



## Hamilton Chapter

As we progress through the year, we always need to check the evolution of our business plans set in place. So, why not put your frame of mind in this planning mode and spend an evening with us while our speaker shares his knowledge about what he calls “The Next Generation of S&OP”.

### April 21, 2016 Professional Development Meeting

**PDM Topic:** Sales Inventory And Operations Planning (SIOP)

Sales and Operations Planning (S&OP) is an integrated business process developed in the 1980s by Oliver Wight and described by Tom Wallace as a set of decision-making processes to balance demand and supply. The output of this process includes an updated forecast that leads to a sales plan, production plan, and inventory plan.

Next generation S&OP is about optimizing the inventory plan and making it Sales Inventory and Operations Planning (SIOP), a process for planning inventory based on service level goals instead of traditional inventory planning which leaves the planner to develop simple spreadsheets and rules of thumb such as weeks of supply.

Planners will define the service level (fill rate) for each stock keeping unit (SKU) and location. SIOP logic determines appropriate algorithms to set safety stocks, reorder points and quantities that will meet user defined service levels at lowest cost.

This presentation reviews the evolution of S&OP to SIOP and explains the relationship between safety stock and service levels, the steps in the SIOP process for balancing demand and supply, and integration with S&OP process flow.

**Speaker:** Dennis Lord, Executive Director at IMS Business Academy  
(with offices in Toronto Canada, Port-of-Spain Trinidad, and Georgetown Guyana)



An established leader in Supply Chain, Sales Inventory and Operations Management, Mr. Lord is an educator, coach, and management consultant. He assists his clients to initiate and sustain change and to achieve and maintain outstanding continuous improvement and supply chain performance.

In Canada, his practical experience includes key consulting roles with major corporations in the food, pharmaceutical, automotive, aerospace, packaging, high-tech manufacturing and distribution sectors.

Internationally, he has worked in the United States, United Kingdom, Romania, Hungary and Malaysia. In the Caribbean, Mr. Lord has delivered public and private seminars in Barbados, Guyana, Trinidad & Tobago, St. Lucia, and Saint Martin for the manufacturing, energy, water and electricity sectors, and hotel industry.

Dennis can be contacted at [dennis@imsconsulting.ca](mailto:dennis@imsconsulting.ca)

**Location:** Burlington Holiday Inn (Guelph Line / QEW exit)

**Cost:** \$20 - Members  
\$25 - Non-Members  
\$ 5 - Student Non-Members  
Free - Student Members

**Time:** Doors open at 6:30PM (for networking)