

BUSINESS IMPROVEMENT INITIATIVES TO INCREASE YOUR PROFITS

Direct - Anticipate - Accelerate

SYDNEY

Saturday 15 August 2009

MELBOURNE

Saturday 22 August 2009

One Day Seminar conducted by: **Chris Gray (USA) & Phil Heenan (Australia)**

Guide your company to lower inventories and shorter lead times with higher shipping reliability and profits through proven business improvement initiatives.

Recommended for any key player involved in the Sales & Operations Planning process, managers involved in; planning, purchasing, manufacturing, distribution, IT, inventory management, customer service, demand management, implementation team members and product rationalisation. It is particularly suitable for Senior Managers wanting an overview of which initiatives really change the organisational culture for sustainable benefits.

Learn how the best companies around the world utilise proven business improvement initiatives to increase company profits. Improving performance doesn't have to be complex and often requires no new tools. Sometimes the tools you already own are sufficient for the job – if you can use them differently. Learn the kind of approaches needed to get the best results.

OVERVIEW OF THE DAY

- Integrated Enterprise Planning principles & the role of software
- Principles of Sales & Operations Planning (S&OP)
- Principles of lean manufacturing
- Measuring company performance
- Implementing a computer based management system

COURSE CONTENT

SESSION 1

INTEGRATED ENTERPRISE PLANNING

To achieve a competitive advantage, demand driven plans must be integrated with the supply and financial sides of the business.

This session will address the philosophy of Integrated Enterprise Planning and its relationship to other improvement initiatives such as Sales & Operations Planning (S&OP), Lean Thinking and Enterprise Resource Planning systems.

SESSION 2

SALES AND OPERATIONS PLANNING

While it is certainly true that most manufacturing companies are doing something with S&OP, just what they are doing generally falls far short of what they could be doing, or what they thought they would be doing when they launched into it. In this session of the day, Chris and Phil will discuss what S&OP really is, what kinds of processes are run by best practice S&OP users, as well as functions that must be part of a software package to truly call it an S&OP system.

SESSION 3

LEAN MANUFACTURING

A company that is lean will have processes in place to produce to the takt time, create continuous flow wherever possible, right size equipment, disentangle value-streams, develop the ability to make 'every part every day' and more.

In this session, Phil and Chris will outline the basic concepts and structure of lean manufacturing, what constitutes lean thinking, and how software can contribute to the objectives of lean manufacturing.

SESSION 4

PERFORMANCE MEASUREMENT AND KEY PERFORMANCE INDICATORS (KPIs)

An effective performance measurement system with the right metrics can help you drive on-going improvement by raising standards and expectations of superior performance while concurrently tracing problems back to the real root causes so they can be addressed.

This session is about the components of an effective performance measurement system, how you can use specific measurements to drive improved performance, what to do and what not to do when designing a measurement program for your own company. The focus is on driving your supply network to be both leaner and more agile.

SESSION 5

IMPLEMENTING INTEGRATED ENTERPRISE PLANNING

A recent supply chain survey indicated that most companies are dis-satisfied with their S&OP process as well as their IT solution (email phil@heenan.com.au for a copy). In this session, Chris and Phil will outline a proven approach to achieve success with both the S&OP process but also a new ERP system.

EARLY BIRD SPECIAL BONUS

Register before 01 August 2009 and receive a CD of Chris Gray's video course: *'An Overview of Lean Manufacturing'*

All attendees will also receive a CD of Chris' video course *'Performance Measurement and Assessment'*

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EARLY BIRD REGISTRATIONS CLOSE 1st AUGUST 2009

COURSE PRESENTERS

Chris Gray (USA) has been at the forefront of applying proven manufacturing management methods and concepts for four decades. His ideas about resource planning software (MRP II and ERP) have influenced the design of nearly every major supplier in the field, and his concepts of how lean manufacturing can be supported by software have been used by the leading supplier of enterprise software to the automotive sector to develop a comprehensive lean manufacturing system. He has authored 6 books on

software design and functionality, software selection, and management best practices, as well as over 30 in-depth evaluations of ERP software packages, and 30 published articles on ERP, enterprise software, and computers in manufacturing.

Phil Heenan has been a pioneer of MRP II, ERP, S&OP and IEP within the Asia Pacific region. He has assisted small, medium and large organisations complete business improvement programmes with outstanding results for nearly 25 years. As the Full Time MRP II/S&OP/DRP Project Manager at

Beatrice Confectionery he led the team that achieved cultural, process and computer system changes that achieved outstanding benefits. It is this experience that allows him to pass on these proven, practical approaches for improving a company's bottom line. Phil is a contributing author to the Gower Handbook of Logistics Management and the S&OP Best Practice books and is the current Victorian President, and immediate National Past President, of the Australasian Production & Inventory Control Society.



REGISTRATION FORM

Fax back to either **apics victoria** on 03 9328 1100 or **SCIER** on 02 9891 1220

For more information about these presentations please contact either:

SCIER (Sydney) Tel: 02 9891 1219

apics victoria (Melbourne) Tel: 03 9328 4477

I wish to attend (please tick preferred day):

SYDNEY

DATE: Saturday 15 August
TIME: 9:00 am – 5:00 pm
VENUE: apics NSW
Suite 1, Ground Level 1
111 Phillip Street, Parramatta

MELBOURNE

DATE: Saturday 22 August
TIME: 9:00 am – 5:00 pm
VENUE: apics Victoria
Suite 8, 79 Chetwynd Street
North Melbourne

Please tick your fee category:

apics Member: \$ 995

Non-member: \$ 1215

All pricing includes GST

Name:

Job Title: Company:

Address: Postcode:

Tel: Email:

Creditcard: Visa Mastercard Card Number: Expiry Date: /

Name on card: Signature: