APICS and IBF present:

BEST OF THE BEST
S&OP CONFERENCE

June 18–19, 2015 | Chicago, IL

Sponsored by

Barloworld
Supply Chain Software

Kinaxis®
KNOW SOONER, ACT FASTER

Presented by

APICS

#BOTBSOP
Now in its eighth year, the Best of the Best S&OP Conference is renowned as a global gathering of the brightest minds in the industry. The Best of the Best S&OP Conference presented by APICS and the Institute of Business Forecasting and Planning (IBF) is the leading educational and networking event for professionals in the field. The educational sessions presented here in Chicago will cover a range of in-depth topics to help you implement or improve S&OP within your organization.

Over the next two days you will learn to:
- Effectively use forecasting and demand planning in your S&OP process
- Employ integrated business planning techniques
- Enhance collaboration across sales, marketing, finance and supply chain
- Extend S&OP outside your organization and throughout the supply chain
- Manage and mitigate risk
- Use S&OP to enhance new product launches

The trademarks, logos, and service marks displayed herein (collectively the “trademarks”) are the registered and unregistered trademarks of APICS, IBF or their affiliates, licensors, or suppliers, and others. The trademarks owned by APICS, whether registered or unregistered, may not be used or reproduced in any manner whatsoever without expressed permission of the trademark owner.
## TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Schedule at a Glance</td>
<td>4</td>
</tr>
<tr>
<td>Keynote Presentation</td>
<td>6</td>
</tr>
<tr>
<td>Educational Sessions</td>
<td>7</td>
</tr>
<tr>
<td>Presenter Biographies</td>
<td>14</td>
</tr>
<tr>
<td>Exhibitors</td>
<td>18</td>
</tr>
<tr>
<td>About APICS</td>
<td>20</td>
</tr>
<tr>
<td>About IBF</td>
<td>20</td>
</tr>
<tr>
<td>Notes</td>
<td>21</td>
</tr>
</tbody>
</table>
## SCHEDULE AT A GLANCE

**Thursday, June 18**

<table>
<thead>
<tr>
<th>Time</th>
<th>Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 a.m.–8:30 a.m.</td>
<td>Registration, Continental Breakfast and Exhibitor Connections</td>
</tr>
<tr>
<td>8:30 a.m.–8:45 a.m.</td>
<td>Welcome and Opening Remarks</td>
</tr>
<tr>
<td>8:45 a.m.–9:45 a.m.</td>
<td>S&amp;OP from the Shareholder’s Perspective</td>
</tr>
<tr>
<td>10:00 a.m.–11:00 a.m.</td>
<td>Track I: The Extended Supply Chain: Leveraging Upstream/Downstream Relationships and Data*</td>
</tr>
<tr>
<td></td>
<td>Track II: The Difference Between Demand Planning, Forecasting and S&amp;OP*</td>
</tr>
<tr>
<td>11:15 a.m.–12:15 p.m.</td>
<td>Track I: Preparing for a Successful Executive Review*</td>
</tr>
<tr>
<td></td>
<td>Track II: Organizational Agility: S&amp;OP and Financial Integration Creates Integrated Business Planning (IBP)*</td>
</tr>
<tr>
<td>12:15 p.m.–2:15 p.m.</td>
<td>Lunch and Keynote Presentation</td>
</tr>
<tr>
<td>2:15 p.m.–3:15 p.m.</td>
<td>Track I: How to Align and Manage Demand for New Products Using S&amp;OP*</td>
</tr>
<tr>
<td></td>
<td>Track II: The Art and the Science of Forecasting*</td>
</tr>
<tr>
<td>3:15 p.m.–3:45 p.m.</td>
<td>Networking and Exhibitor Connections</td>
</tr>
<tr>
<td>3:45 p.m.–4:45 p.m.</td>
<td>Track I: Metrics and Measurements to Drive Performance Excellence in S&amp;OP*</td>
</tr>
<tr>
<td></td>
<td>Track II: Managing and Mitigating S&amp;OP Risk*</td>
</tr>
<tr>
<td>5:00 p.m.–6:00 p.m.</td>
<td>Best of the Best Attendee Reception</td>
</tr>
</tbody>
</table>

*This educational session qualifies for 1 elective contact hour toward the APICS S&OP Education Certificate. Learn more at apics.org/SOP.*
## SCHEDULE AT A GLANCE

### Friday, June 19

<table>
<thead>
<tr>
<th>Time</th>
<th>Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 a.m.–8:30 a.m.</td>
<td>Registration, Continental Breakfast and Exhibitor Connections</td>
</tr>
<tr>
<td>8:30 a.m.–9:30 a.m.</td>
<td>Track I: Human Resources: S&amp;OP Talent Management*</td>
</tr>
<tr>
<td></td>
<td>Track II: Successfully Implementing and Managing S&amp;OP*</td>
</tr>
<tr>
<td>9:45 a.m.–10:45 a.m.</td>
<td>Track I: How to Choose the Right Technology for S&amp;OP Success*</td>
</tr>
<tr>
<td></td>
<td>Track II: Data Management and Supply &amp; Demand Analytics*</td>
</tr>
<tr>
<td>10:45 a.m.–11:15 a.m.</td>
<td>Networking and Exhibitor Connections</td>
</tr>
<tr>
<td>11:15 a.m.–12:00 p.m.</td>
<td>S&amp;OP Panel Discussion</td>
</tr>
</tbody>
</table>

*This educational session qualifies for 1 elective contact hour toward the APICS S&OP Education Certificate. Learn more at apics.org/SOP.*

### Don’t miss Thursday’s Attendee Reception

**June 18, 5:00 p.m.–6:00 p.m.**

Network with colleagues and enjoy hors d’oeuvres at Thursday’s attendee reception sponsored by Barloworld.
Thursday, June 18

12:15–2:15 p.m.

Grant Hoffman, CPF
Vice President of Supply Chain | Motorola Mobility

Grant Hoffman is a 17 year veteran of supply chain with experience in consumer packaged goods (CPG), automotive, and consumer electronics. He currently is the VP of Business Operations at Motorola Mobility, a Lenovo company. His responsibilities at Motorola Mobility include customer operations, demand planning, materials management, Sales & Operations Planning (S&OP), CPFR, inventory, and supply planning. Prior to joining Motorola, Grant worked at Continental AG and Del Monte Foods. He holds an undergraduate degree in business and an MBA from Northern Illinois University. He is also an IBF Certified Professional Forecaster (CPF) and serves on the IBF Board of Advisors.

ADDITIONAL OPPORTUNITIES

Stay an Extra Day
The IBF Certified Professional Forecaster (CPF) exam is Saturday, June 20. For details, visit ibf.org.

Earn the APICS S&OP Education Certificate
Attendees can receive up to 5 elective contact hours toward the APICS S&OP Education Certificate, which shows a demonstrated commitment to and understanding of the principles and functions of sales and operations planning. View the Schedule at a Glance to see which sessions qualify for the certificate. Learn more at apics.org/sop.
EDUCATIONAL SESSIONS

Thursday, June 18

8:45 a.m.–9:45 a.m.
S&OP from the Shareholder’s Perspective
Peter Bolstorff
Executive Director | APICS Supply Chain Council

If you view sales and operations planning (S&OP) performance in three dimensions, the first would be the key performance indicators such as forecast accuracy, use, customer delivery reliability, schedule attainment, inventory turns, and so on. The second dimension is process maturity assessing the effectiveness of demand planning, supply planning, reconciliation, and the senior leadership review. However, it is the third dimension—shareholder view of S&OP performance—that this interactive educational session explores. Attendees will learn from compelling real-world examples on long-term S&OP impacts on two financial indices: return-on-invested capital and revenue growth; and inventory turns and gross margin.

10:00 a.m.–11:00 a.m.
Track I:
The Extended Supply Chain: Leveraging Upstream/Downstream Relationships and Data*
Matthew Prange
Sr. Sales & Operations Planning Manager | Milwaukee Tool

Supplier risk is rising as costs escalate and materials become increasingly scarce in today’s competitive markets. Reaching back into the supply chain and making key connections with suppliers can effectively mitigate risk through leveraging data availability. Downstream relationships can also be enhanced through improved collaboration with internal and external touch points. It’s extremely critical to align any potential incentives across the supply chain to improve communication and drive win-win value propositions. This session will focus on how today’s companies are implementing this extended S&OP with their suppliers and customers and integrating this benefit into the executive S&OP process.

You will learn:
- How to develop a holistic plan across the entire supply chain to better handle demand uncertainty while simultaneously managing expectations
- How to identify the important aspects of the extended supply chain design including key drivers
- How to build effective collaboration upstream and downstream to drive S&OP performance
Thursday, June 18 Continued

Track II:
The Difference Between Demand Planning, Forecasting and S&OP*

Jacob Hall, CSCP
Global S&OP Manager | Orbit Irrigation Products

What is demand planning? What is forecasting? How does S&OP factor into the overall planning process? In the world of forecasting and planning, it is not only important to define and clarify these functions, but also to fully understand their relationships to one another. Discover how an effective forecast drives S&OP and how demand planning’s collaborative approach is a catalyst for effective decision making in an organization. Learn how to communicate and strive for S&OP excellence through alignment and consensus planning.

You will learn:
- How the demand planning functions of an organization aligns with the forecasting functions to support your S&OP requirements
- How to identify the tactical relationships between forecasting and demand planning, and set action steps accordingly to support the overall strategic goals in S&OP
- How common misunderstandings of S&OP can cause fractures in your planning process

11:15 a.m.–12:15 p.m.

Track I:
Preparing for a Successful Executive Review*

Michelle Grosse-Stark, CPIM
Vice President, Global Materials, Distribution, & SIOP | Allegion

The executive review component of the S&OP process is not only a crucial element, but also an essential one that requires adequate preparation. How can you prepare? What steps should you be taking? What are the best practices? What are the keys to success? Learn from an experienced supply chain leader and answer these questions as you ready for your S&OP executive review. Learn how to masterfully develop and maintain a planning playbook and provide accountability and transparency to the executive team on the execution of the S&OP process.

You will learn:
- How to identify the key characteristics that comprise a world-class executive review
- How to design and implement an effective executive review for your company
- Methods to educate your executive team to be stewards of the S&OP process
EDUCATIONAL SESSIONS

Thursday, June 18 Continued

11:15 a.m.–12:15 p.m.
Track II:
Organizational Agility: S&OP and Financial Integration Creates Integrated Business Planning (IBP)*

Mike Pape, CPIM
Director Global Planning & Logistics | Cabot Microelectronics Corporation
Daniel Markowski
Global Master Planning Manager | Cabot Microelectronics Corporation

Cash flow, working capital, tax efficiency, and profitability are keys to business achievement. Integrating supply and demand principles with financial processes improves decision making. Companies that operate with one globally integrated set of numbers—operational and financial—find it easier to focus on all areas to achieve strategic goals. Join us in this session to learn how to create a process that aligns globally, allowing you to react to short term opportunities and still plan for long term.

You will learn:
- How to establish a process that integrates operations and finance, enabling the business to run with one set of numbers globally
- How to use IBP as the basis for financial decisions
- How to gain organizational agility by being able to respond to short term opportunities and manage supply chain risk
- How to understand the steps required to transform the company culture to “learn” how to operate in this mode

2:15 p.m.–3:15 p.m.
Track I:
How to Align and Manage Demand for New Products Using S&OP*

Dave Flory, CFPIM, CIRM, CPF, CSCP, PMP
Sr. Scheduling Manager | JLG Industries, An Osh Kosh Corporation Company

Business growth is imperative to success. Managing new product launch processes are essential, but demand error for new products are high. Innovation is one of the few tools companies can use to adapt to new patterns of consumer behavior while improving top and bottom line performance. A well-designed new-product introduction process needs to keep the consumer in mind every step of the way. Learn how to develop new strategies for today’s competitive markets and implement best practices for supporting effective planning and forecasting for new products.

You will learn:
- How to manage uncertainty throughout the new-product launch process
- How to help your company drive alignment between the intersection of S&OP with the new-product launch process
- How to implement new and innovative forecasting techniques for new-product launches
Thursday, June 18 Continued

Track II:
The Art and the Science of Forecasting*

Jonathon Karelse
Principal | NorthFind Partners

Mike Hobson
President and CEO | Natural Factors

Most companies today now use sophisticated software that enables companies and users alike to generate hundreds or thousands of forecasts quickly. For some products, the statistical forecast may be the best option, but for other products human intervention and judgment is a necessary function. In this session, learn to identify when judgment can improve or hinder your forecast and what type of statistical models can be applied depending on the nature of the business.

You will learn:
- How to discover what types of data quantities and patterns lend themselves to different modeling techniques and why
- How to improve the tracking of forecast accuracy to better quantify the value-add of judgmental overrides
- How to definitely decide when, where and how to apply “art” versus “science” in forecasting

3:45 p.m.–4:45 p.m.

Track I:
Metrics and Measurements to Drive Performance Excellence in S&OP*

Radha Krishna, CFPIM, CSCP
Strategic Supply Chain Program Manager | Intel Corporation

In today’s business climate, C-level executives are demanding measurable results from all their investments, including those in the supply chain function more than ever before. It is imperative for supply chain executives to measure their contributions toward achieving the organization’s strategic objectives. Measurement drives action, but what in S&OP needs to be measured? What is the appropriate frequency and granularity? This session will provide you a window into the world of how successful organizations plan, measure, and review supply chain performance and their overall business impact towards attaining a positive return on investment.

You will learn:
- How to define S&OP metrics and align them to business scorecards
- How to align measurements cross-functionally against your overall supply chain strategy
- How to avoid the pitfalls and potholes of the typical measurement systems
Thursday, June 18 Continued

3:45 p.m.–4:45 p.m.

Track II:
Managing and Mitigating S&OP Risk*

Patrick Bower
Senior Director, Corporate Planning & Customer Service | Combe Incorporated

Supply chain disruptions have never been more numerous, and the stakes have never been greater. Risk stems from many sources: the global economy, supply chain, weather, currency fluctuations, processes, customers, and the marketplace. In this session, learn how your company can mitigate some of those risks through the intelligent use of your S&OP process and gain the knowledge and tools necessary to design a resilient supply chain that better manages volatility.

You will learn:
- How your company can build resiliency directly into the S&OP process
- How to adapt and redesign the supply chain to effectively absorb demand and supply shocks
- How to improve the management of your demand and supply signals to reduce latency and improve time to action

Friday, June 19

8:30 a.m.–9:30 a.m.

Track I:
Human Resources: S&OP Talent Management*

Andrew Schneider, CPIM
Demand and S&OP Manager | Medtronic

S&OP requires dedication, consistency, and qualified key decision makers in order for a company to succeed in achieving its desired business objectives. Meticulous consideration must be paid not only to identifying individuals with the desired leadership abilities within the organization, but also to those added post implementation. S&OP functional requirements are essential for consideration for anyone joining the S&OP established family of leaders within an organization. How can you ensure that HR is aligned with your S&OP objectives? Whether you are adding specialized practitioners, mid management managers, or executive level leaders...soft skills in collaboration, management, and negotiation are fundamental requirements for any team member.

You will learn:
- How your company can avoid the pitfalls of the “wrong choice” for highly visible S&OP roles
- How to identify the necessary ‘soft skills’ for your organization based on its strategic vision, S&OP leadership needs, and functional strengths
- How to take a collaborative and consensus approach to the selection process to avoid miscommunication or waste of valuable resources
EDUCATIONAL SESSIONS

Friday, June 19 Continued

Track II:
Successfully Implementing and Managing S&OP*

Jamie Cochran
Strategic Business Applications Manager | O’Neal Manufacturing Services

Anthony Zampello, CPIM, CIRM, CSCP
Adjunct Faculty | Bentley University

Rapid growth typically exposes company processes that are not scalable. Companies will look to differentiate themselves in today’s competitive market by moving towards an S&OP implementation. In this session, we will discuss and outline how to collaboratively and effectively develop and apply an S&OP process that will improve forecast visibility, communication, inventory strategy, and customer service. The session will also focus on the ongoing management of an S&OP process to align with the continued growth and the successful shifts towards cross-functional collaboration.

You will learn:
- How to clarify and establish the time, effort and collaboration required to begin, design, and implement an effective S&OP process
- How to capitalize on the significant role of Sales in S&OP implementation and management and how to navigate around roadblocks encountered during the implementation
- How to use S&OP as a process for everyone from midlevel managers to the executive team allowing everyone to contribute and lead

9:45 a.m.–10:45 a.m.

Track I:
How to Choose the Right Technology for S&OP Success*

Janice M Gullo CFPIM, CSCP, CPF
Program Manager – SCM Continuous Improvement | DuPont

As we collect more amounts of data and our supply chains evolve into networks of information, it is extremely crucial for companies to make sound decisions regarding technology as it relates to S&OP and their overall company vision. In today’s markets, companies require planning and forecasting software as adaptable as it is advanced. Sound decisions require thorough analysis and reporting is now more sophisticated in terms of speed and accuracy. S&OP is designed and implemented to drive a desired business outcome. How can you merge your best practices with new technology? How can you ensure that the new technology will allow you to define your company in the market rather than having it define your company.

You will learn:
- What a “best practice process” looks like in determining the right technology
- How to include and choose the right Key Performance Indicators (KPI) and Performance Measures prior to implementation
- How to truly align or “tune” your technology to incorporate required inputs events
EDUCATIONAL SESSIONS

Friday, June 19 Continued

9:45 a.m.–10:45 a.m.

Track II:
Data Management and Supply & Demand Analytics*

Sanjiv Sharma
Director, Global Demand Planning | Rolls-Royce North America

Jonathon Karelse
Principal | NorthFind Partners

With the advanced technology available today, there is a tremendous amount of data available for effective supply chain management. Companies must now transform massive amounts of data into business intelligence using analytics. In the supply chain and the demand planning functions, the ultimate goal is to convert the mass of unstructured data into insight to help improve service, reduce costs, improve inventory management, and increase profits. This presentation will discuss the journey to becoming “practitioners” at “managing the analytics” for the planning process including the use of data mining.

You will learn:
- How to use descriptive analytics (e.g. reports, KPI’s, dashboards) to report on performance and determine what and why it happened and plan for possible change
- How to use predictive analytics to improve such processes as forecasting, customer relationship management, and inventory control
- How to develop the skill-sets to become an effective “analytics practitioner” in supply chain

11:15 a.m.–12:00 p.m.

Closing Panel Discussion

After two days of learning and networking, the Best of the Best S&OP Conference culminates with this panel of industry experts that will help you to optimize S&OP at your business. Attend this panel to build out actionable next steps that you can implement in your workplace.

*This educational session qualifies for 1 elective contact hour toward the APICS S&OP Education Certificate. Learn more at apics.org/SOP.
PRESENTER BIOGRAPHIES

**Peter Bolstorff**  
Executive Director | APICS Supply Chain Council

Peter Bolstorff is the executive director of the APICS Supply Chain Council. In this role, he oversees supply chain research, frameworks, improvement methodologies, training, benchmarking tools, and conferences that help companies make sustainable improvements in supply chain performance. He and his team also spearhead supply chain workforce development strategies including a number of programs that benefit students, faculty, and academic institutions. Mr. Bolstorff brings over 20 years of experience in supply chain and operations management to the position and is the respected author of Supply Chain Excellence: A Handbook for Dramatic Improvement Using the SCOR Model.

**Patrick Bower**  
Senior Director, Corporate Planning & Customer Service | Combe Incorporated

Patrick Bower has a wide area of expertise, including S&OP, Demand Planning, Inventory, Network Optimization, and Production Scheduling. A recognized expert on demand planning and S&OP, and a self-professed “S&OP geek” - Mr. Bower was previously Practice Manager of Supply Chain Planning at the consulting firm, Plan4Demand where his client list included Diageo, Bayer, Glaxo Smith Kline, Pfizer, Foster Farms, Cabot Industries and American Girl. Mr. Bower’s experience encompasses tenures with Cadbury, Kraft Foods, Unisys, and Snapple. Mr. Bower also worked for the supply chain software company - Numetrix, and was Vice President of R&D at Atrion International. He was also the recipient of IBF’s 2012 award for Excellence in Business Forecasting & Planning.

**Jamie Cochran**  
Strategic Business Applications Manager | O’Neal Manufacturing Services

Jamie L. Cochran is manager of Strategic Business Applications for O’Neal Manufacturing Services and O’Neal Steel. As a member of Information Services leadership, he is responsible for partnering with business leaders to identify, develop and implement strategic projects. Mr. Cochran led the design and implementation of the O’Neal Manufacturing Services Sales and Operations Planning (S&OP) process and currently heads the follow-up Master Production Scheduling (MPS) project. His experience spans 20 years in supply chain, ERP implementation, lean manufacturing, Six Sigma, IT and financial controlling. Mr. Cochran has held various roles across several industries at Mercedes-Benz, Reliance Worldwide, Entergy Corporation and Russell Athletic. He is a Six Sigma Black Belt and graduate of Tulane University in New Orleans with a Master of Business Administration.
Michelle Grosse-Stark, CPIM
Vice President, Global Materials, Distribution, & SIOP | Allegion

Michelle Grosse-Stark, CPIM is the Vice President, Global Materials, Distribution, and SIOP for Allegion. Ms. Grosse-Stark has more than 20 years of experience as an operations and supply chain leader. Prior roles include working at Ingersoll Rand for more than 16 years in various roles (Quality, Materials Management, and SIOP) of increasing responsibility. Prior to Ingersoll Rand, Ms. Grosse-Stark worked in the Automotive Industry for Federal Mogul. She graduated from the University of Georgia with a BBA and has an MBA from Regis University. She continues to maintain her APICS CPIM certification.

Janice M. Gullo, CFPIM, CSCP, CPF
Program Manager – Supply Chain Center of Competency Group | E.I. DuPont Company

Janice M. Gullo, CFPIM, CSCP, CPF is program manager in the Supply Chain Center of Competency Group at E.I. DuPont Company. She is a lean six sigma master black belt and a certified professional forecaster. Her experience involves business process improvement via a lean six sigma approach to demand management, manufacturing, sales and operations planning, supply chain management, and product development. In addition, Ms. Gullo is president of the APICS Brandywine Valley Chapter and served as a subject matter expert on the APICS Body of Knowledge Committee.

Jacob Hall, CSCP
Global S&OP Manager | Orbit Irrigation Products

Jacob Hall, CSCP is the Global S&OP Manager for Orbit Irrigation Products, the world leader in manufacturing and supplying irrigation, misting, and home improvement products to homeowners in forty countries across five continents. He has developed the S&OP process at Orbit with specific management of the Patio Lawn and Garden division. His team is also responsible for forecasting and demand planning as well as consignment inventory management. In his 9 years at Orbit he has lead multiple cross-functional projects to create visibility and manage production capacities, significantly reduce discontinued inventory, improve company margins, and develop collaborative planning, forecasting and replenishment (CPFR) with Home Depot, Home Depot Canada and Wal-Mart.
Michael Hobson  
President and CEO | Natural Factors

Michael Hobson is President and Chief Executive Officer of one of North America’s leading natural health supplements company, the Factors Group. The Group’s Manufacturing Division produces dietary supplements sold by thousands of health retailers worldwide, from family-owned natural health stores, medical and naturopathic practitioners, to grocery, pharmacy and mass market outlets. From his finance and accounting background, Mr. Hobson has become one of the world’s foremost experts on the natural health industry and on the management and operations of sustainable manufacturing, packaging and distribution of dietary supplements. He leads the Factors Group’s executive and middle management teams in the planning and achievement of strategic corporate goals.

Jonathon Karelse  
Partner | NorthFind Partners

Following a successful tenure as Head of Yokohama Tire Canada’s Consumer Products division, Mr. Karelse joined Wholesale Tire Distributors as VP - Strategic Planning and Corporate Development before founding his own distribution enterprise. He has developed forecasting and performance metrics for organizations such as American Express Bank of Canada, BMO Bank of Montreal, Future Shop/Best Buy and Yokohama Tire. Mr. Karelse studied Economics at the University of Western Ontario before moving to Vancouver to study Law at the University of British Columbia. In 2008, he completed the MIT Sloan’s Executive program in Operations and Value Chain Management.

Radha Krishna, CFPIM, CSCP  
Strategic Supply Chain Program Manager | Intel Corporation

Radha Krishna, CFPIM, CSCP has over twenty years of combined industry and IT consulting work across the U.S./Asia. He has held many diverse roles in strategy, enterprise architecture, engineering, software, systems and consulting across the value chain. Mr. Krishna has been with Intel for over 12 years across multiple groups including IT, Sales/Marketing, Planning/Logistics, Supply Management. Prior to Intel, Mr. Krishna held positions at IBM, PricewaterhouseCoopers and Bharat Electronics.

Dan Markowski  
Global Master Planning Manager | Cabot Microelectronics Corp.

Dan Markowski has served as the Global Master Planning Manager for Cabot Microelectronics Corp. (CMC) since March, 2015. From 2009 to 2015 he was a Sr. Customer Quality Engineer responsible for technical problem resolution for CMC global customers in North America, Singapore, Taiwan, Japan, and Europe. Prior to joining CMC, Mr. Markowski was a Reactive Ion Etch Process Engineer for IBM supporting semiconductor manufacturing. Mr. Markowski holds a B.S. in Material Science and Engineering with a specialization in electronic materials from the University of Illinois at Urbana-Champaign.
Mike Pape, CPIM
Director of Global Planning and Logistics | Cabot Microelectronics Corp.

Mike Pape, CPIM has served as the Director of Global Planning and Logistics for Cabot Microelectronics (CMC) since March, 2007. Prior to this position he led the implementation of Oracle ERP and Advanced Supply Chain Planning systems at CMC and led the Integration of QED Technologies with Cabot Microelectronics. Before joining CMC, Mr. Pape held various engineering, consulting and management positions with Electronic Data Systems from 1985 through 2000, including having served as the Account Executive for the GM Locomotive Group. Mr. Pape is APICS CPIM certified and holds a B.S. in Industrial Engineering from Iowa State University and a MBA from Benedictine University.

Matthew Prange
Sales & Operations Planning Manager | Milwaukee Electric Tool Corporation

Matthew Prange is Sr. Manager - Sales and Operations Planning at Milwaukee Tool Corporation, where he has worked since August 2013. By March 2014, he was responsible for all Demand, Inventory, and Supply Planning for all Power Tool Accessories and Hand Tools at Milwaukee. At the end of 2014, Mr. Prange led the planning integration of Empire Level, a 2014 acquisition. He is currently responsible for 5000+ SKUs and $400M+ in global revenue. Mr. Prange has been a Supply Chain professional in the CPG industry since 2007, and prior roles include Manager Global S&OP at Master Lock Company. Mr. Prange also holds an MBA from Marquette University.

Andrew Schneider, CPIM
Demand and S&OP Manager | Medtronic

A rising professional in the Supply Chain field, Mr. Schneider joins us as an award-winning S&OP specialist; lending perspectives from medical device, consumer good, and building materials markets. Through his roles as a Sales & Operations Planning and Integrated Business Planning manager, he has championed Oliver Wight & Gartner S&OP journeys, led software implementations and master data improvement initiatives, and served as an internal coach on demand planning and APICS Supply Chain Management Body of Knowledge best practices. Currently employed with the world’s premier medical technology and services company - Medtronic - Mr. Schneider is again helping to advance & evolve S&OP, expanding Medtronic’s reach and efficiency to continue to transform patients’ lives.

Anthony Zampello, CPIM, CIRM, CSCP
Adjunct Faculty | Bentley University

Anthony Zampello, CPIM, CIRM, CSCP, is a consultant, educator and trainer. He spent more than 30 years working in diverse industries and markets and managing a wide range of initiatives, including S&OP, enterprise resources planning, system implementations and lead time reductions. Mr. Zampello is an industry expert in certification exam preparation and works with APICS chapters to conduct training sessions for major corporate accounts.
EXHIBITORS

Join solutions providers, colleagues and industry experts in the Best of the Best S&OP Conference exhibition area. Learn more about education and training, service and software solutions to support S&OP professionals.

Barloworld Supply Chain Software | barloworldscs.com
Barloworld SCS is a world-class supply chain planning software and consulting company with offices in the USA, United Kingdom, South Africa, France, and Dubai with 600+ international clients located in over 40 countries. Regardless of your industry or current supply chain strategy our software and consulting can help you get the most out of what you already have and create competitive advantage in ways you may not have considered.

Demand Solutions | demandsolutions.com
Demand Solutions offers affordable, easy-to-use tools for manufacturers and distributors who want to increase forecast accuracy, improve customer service levels and reduce overall inventory. Our solutions offer forecast management, supply planning, social collaboration, advanced planning and scheduling, sales and operations planning, and point-of-sale analysis.

Demand Works | demandworks.com
Demand Works provides software for forecasting, demand management, inventory planning and S&OP. Our world-class solutions are offered in cloud, server and desktop versions. Demand Works solutions are used by hundreds of companies around the globe, including many of the most respected global corporations.

DynaSys | dys.com
With 30 years of experience, DynaSys, a division of QAD Inc. is a leading provider of collaborative demand and supply chain planning solutions. The modular and integrated DynaSys DSCP solutions address the following processes: Sales Forecast (Demand Planning), Sales & Operations Planning (S&OP), Distribution Resource Planning, Network & Inventory Optimization, Production Planning (Finite Capacity), Procurement Planning and Optimization. DynaSys software enables customers and partners to meet their goals of better managing their supply chain, and becoming more Effective Enterprises.

Forecast Pro | forecastpro.com
Starting at $5,000, Forecast Pro is a powerful, easy-to-use forecasting and forecast management solution for demand planning and S&OP. Automatically generate forecasts, add judgment, convert forecasts to any units of measure, rearrange hierarchies on the fly, create comprehensive exception reports, customize worksheets with imported information, track accuracy, integrate with existing systems—and more!

The Forerunner Group | theforerunnergroup.com
The Forerunner Group is an analytical APPS company specializing in S&OP planning and simulation solutions. Forerunner systems work on any device, utilize existing technology infrastructure, and are custom tailored to deliver uncompromising results fast.
IFS | ifsworld.com/us
IFS develops, supplies and implements IFS Applications, an extended ERP, EAM and field service management suite. IFS provides software solutions—based on APICS principles—that serve manufacturing, project-based, and asset-intensive and field service industries. IFS Applications ensures enterprise agility for today’s rapidly changing business environment.

Intrigo Systems, Inc. | intrigosys.com
Intrigo Systems is a premier SAP Channel Partner and a leading provider of Advisory, Implementation, and Managed Services. Intrigo develops business applications focused on delivering customer value to corporations in the ever-changing supply chain management landscape.

Kinaxis | kinaxis.com
Kinaxis delivers cloud-based S&OP and supply chain solutions for discrete manufacturers and brand owners with complex supply chain networks and volatile business environments. RapidResponse’s configurable service solutions encompass a full spectrum of supply chain related business processes, including such functions as S&OP, supply planning, capacity planning, demand planning, inventory management, MPS and order fulfillment.

Logility | logility.com
Logility is a provider of supply chain solutions that help companies realize substantial bottom-line results in record time. Logility Voyager Solutions provide supply chain visibility; demand, inventory and replenishment planning; sales and operations planning; supply and inventory optimization; manufacturing planning and scheduling; transportation planning and management; and warehouse management.

o9 Solutions | 09solutions.com
o9 is the most trusted provider of cloud-based Decision Management Solutions for real-time, concurrent, collaborative Analytics, Planning, and Performance Measurement. Our customers such as Dannon, Restoration Hardware, Bacardi, and Frito-Lay choose us because we’re focused on building systems that are simple, innovative, and fun to use.

Slimstock | slimstock.com
Slimstock prides itself on helping planners get control of their S&OP processes by providing the right mix of analysis and flexibility. We guarantee our license and maintenance fees and perform fixed price implementations. That’s why over 98% of our customers have chosen to remain on maintenance over the past 20+ years.
ABOUT THE ORGANIZERS

APICS and APICS SCC
APICS is the leading professional association for supply chain and operations management and the premier provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience. APICS Certified in Production and Inventory Management (CPIM), APICS Certified Supply Chain Professional (CSCP) and APICS Supply Chain Operations Reference Professional (SCOR-P) designations set the industry standard. With over 41,000 members and more than 250 international partners, APICS is transforming the way people do business, drive growth and reach global customers. For more information, visit apics.org.

APICS SCC advances supply chain and operations management and innovation through research, publications, education and talent development. APICS SCC maintains the Supply Chain Reference model (SCOR®), the supply chain management community’s most widely accepted framework for evaluation and comparing supply chain activities and performance. The organization provides research, process frameworks, benchmarking and publications for the industry. For more information, visit apicsscc.org.

IBF
The Institute of Business Forecasting and Planning (IBF) is a membership organization recognized worldwide as the premier full-service provider of demand planning, forecasting, analytics, S&OP education, benchmarking research, training, certification, world-class conferences and advisory services. For almost three decades, the IBF has been helping businesses improve their forecasting and planning performance in an effort to enhance growth and improve their bottom line. It has been said that no other organization on the globe has as much depth in its educational content for demand planning and forecasting as IBF.

Having some of the world’s most well-known global companies as its members, the IBF is constantly finding and disseminating better ways to manage demand, improve supply chain efficiency and increase organizational performance.

By becoming an IBF member, you can ensure that you stay current with proven best practices, link with global professionals facing similar challenges, ascend in your career and bring your organization to world-class levels in performance. The IBF is a pioneer in developing a demand planning and forecasting certification program that can help boost your credentials, as well as give management greater confidence in its people. The IBF is known for two levels of certification: Certified Professional Forecaster (CPF®) and Advanced Certified Professional Forecaster (ACPF®). For more information, visit ibf.org.