

Sales & Operations Planning (SOP): The Driver that Makes ERP Work!



“It’s January 1st and the financial plans are in place. It looks like a profitable year ... until reality sets in. The customers buy what they want – products that aren’t as profitable and are more difficult to make. And Sales doesn’t seem to have a clue about how to forecast. Now what?”

Sales and Operations Planning (SOP) is a proven 5 step process to help overcome these obstacles. It is a tool almost always missing in ERP implementations and the number 1 reason for disappointing results from the ERP software investment.

This session will focus on how to use SOP to balance the two inevitable conflicting forces – customer needs and financial plans---into an integrated, realistic set of plans. The attendee will leave with a clear understanding of the proven Five-Step SOP process that integrates the sales, manufacturing and financial plans into a single set of numbers to drive the ERP process. The presentation will also offer helpful tips on getting the sales group to enthusiastically participate in the process and obsolete the term ...“forecast accuracy.” Impressive results from companies who have used the process will be presented.”



DAVE GARWOOD
President
R. D. Garwood, Inc.
Atlanta, Georgia

Manuvis Corporation, leading provider of real-time, manufacturing intelligence software, that helps Supply Chain and Manufacturing Professionals improve their S&OP process with proactive information, is pleased to sponsor Dave Garwood, founder and president of R.D. Garwood, Inc., in Atlanta, Georgia as guest speaker at the APICS Cleveland Chapter’s May 9th Professional Development meeting. An effective S&OP process may be the competitive advantage Your Company needs to implement! Learn more about Sales & Operation Planning from one of the leading experts on this essential topic.

Dave is one of only three people to be honored with the prestigious Lifetime Achievement Award by APICS. Additionally, his Company helps manufacturing companies grow profitably and become more-competitive in the global marketplace. One area of emphasis is on integrating demand, supply and financial plans using a proven S&OP process. He has written and published four books and regularly writes for trade and industry magazines. R. D. Garwood, Inc. also performs operational audits and due diligence work for investment firms.

So, if you would like to learn more about improving one of your Company’s key business processes from a real expert on this subject, please plan to attend!



Manuvis is a leader in delivering innovative, real-time factory intelligence and performance management software solutions. Our solutions help companies lower operating costs, improve customer service, enhance profitability, and accelerate growth by optimizing the synergy between manufacturing and enterprise business systems.

Drawings! Win Stuff!

In addition, don’t forget to bring your business card to register for a chance to win 1 of 4 iPod® nanos in a drawing immediately following Dave’s presentation, also sponsored by Manuvis. (Winner need not be present.)



Another bonus: Perhaps by May 9th it will no longer be snowing in Cleveland, Ohio!