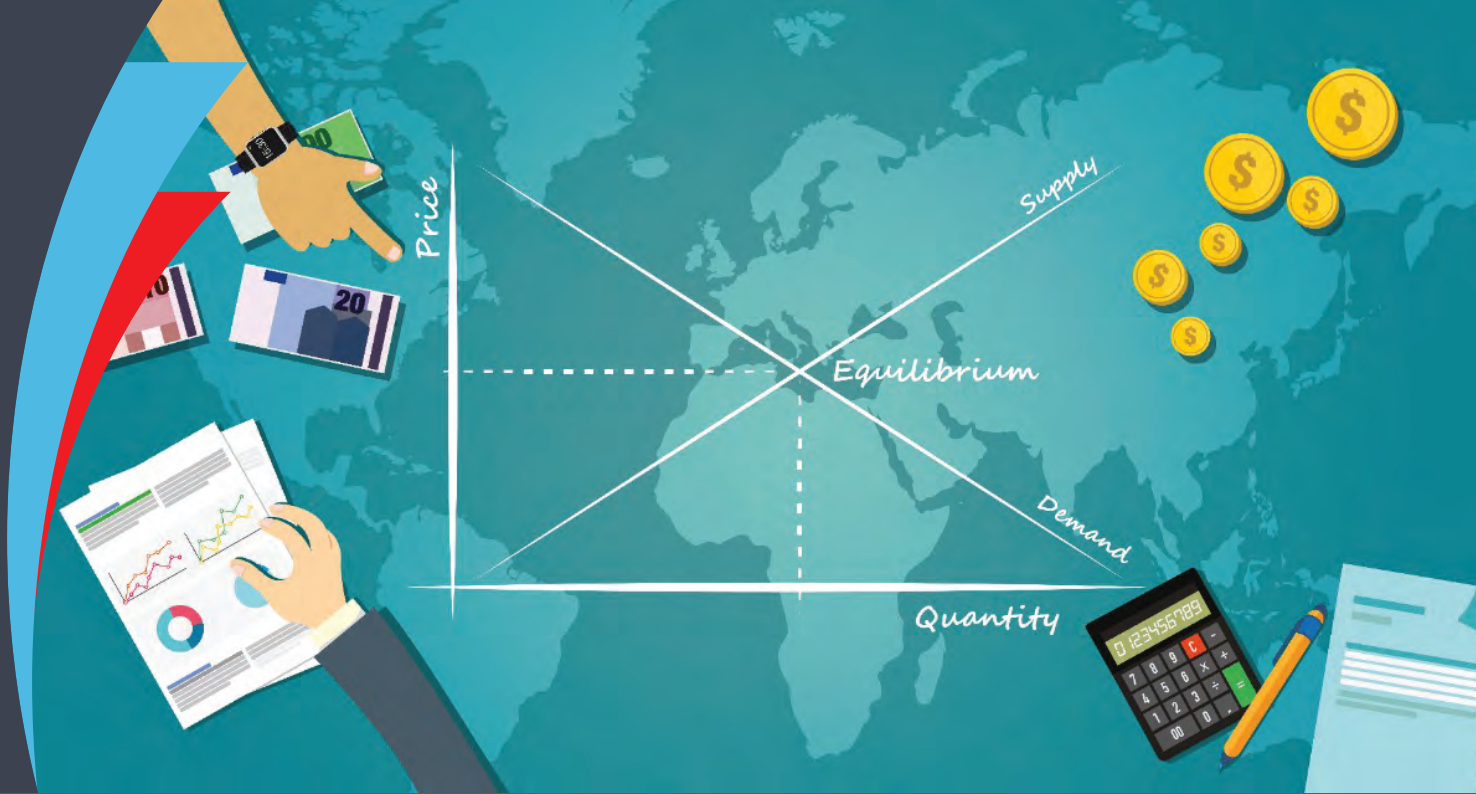


SUPPLY & DEMAND PLANNING



2 DAYS TRAINING PROGRAM

VISION رؤية
2030
المملكة العربية السعودية
KINGDOM OF SAUDI ARABIA

المؤسسة العامة للتدريب التقني والمهني
Technical and Vocational Training Corporation
SAUDI ARABIAN GOVT. APPROVED TRAINING CENTER

CREATIVE
CONSULTANTS
TRAINING CENTER

BEMCON
INSTITUTE OF SUPPLY CHAIN MANAGEMENT

Shahzad Training & Consulting International
شاهزاد تریننج آند کونسلٹنج انٹرنیشنل

TARGET AUDIENCE

DEPARTMENT HEADS FROM MARKETING, SALES, SUPPLY CHAIN, OPERATIONS, TRADE MARKETING, SUPPLY & DEMAND PLANNING STAFF, SALES STAFF RESPONSIBLE FOR PLANNING, STAFF RESPONSIBLE FOR SALES THROUGH DISTRIBUTORS, NEW STAFF JOINING SUPPLY CHAIN DEPARTMENT

TRAINING OBJECTIVES

1. To Introduce Supply Chain Management
2. To Provide Integrated Planning (S&OP) Process
3. To Introduce, Discuss & Best-in-Class Practice Demand Planning Process
4. To Introduce, Discuss & Best-in-Class Practice Supply Planning Process

SPECIFIC TOPICS COVERED

1. **SALES & OPERATIONS PLANNING PROCESS** : What is the S&OP? How to implement S&OP process? Case Studies
2. **DEMAND PLANNING**
 - 2.1 How to conduct ABC analysis and use it for planning purposes?
 - 2.2 How to determine primary sales?
 - 2.3 How to determine sales forecast for "A", "B", and "C" class items?
 - 2.4 How to do demand planning for sales through distributors?
3. **SUPPLY PLANNING**
 - 3.1 How to determine inventory targets?
 - 3.2 How to plan how much to order taking into account the lead time?
 - 3.3 How to determine minimum, maximum and safety stock?
 - 3.4 What tools to use?
4. **SPECIAL ISSUES**
 - 4.1 How to handle sales through distributors locally or internationally?
 - 4.2 How to capture un-constrained demand?
 - 4.3 How to handle supply and demand planning with key accounts?
 - 4.4 How to block stock for priority customers?

FOR INHOUSE SESSIONS BOOKING AS PER YOUR SUITABILITY, AVAILABILITY, MULTIPLE REGISTRATION DISCOUNT & FOR FURTHER DETAIL, PLEASE FEEL TO CONTACT MADDY@BEMCON.CO.UK

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**REGIONAL LEADING
SUPPLY CHAIN EXPERT**

**VETERAN CONSULTANT FOR
CORPORATE GOVERNANCE &
ORGANIZATIONAL EXCELLENCE**

Ahsan S. Razzaq is currently the Owner of STCI (www.shahzadtc.com) and Regional Vice President of BEMCON Middle East & North Africa. He possesses over 26 years of work and consulting experience in Supply Chain Management and Quality, Health & Safety and Environment.

Ahsan's 18 years' work tenure was with blue chip companies like Procter & Gamble (www.pg.com), Henkel (www.henkel.com), and Olayan Financing Company (www.olayan.com). Out of these 18 years of work tenure, Ahsan worked 10 years in Olayan Financing Company (OFC) at Holding Company level and established and executed Corporate Supply Chain and Corporate Quality, Health & Safety, and Environment (QHSE) role. Ahsan attained the level of General Manager Corporate Supply Chain, being responsible for the Supply Chain for over 25 companies.

Ahsan has provided consulting services for over 6 years to companies like Savola Group (Supply Chain Transformation), Sunbulah Group (Supply Chain Career Path), Saudi ReadyMix (Supply Chain Assessment), Saudi Telecom (Procurement Department), Turk Henkel Istanbul (Supply Chain Planning), Furthermore, Ahsan has conducted several trainings for multiple clients such as Supply & Demand Planning, Warehousing Best Practices, Smart Purchasing Skills, Influencing and Negotiation Skills, and Time & Productivity Management.

Ahsan has been engaged in several industries during the work tenure such as Fast-Moving Consumer Goods (Nestle, Mondelez, Colgate Palmolive, Coca Cola, Kimberly Clark, Olayan General Trading Company etc.), Restaurants (Burger King), Health Care, Contracting (Voltas, Olayan Real Estate etc.), Oil & Gas (Olayan Descon, DHL EXEL), Consulting (ATOS, CH2M Hill) to name a few.

Ahsan holds Bachelors and Masters of Science in Mechanical Engineering from Kansas State University, USA.



**MADDY
MANAGER OPERATIONS**

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