



March Professional Development Workshop

Thursday, March 19th, 2009 from 7:30 AM – 12:00 PM

“Sales and Operations Planning (S&OP)”

A 5 Step Process to Optimize Business Operations

Presentation Summary:

A company's financial performance and overall competitive abilities are determined by marketplace success as well as operational effectiveness. The key to achieving optimal performance lies in establishing a valid game plan and clearly quantified objectives for sales, production, procurement, and inventory levels and then tying them to day-to-day scheduling and execution. Sales & Operations Planning (S&OP) is a set of decision-making processes to balance demand and supply, to integrate financial planning and operational planning, and to link high level strategic plans with day-to-day operations. S&OP has emerged as an essential management tool in this age of global operations, increasingly demanding customers, and complex supply chains that extend half a world away. It's rightfully been called "top management's handle on the business" because of the visibility and predictability that it provides, and because a well-managed S&OP process can improve the bottom line.

Review the how-tos of the five step process of Sales & Operations Planning with a leading expert.

About the Presenter:

Joseph F. Shedlawski, CPIM

APICS President, 2007

Joe Shedlawski has served on the APICS Board of Directors in various capacities for nine years, and was the President of APICS in 2007. While leading APICS, he oversaw the development of a strategic planning process and implementation of a new governance model to support globalization. Joe has over 25 years of leadership experience in many aspects of Operations Management, in both plant and headquarters environments, in the pharmaceuticals, biotech, and consumer products businesses. He has conducted many seminars and presentations for APICS at the Chapter, Regional, and International Conference levels. Joe has a Bachelor of Science degree in Biology from Bucknell University and an MBA in Finance from Iona College.

Workshop Information:

Time: 7:30 – 8:00 Registration and Breakfast
8:00 – 11:30 Workshop
11:30 – 12:00 Lunch & Networking

Location & Directions: **Rochester Marriott Airport Hotel**
1890 Ridge Road West
Rochester, NY 14615
www.marriott.com/ROCAP

Cost: \$99.00 Members
\$129.00 Non-Members
\$79.00 Full Time Students
Unemployed APICS member pricing available

Menu: Continental Breakfast
Lunch Buffet

To Place Your Reservation:

Call APICS Rochester at 585-244-3143 or [register online](#) by 6:00pm on Monday, March 16, 2009.

Cancellation Policy: Cancellations must be received at least 72 hours prior to the meeting. No refunds are issued for late cancellations and no show shows are expected to pay.