

PROCESS MANUFACTURING

INTERACTIVE DISCUSSION GROUPS:

IDG C: OVERHAULING SUPPLY CHAIN PLANNING FOR PROCESS AND COST EFFICIENCY

- Taking an integrated planning approach for enhanced business and operations efficiency
- Exploring the power of Artificial Intelligence and their continuous learning ability to improve planning dramatically

Katrin Hanske, Senior Vice President Global Supply Chain, **Orion Engineered Carbons**

IDG K: REDUCING DELIVERY CYCLES AND COST AT THE SAME TIME

- Creating demand-driven product and information flow
- Working collaboratively across departments and with external partners closely

WORKSHOPS:

WORKSHOP F: CRITICAL FACTORS IN ENABLING A DEMAND DRIVEN SUPPLY CHAIN

- Generating demand signal from forecast, point-of-sale (POS) data and analytics source to be accurate and timely for effective decision making
- Developing a collaborative and integrated demand planning with supply chain, sales and finance
- System thinking to drive continuous improvement

WORKSHOP I: A PRACTICAL APPROACH TO IMPROVE DEMAND

FORECASTING ACCURACY FROM 70% TO OVER 85%: Sharing experiences and lessons learned from the world's largest dairy farm company. Volume and products have been the key areas of focus when it comes to forecasting, yet it's no longer sufficient in today's competitive low margin retail industry. It is vital for supply chain managers to take into consideration the bottom line and financial impacts on the business. This insightful and practical session will provide key factors for forecasting accuracy supported by real lifecase studies.

- Establishing a forecast with finance on margins and net profits to make sure you have the accurate level of product mix
- Understanding the importance of differentiating between gross & net volumes and their impact on business
- Stepping ahead of the classical method of forecasting on a quantity basis to financial forecasting
- Forecasting for new products: a bottom up approach to ensure any potential risk is considered and mitigated

Mustafa Siddiqui, Sales & Operations Planning Manager, **AlSafi Danone**

TRACK SESSIONS:

CASE STUDY: OVERHAULING SUPPLY CHAIN PLANNING FOR THE NEXT LEVEL OF EFFICIENCY AND AGILITY

- Aligning your supply chain strategies to deliver performance improvement
- Redesigning S&OP processes for Polyolefin industry from other industry best practices
- Optimising scenario planning to develop supply chains that are less prone to errors
- Identifying opportunities for automation

Robert Mwasaru, Head of Polyolefins Sales & Operations Planning, **Borealis**

CASE STUDY: IMPLEMENTING AN INTEGRATED BUSINESS PLANNING (IBP) FOR AN END-TO-END SUPPLY CHAIN

- Introducing and building an integrated Business Planning system in-house including web based visualization
- Establishing a 3months P&L financial outlook through one number set in the company
- Linking raw materials, sales forecast and finance together in an integrated system
- Sharing lessons learned throughout the 4 year journey of implementing IBP

Wolfgang Laures, Executive Vice President, Global Supply Chain, **Perstorp**

KEYNOTE:

PLENARY: HARNESSING DIGITAL INNOVATIONS AND AI TO DRIVE END-TO-END SUPPLY CHAIN PERFORMANCE

- Bringing back the basics: developing and scaling up process standards across the enterprise level to lay a solid foundation
- Exploring advanced capabilities including machine learning and AI across the supply chain to drive the next level performance
- Showcasing AI deployment examples in a few key areas focusing on business impact
- Developing and consolidating the IT infrastructure to harness the power of data and AI

Wayne Rothman, VP Enterprise Supply Chain Planning, **Johnson & Johnson**

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