

Certificate of Attendance

is hereby granted to

Roger Thijs
of
Euro-Support, Inc.

Supply Chain Planning & Forecasting Conference

Scottsdale, Arizona USA

February 25-26, 2013



February 26, 2013



***Institute of Business
Forecasting & Planning***

SUNDAY FEBRUARY 24, 2013			
8:00 am – 1:00 pm	GOLF OUTING SILVERADO GOLF CLUB (BUS LEAVES HILTON RESORT PROMPTLY AT 6:45AM)		
8:00 am – 9:00 am	TUTORIAL REGISTRATION MORNING REFRESHMENTS GRAND BALLROOM FOYER		
9:00 am – 5:00 pm	1-DAY FUNDAMENTALS OF DEMAND PLANNING & FORECASTING TUTORIAL (FREE FOR IBF MEMBERS) GRAND BALLROOM SALON 4		
5:00 pm – 7:00 pm	EARLY CONFERENCE REGISTRATION VISIT WITH EXHIBITORS GRAND BALLROOM FOYER		
MONDAY FEBRUARY 25, 2013			
7:00 am – 8:00 am	MORNING REFRESHMENTS & REGISTRATION VISIT WITH EXHIBITORS GRAND BALLROOM		
8:00 am – 8:15 am	WELCOME ADDRESS GRAND BALLROOM		
8:15 am – 9:45 am	BUSINESS FORECASTING & PLANNING DEBATE FORUM GRAND BALLROOM Moderator: Seema Phull North Find Partners Panelists: John Gallucci, Senior Director of Planning Pinnacle Foods Group Jonathon P. Karelse, President Syncro Distribution, Inc. Patrick Bower, Senior Director, Corporate Planning and Customer Service Combe Incorporated Randy Wilp, Leader of Global Commercial Forecasting Merck & Co., Inc.		
	SONORA BALLROOM A	SONORA BALLROOM B	SONORA BALLROOM C
9:45 am – 10:45 am	1 How Carters Collaborates and Forecasts for Seasonal New Product Launches Steve Tribou <i>VP of Sales Forecasting and Planning</i> Carters/Oshkosh	2 The Power of Metrics in Achieving Supply Chain Excellence – A Firmenich Case Study Stephen P. Crane <i>Director of S&OP North America</i> Firmenich	3 Value Added: Understanding the Cost/Benefit of Forecast Accuracy Jonathon P. Karelse <i>President</i> Syncro Distribution, Inc
10:45 am – 11:00 am	MORNING BREAK VISIT WITH EXHIBITORS GRAND BALLROOM		
11:00 am – 12:00 pm	4 Leaving the Pier: Launching S&OP from the Ground Up Mark C. d'Agostino <i>Director of Supply Chain Integration</i> Chamberlain Group	5 Lean Forecasting & Planning: Prepare Forecasts Faster with a Better Allocation of Company Resources John Gallucci, <i>Senior Director of Planning</i> Pinnacle Foods Group	6 Optimizing Your Collaborative Demand Planning Process Geoff Fisher <i>Business Excellence Consultant</i> BASF Corporation
12:00 pm – 12:45 pm	LUNCH SPONSORED BY  GRAND BALLROOM		
12:45 pm – 1:00 pm	WELCOME REMARKS FROM OUR SPONSOR KINAXIS GRAND BALLROOM		
1:00 pm – 1:40 pm	KEYNOTE 3 Axioms for Managing People Michael Birch, <i>VP Operations</i> Ping Golf		
1:40 pm – 2:15 pm	AFTERNOON BREAK VISIT WITH EXHIBITORS GRAND BALLROOM		
2:15 pm – 3:15 pm	7 Creating a Worldwide S&OP Model Tracy Cherba <i>Supply Chain Global Leader – S&OP/OSSCE</i> Elanco Animal Health / Eli Lilly & Co	8 Managing Complex Demand Signals and Forecasting in a Highly Promoted Environment Rick Davis, <i>Vice President, Business Planning</i> Kellogg's	9 Next Gen S&OP: The New World of Profitability Gregory L. Schlegel <i>Adjunct Professor, Supply Chain Risk</i> Lehigh University
3:20 pm – 4:20 pm	10 Monthly Business Planning at Nestle DSD: A Full Context Sport Geoff Fisher, <i>Director of Demand & Supply Planning</i> Nestle Anthony Reese, <i>Partner</i> Integrated Business Planning Associates	11 New Product Forecasting & Planning in the Consumer Packaged Goods (CPG) Space Patrick Bower <i>Sr. Director, Corporate Planning & Customer Service</i> Combe Incorporated	12 Transforming Demand Planning in a Mature, Globally Diverse Industrial Business James Roemke <i>Business Process Leader</i> Emerson Climate Technologies
4:30 pm – 5:30 pm	ROUND ROBIN ROUNDTABLE DISCUSSION GRAND BALLROOM SALON 4		
5:30 pm – 6:30 pm	IBF COCKTAIL RECEPTION SPONSORED BY  GRAND BALLROOM		
TUESDAY FEBRUARY 26, 2013			
7:00 am – 8:00 am	MORNING REFRESHMENTS VISIT WITH EXHIBITORS GRAND BALLROOM		
			SOFTWARE DEMOS / COMPANY OVERVIEW Sonora Ballroom D
8:00 am – 9:00 am	13 Executing the Product Launch: Why Your Forecast is Critical Throughout the Process Michael Birch <i>VP Operations</i> Ping Golf	14 Integrating Sales, Marketing and the Economist in your Demand Plan Michael Moore <i>Demand Workstream Program Manager</i> DuPont	15 The New Normal – Dual Role Planners for Supply and Demand Brad Sayers <i>Manager of Supply and Demand</i> Milwaukee Electric Tool
9:05 am – 10:05 am	16 Sales & Operations Planning at Compco Industries Rick Fryda, <i>President/CEO</i> Compco Industries, Inc. John E. Boyer, Jr., <i>President</i> J. E. Boyer Company, Inc.	17 The Softer Side of Soft Forecasting: Lessons on New Product Forecasts and The People Who Use Them from Merck Randy Wilp <i>Leader of Global Commercial Forecasting</i> Merck & Co., Inc.	18 How to Make Your New Demand Planning Process a Home Run Kevin Lambert <i>Director of Supply Chain</i> Suntech Americas
10:05 am – 10:15 am	MORNING BREAK VISIT WITH EXHIBITORS GRAND BALLROOM		
10:15 am – 11:15 am	19 Leveraging the Capabilities of Your Demand Planning Application Chuck Adams, <i>Sr. Forecast Analyst</i> Seventh Generation George Reeder, <i>Sr. Supply Chain Consultant</i> Infor	20 Demand Planning in a Dynamic High- Growth Consumer Electronics Business Shannon DeRosa, <i>Global Planning Manager</i> Skullcandy, Inc Duane Hardacre, <i>Managing Partner</i> Avata	21 Integrated Business Planning (IBP) Can Transform Your Supply Chain Douglas Kent <i>Global Vice President</i> Avnet Velocity
11:15 am – 12:15 pm	22 S&OP as the Forum for Key Business Decisions, Operational and Strategic Marko Pukkila <i>Research Director, Supply Chain Research</i> Gartner, Inc.	23 Managing Forecasting Through Market Changes & Supply Chain Turbulence Gwendolyn Steinmetz, <i>North American Business Manager – Ford Account</i> Illinois Tool Works - Global Fasteners Kenneth Bassey, <i>Founder & Chairman</i> Saphran Inc.	8:00am – 8:30am OM Partners 8:30am – 9:00am Oracle/Avata 9:00am – 9:30am Chainalytics 9:30am – 10:00am Kinaxis 10:00am – 10:20am Infor 10:20am – 10:40am Logility 10:40am – 11:00am John Galt 11:00am – 11:20am Demand Works 11:20am – 11:40am Smart Software 11:40am – 12:00pm DemandCaster 12:00pm – 12:20pm Arkieva
12:20 pm – 12:30 pm	CLOSING REMARKS AND IBF RAFFLE		
12:45 pm	PING GOLF FACTORY TOUR (THE BUS LEAVES PROMPTLY AT 12:45 PM)		
CONFERENCE CONCLUDES			
WEDNESDAY FEBRUARY 27, 2013 EXAM DAY 8:30am – 4:30pm IBF CERTIFICATION DAY CPF & ACPF GOOD LUCK!			