



EyeOn master class robust S&OP design, implementation, and execution



S&OP managers, supply chain managers, demand (planning) managers, supply (planning) managers, and business controllers.



The training 'Robust S&OP design, implementation and execution' is facilitated by Joost Rongen and Marco van Alfen (EyeOn).



€ 2295,- excl. VAT, training documentation and lunch included, dinner and lodging excluded.



You will receive a certificate afterwards.



For dates and locations see the EyeOn event calendar.

Given the often complex supply chain networks, uncertainties in demand and supply, frequent disruptions, and other challenges within the current business context, it is more apparent than ever that businesses need to tackle these challenges integrally. Sales & Operations Planning also coined Integrated Business Planning, is the process that facilitates this integral view. It is an essential process in two ways: horizontally, linking different functional areas, and vertically, allowing a company to execute its strategic ambitions.

Setting up an S&OP process that works and keeps working can be challenging. The design, implementation, and execution phases of a good S&OP process all require specific attention points.

Robust S&OP design is about more than just technically designing a process. More so, it is about genuinely focusing on the decisions that need support and how human behavior plays a role. During implementation, it is crucial to allow the organization and its people to learn by doing, step-by-step. Continue this mindset when in execution mode by designing continuous improvement loops. S&OP is a journey, not a project leaning heavily on the people that drive it, and it requires a solid process foundation and supportive tooling.

In this 2-day training, EyeOn introduces the EyeOn 12 building blocks of Robust S&OP design, implementation, and execution as a practical framework.

LEARNING GOALS

After attending this master class on Robust S&OP design, implementation, and execution, you can:

- Define and execute improvements in your sales & operations planning process to increase plan accuracy and effectiveness of decision-making, taking into account the importance of human behavior.
- Identify the relevant drivers in your company that should include your sales & operations planning process.
- Understand how operational demand and supply planning aligns with financial forecasting and budgeting.
- Understand how different functions, like supply chain, sales, marketing, finance, and business management, should contribute to the planning process.
- Evaluate capabilities needed in the sales & operations planning process.
- Learn how to use supportive S&OP planning tooling and dashboarding best to support your planning process by balancing human and machine intelligence.
- Circumvent potential obstacles and barriers in (re-) designing, implementing, and operating this cross-functional process.

The training offers a pragmatic and hands-on experience, including group assignments and various real-life case examples based on decades of experience of our Lead S&OP/IBP consultants, and is a unique opportunity to meet and discuss with sales & operations planning peers from other companies.

EYEON MASTER CLASSES

This master class is part of the EyeOn Academy for forecasting & planning professionals. The full training curriculum is available on [our website](#).

PROGRAM

Day 1.

- S&OP - scope & relevance
- S&OP maturity – self assessment
- 12 building blocks for effective customer driven S&OP
- Focused demand management
- Robust supply & inventory management
- Dealing with uncertainty & dynamics in S&OP

Day 2.

- Process design: cross functional alignment
- Integration of finance into S&OP
- 'Fit for use' tools & reporting
- Human behavior, skills & competencies
- Effective implementation & change management
- Improve tomorrow!

SIGN UP & MORE INFORMATION

If you want to attend this 2-day training on Robust S&OP design, implementation, and execution, please contact Anouk van den Eijnden (academy@eyeon.nl).

If you wish to receive more information, please contact Marco van Alfen (marco.vanalfen@eyeon.nl) or Joost Rongen (joost.rongen@eyeon.nl).

Our promise

We apply proven innovations on forecasting and planning. We approach our clients' challenges in the most pragmatic way possible. Using our extensive knowledge, we deliver valuable results and turn challenges into opportunities. This is how we develop and implement fit-for-purpose improvements with sustainable impact.