is vital to the company's competitive advantage
- ✓ Quickly and easily forecast your company's needs better and keep inventory to a minimum
- ✓ Create a cycle-counting programme that could eliminate your annual inventory
- ✓ Improve operations' efficiency, reduce waste and meet the challenges of global competition

WHO SHOULD ATTEND

This course is particularly useful for the following:

- Demand Planning Managers
- Inventory/Warehouse Managers
- Supply Chain and/or Logistics Managers
- Production Managers
- Supply/Material Planners
- Procurement/Purchasing Managers

As well as Senior Managers and Senior Executives, including Heads of Operations and Finance who are:

- Involved in the operational activities of demand forecasting, production planning and inventory management
- Accountable for service level, operating cost, inventory and working capital performance
- Looking for practical and effective techniques that can be deployed to maximise the value of their forecasting and demand management solutions

ACT NOW! REGISTER TODAY!

CALL  (66 02) 652 0806

OR FAX  (66 02) 652 1533 OR

LOGON TO www.abf-asia.com

PROGRAMME AGENDA

24-25 January 2008

SESSION 1 INTRODUCTION/POSITIONING SESSION

This session covers a host of concepts and issues which create operational dilemmas for the inventory management function. Discussions include how some companies went wrong with their ERP systems, how other measures drive completely the wrong behaviour, and how poor internal communication links make inroads to excellence despite a difficult journey.

- Independent versus Dependent Demand
- Systems Evolution (MRP → MRPII → ERP and beyond)
- Conflicts of interest and inappropriate measures
- The P:D Ratio (A key measure of responsiveness) – Closing the Lead-Time Gap
- Demand Amplification (The Bullwhip effect)
- Industry directions (Reverse Logistics, Factory Gate Pricing etc)

SESSION 2 FORECASTING TECHNIQUES

This session highlights a number of key issues including where valuable sources of information reside to enhance the forecasting process. Whilst statistical packages are becoming more sophisticated, and the number of potential 'best fit' mathematical algorithms an IT system can decipher increase, the importance of communication and stakeholder collaboration are still the vital ingredients to improvement. Case studies will be covered to illustrate some pitfalls to avoid.

- Judgmental, time series and basic S&OP data to create a forecast
- Leading indicators, causal events and demographics data
- Seasonality, moving averages, exponential smoothing
- Effects of using the wrong model
- Pyramid forecasting
- Measures of accuracy

SESSION 3 EXECUTION AND REPLENISHMENT

This session will discuss the merits of ATP, and the implications of Vendors Managing Inventory on your behalf or offering consignment agreements.

- Demand planning - Master Production Scheduling, S&OP
- ATP (Available-To-Promise)
- VMI and Consignment Stocking

SESSION 4 INVENTORY IMPLICATIONS ASSOCIATED WITH THE THEORY OF CONSTRAINTS

The Theory of Constraints and OPT principles, are commonly understood – Although usually viewed from the manufacturer's perspective, here the topic will be discussed from an inventory perspective.

- The TOC inventory/throughput/operating expense concept
- A discussion regarding Goldratt's "Goal"

SESSION 5 IMPROVING INVENTORY RECORD ACCURACY

This session discusses inventory classification and with the aid of examples, illustrates the potential dangers of classifying purely by value. The people versus technology aspect will be discussed, each has its own place, and are stronger in particular applications. Potential pitfalls of each will be discussed. The value of performing CANDO/5S workplace organisation exercises will be covered – these are commonplace on shop-floors, and are often later applied in admin offices, however within the Warehouse itself is often overlooked.

VENTORY MANAGEMENT

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- ABC classification
- Cycle counting
- Use of Technology (Bar-coding and RFID)
- Why human errors occur within the warehouse
- Common obstacles which contribute to poor inventory data

SESSION 6 DEPENDENT DEMAND INVENTORY SYSTEMS

This session will include the overview of BOM explosions, lead-time offsetting, pegging and data integrity such as maintenance of time fences. A simple worked out exercise will illustrate how volatile supplier schedules can result from your system (urgent requirement which is quickly followed by a cancellation message at the next MRP run).

- Materials requirements planning
- Inputs and outputs
- A discussion of order of actioning exception messages
- Time phased order release exercise (Netting off gross requirements etc)

SESSION 7 INDEPENDENT DEMAND INVENTORY SYSTEMS

With the aid of exercises, this session will cover a number of methods such as fixed quantity/varying timeframe (Re-Order Point) and fixed period/varying order quantity (periodic review). The EOQ will be covered including its drawbacks and the effect of quantity discounts.

- Re-Order Point
- Economic Order Quantity (EOQ)
- Periodic Review Systems

SESSION 8 SAFETY STOCKS AND SERVICE LEVELS

The levels of JIT and Lean Techniques should be monitored for appropriateness within current business conditions with their positioning closely monitored – Positioning of SS at several levels within the chain is commonplace resulting in inflated demand through duplication (meaning the potential for writing off excess/obsolescence is increased by our own unaligned holding levels).

- Deriving service level from Safety Factor
- Fixed versus Dynamic Safety Stocks

SESSION 9 FINANCIAL IMPLICATIONS

An appreciation of the financial implications of inventory holding are essential to aid key management decisions pitched from an operations viewpoint, this session will, with the aid of exercises, consider the implications of inventory holding costs – The effect on margin and the implications for the bottom line of slow moving and dead stock.

- Turn over ratio of inventory velocity
- Carrying costs (inc. effect on margin, implications of slow moving stock)

SESSION 10 INVENTORY REDUCTION

A methodology will be suggested which provides valuable pointers to consider when embarking upon an inventory reduction programme.

- A series of steps outlined to follow will be presented

ABOUT YOUR WORKSHOP LEADER



Lindsay Harding, is *Director of Hilf Supply Chain Solutions* who is APICS Certified in both CPIM and CIRM. He has extensive industrial experience, predominantly within the manufacturing sector.

Following successful MRPII implementation involvement at Acco-Rexel Engineering, Lindsay joined Richmond based Consultancy - Peter Chadwick Ltd (now Celerant Consulting) where he was involved in Productivity improvement projects with major client companies. Here, reducing 'lost time' through improvement initiatives resulted in cost reduction, throughput increases and sustainable savings for clients.

This was followed by six and a half years at Mitel where he headed up the Demand Planning team and was heavily involved in a global SAP R/3 implementation. Following this, he spent two years with Manchester based consultancy Strategem Ltd, working mainly on Regional Economic Development Programmes, prior to becoming a founding Director of Hilf Supply Chain Solutions.

Lindsay holds an MSc in Logistics & Supply Chain Management from Cranfield University. In addition to undertaking Training and Consultancy assignments, he is also a guest lecturer at the University of Wales, Newport and the University of Leeds, where he presents sessions around MRP and matching supply with demand. He has also delivered consultancy on behalf of the University of Warwick Science Park on an Interim Management basis.

In addition to being a member of APICS, Lindsay also holds membership to the Chartered Institute of Management, the Institute of Management Consultancy, the Institute of Operations Management, the Chartered Institute of Logistics & Transportation as well as an Associate of The Institute of Business Advisors.

Lindsay specialises in delivering supply chain training courses (clients include Epson, Nokia, SC Johnson, General Dynamics) and draws upon a wealth of industrial and consultancy experience to compliment the course content with relevant examples and interesting anecdotes.

KEY POINTS ABOUT THIS COURSE

This 2-day course aims to provide participants with a thorough understanding of the techniques and tools required to take their forecasting and inventory management capabilities to the next level and deliver 'best in class' performance.

Cutting-edge inventory management techniques deliver results that go far beyond initial expectations. Explore the latest inventory management methods for saving money, satisfying customers and speeding up the flow of inventory.

TIMETABLE	Time	Activity
	8:00am (Day 1)	Registration and Coffee/Tea
	8:30am (Day 2)	Coffee/Tea
	9:00am	Programme Commences
	10:30am to 10:45am	Morning Refreshment
	12:30pm to 1:30pm	Lunch
	3:00pm to 3:15pm	Afternoon Refreshment
	5:00pm	End of Programme

Yes! Please register the following delegate(s) for this course on:
FORECASTING & INVENTORY MANAGEMENT

Organisation: _____
Address: _____
Post code: _____

1st Delegate Mr/Mrs/Ms

(Name): _____
Job title: _____ Department: _____
Telephone: _____ Fax: _____
Email: _____

2nd Delegate Mr/Mrs/Ms

(Name): _____
Job title: _____ Department: _____
Telephone: _____ Fax: _____
Email: _____

3rd Delegate Mr/Mrs/Ms

(Name): _____
Job title: _____ Department: _____
Telephone: _____ Fax: _____
Email: _____

Booking Contact (Approving Manager) Mr/Mrs/Ms: _____
Job title: _____ Department: _____
Telephone: _____ Fax: _____
Email: _____

(Please photocopy for more delegates. Kindly fill in the registration form in English.)

COURSE FEES

Fee for one delegate	<input type="checkbox"/> Early Bird (Thai Baht) (payment by 25 December 2007)	<input type="checkbox"/> Normal (Thai Baht) (payment after 25 December 2007)
Registration Fee	40,900.00	43,900.00
- 3% Withholding Tax**	1,227.00	1,317.00
+ 7% VAT	2,863.00	3,073.00
TOTAL PAID	42,536.00	45,656.00

- **Group Discount:** Enjoy a group discount of 10% for 3 or more delegates booked at the same time from the same organisation and of the same billing source.

Important Notice: Payments are required with registration and must be received prior to the Course to guarantee your place.

**Withholding Tax Deduction is applied for corporate only, not individuals.

PAYMENT METHODS

OUR TAX ID NO: 3 01 1 30909 4

● CHEQUE / BANK DRAFT

Please cross cheque or bank draft made payable to
ASIA BUSINESS FORUM (THAILAND) LTD.

● PAY IN "Asia Business Forum (Thailand) Ltd"

Account No: 059-3-02541-2 Siam Commercial Bank, Ploenchit Branch
[Kindly fax pay-in slip & a copy of withholding tax document to (66 02) 652 1533]

● CREDIT CARD (AMEX ONLY) Please debit my Amex.

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Signature _____ Expiry Date _____ / _____

5 EASY WAYS TO REGISTER



TELEPHONE: **(66 02) 254 8321-4**



FAX: complete and send this registration form to: **(66 02) 652 1533**



MAIL: this completed form together with payment to: **Asia Business Forum (Thailand) Ltd**
14/F Maneeya Centre Building
518/5 Ploenchit Road, Lumpini, Pathumwan
Bangkok 10330, Thailand



EMAIL: **araya@abf-asia.com**
admin.bkk@abf-asia.com



WEB: **http://www.abf-asia.com**

Course fee includes course tuition, lunch, refreshments, teaching materials. Hotel accommodation is excluded but special rates have been negotiated (see below).

CANCELLATIONS & TRANSFERS

If you are unable to attend, a substitute delegate is welcomed at no extra charge. Please provide the name and title of the substitute delegate at least 2 working days prior to the Conference. A refund less Baht 3,500 administration charge will be made for cancellation received in writing on or before **4 January 2008**. Regrettably, no refund can be made for cancellation received after this date. A complete set of documentation will however be sent to you.

The Organiser reserves the right to make any amendments, cancel and/or change the programme, speaker, date or venue if warranted by circumstances beyond its control. In the unlikely event of programme cancellation by Asia Business Forum ("ABF") then a full refund of the fee payment will be made but ABF disclaims any further liability.

CONFERENCE VENUE & ACCOMMODATION INFORMATION

Royal Orchid Sheraton Hotel, Bangkok
2 Captain Bush Lane, New Road,
Siphya, Bangkok 10500, Thailand
Tel: (66 02) 266 0123 Fax: (66 02) 236 8320
Website: <http://www.sheraton.com/bangkok>
Attn: Room Reservation Department

For reservations, please make your bookings direct with the hotel. To enjoy the special room rates, please quote Asia Business Forum's "**FORECASTING & INVENTORY MANAGEMENT**" Hotel bills are to be settled by delegates direct with the hotel. Hotel reservations and travel arrangements are the responsibilities of the registrant. Please note that hotel rooms are available on a first-come-first-served basis.

INCORRECT MAILING INFORMATION

It is possible that you may receive multiple mailings of this event or incorrect company details on the labels, for which we apologise. If this happens, please let us know so that we can update our database immediately. If you do not wish to have your name on our mailing list, please let us know and we will remove it from our listing.

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