

What you missed at the last seminar . . .

By VP of Seminars Mark Bashans, CPIM , CSCP

Creating Cash with Sales & Operations Planning (S&OP) Seminar May 29th, 2009

Jon Minerich, a principle with Ollie Wight associates, a long-time member and instructor for APICS, presented this terrific seminar on Generating Cash through Sales & Operations Planning.

Jon explained and showed, through his exercises, the different ways to implement and track S&OP within any organization. We started off with basic S&OP planning to help us understand what is needed to help get the process off to a great start. We learned some helpful techniques along the way as well.

We then moved into implementation techniques to help understand which method one should use.

We discussed the importance of forecasting at the top levels. We defined which objectives S&OP could help your company accomplish, and measurement importance was reinforced as well.

We discussed the methods of creating cash flows, the vital lifeblood of every company.

Our final journey was down the path of sustaining the gains...how to hit and maintain your objectives.

We had a great day, with a very diverse cross section of folks in different stages of their careers as well as different jobs. Thank You to all that made this a successful event! Great food and a great topic / speaker all added up for a wonderful session.

**With warm regards,
Mark Bashans VP of Seminars Central MN APICS**

