

# EDUCATIONAL WORKSHOPS

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Delivered virtually to guide your future

Integrated Business Planning: An Executive Guide

Integrated Business Planning: Realize The Potential

Integrated Business Planning for Commercial

Integrated Business Planning for Supply Chain

Integrated Tactical Planning

“Oliver Wight, being the inventors of IBP, are a great resource to be able to tap into. Being well educated is a crucial element of doing IBP right.”

**VP IBP and Supply Chain, Pharmaceutical Organisation**

# Hello...

We can help you deliver real business results – things like increased revenues and market share. How can we be so sure? Because we've created the perfect formula for business improvement; cascading knowledge transfer from us to you. Unlike other consultancies, we don't do the job for you. We teach you how to do it right, the first time, so you can continue to pass that knowledge on and make improvements long after we're gone.

And where does that knowledge stem from? Every one of our Oliver Wight Partners played a major role in improving business performance at their own organisation through successful transformation projects. They have all held senior positions in well-known companies across diverse industries, countries and cultures. So, they understand what your day to day challenges are and how to overcome them.

Book your place on one of our online workshops:

**[oliverwight-eame.com](http://oliverwight-eame.com)**

Booking enquiries: **+44 (0)1452 397200**

# Who?

# What?

# Why?

Whether you have an existing integrated business process that you want to develop, or are just getting started, you can realize the full potential of your organisation by booking your place on one of our virtual workshops.

With continued volatility in global markets, business leaders are now demanding more from their business planning process in the pursuit of enhanced predictability and modelling of potential scenarios.

All virtual workshops are taught by Oliver Wight Partners who have been implementing sustainable processes in some of the world's best-known businesses for the past 50 years and delivering long-lasting results.

# What can we help you with?

Inside this brochure you'll find information about each of our core workshops, but did you know we also offer **private education** on a number of topics? These sessions are tailored specifically to your business and are ideal for educating larger amounts of people. Here are some areas we can help you with:

- Data management
- Order management
- Communication and engagement
- Measures
- Supply scheduling
- Supplier management
- Strategy

Top business benefits attributed to Integrated Business Planning (% respondents)

**52%**

Increased revenue

**31%**

Better schedule adherence

**31%**

Forecast accuracy

**28%**

Improved new product inventory

**31%**

Improved customer service

Reference for Source: AMR Research, a Gartner organisation



**Anne Marie Kilkenny,  
Lead Presenter:**

With a notable reputation for delivering results in a diverse range of sectors, Anne Marie focuses on transferring knowledge to her clients to ensure effective and long-lasting results.

Integrated Business Planning:

# An Executive Guide

In this uncertain world it is vital that management teams are able to anticipate change early, understand key implications, and make timely decisions to ensure you manage the business in both normal and extraordinary circumstances whilst staying ahead of the competition.

Today we are being tested in ways that are unprecedented. An effective process that enables business leaders to navigate these challenges and plan their way beyond them is critical. Integrated Business Planning is that process, but for it to drive real success it requires a clear-eyed view of what it takes to make it work. This workshop is designed for leaders and those who engage with them. It is an opportunity to explore what IBP can do for your business and deepen your understanding of the process to ensure you are prepared for the future, whatever it holds.

## Workshop Essentials

**Cost:** £750 per delegate + VAT

**Duration:** 1 day

**Language:** English

**Location:** Global

## Who is it for?

Ultimately everyone in your organisation. But fundamental to a successful IBP implementation is the commitment of your organisation's most senior executive. This workshop is designed for you:

- Leadership team
- General management team
- Specialists leading product management, demand management and supply management
- Finance leaders

## What will I learn?

- A comprehensive overview of the IBP process, the huge benefits and what it takes to make it happen successfully and sustainably
- How to align your planning processes and business strategy over a 24 to 36 month horizon with full product portfolio strategy and financial integration
- An understanding of how IBP can identify gaps in performance far enough in advance for your business to re-optimize and use scenario modelling to deliver optimal results

## What our delegates said:

“Really concise overview of the whole IBP process - perfect for Executives to understand the process, and for others to refresh their memory on some of the key principles.”

S&OP Manager,  
FMCG Organisation



INTEGRATED BUSINESS PLANNING  
AN EXECUTIVE GUIDE

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**Debbie Bowen-Heaton,  
Lead Presenter:**

Debbie's role at Oliver Wight focuses on ensuring optimal integration between sales and marketing and the entire supply chain to help businesses achieve significant improvements.

Integrated Business Planning for

# Commercial:

Fuelling and Driving Business Growth

Commercial teams are constantly being challenged. Consumers are more demanding, customer bases are increasingly less loyal and new segments are ever evolving. Organisations need to get fit for the future through embracing the latest advances in processes and technology or else they risk falling behind competitors.

Our Commercial focused workshop shows your team how to anticipate change early and understand the implications for your business, ensuring you stay on track. In simple terms; fuelling and truly driving growth.



## Workshop Essentials

**Cost:** £950 per delegate + VAT

**Duration:** 2 days

**Language:** English

**Location:** Global

## Who is it for?

All key players that need to be engaged in delivering the Sales and Marketing strategy throughout your organisation, including:

- Sales and marketing directors
- Sales and marketing managers
- Commercial and brand managers
- Analysts
- Finance managers
- Demand planners and managers

## What will I learn?

- How IBP works from a commercial perspective
- What it takes to implement IBP successfully and the huge benefits of doing so
- The key elements of market segmentation and customer collaboration with a focus on situational analysis to understand the market place
- How to manage the marketing mix across portfolio, price, place, promotion and people in an integrated and structured process
- How to ensure all functions in the business are aligned and organised to deliver your business growth objectives

## What our delegates said:

“Great insights into Integrated Business Planning already established in our business. This workshop has helped us look at how we can improve our processes.”

Competency Development Director,  
Building Materials Manufacturer



INTEGRATED BUSINESS PLANNING FOR  
COMMERCIAL  
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**Andy Walker,  
Lead Presenter:**

With a background in finance, demand, and supply chain management, Andy has delivered substantial gains for clients in efficiency, cost reduction, and customer service.

Integrated Business Planning:

# Realize the Potential

Integrated Reconciliation's role in extracting value from Integrated Business Planning is vital yet many businesses struggle to unlock its full potential.

Do you feel like you put more effort into your IBP process than you get out? Then this workshop is the one for you. During the two-day course we will help diagnose the issue with your current process and educate you on what to do next to make IBP work for your business, long term so you can allow the process to deliver your strategic objectives.

## Workshop Essentials

**Cost:** £950 per delegate + VAT

**Duration:** 2 days

**Language:** English

**Location:** Global

## Who is it for?

Anyone involved in the Integrated Reconciliation or Management Business Review process steps, including:

- IBP process leaders
- Finance leaders
- Function leaders & specialists leading product, demand & supply management

## What will I learn?

- A detailed overview of the Integrated Reconciliation and Management Business Review process
- The practical steps that can be taken to exploit the value and drive excellence in Integrated Business Planning
- How to ensure your IBP process is appropriate for your organisational design
- An understanding of the role of finance and process leaders so function leaders can drive true gap closure across the business, ensuring full integration, understanding and delivery of the strategy
- How key roles drive business integration, support decision making and inform the annual and quarterly financial forecasting process to drive one set of numbers for the whole business

## Did you know?

We are the originators of Integrated Business Planning's predecessor, Sales & Operations Planning (S&OP) and the pioneers of IBP itself?



INTEGRATED BUSINESS PLANNING  
REALIZE THE POTENTIAL

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**Neil Hill,  
Lead Presenter:**

With a strong background in the implementation of continuous improvement methodologies, Neil has facilitated multi-million-dollar savings, whilst creating impressive growth and profitability.

Integrated Business Planning for

# Supply Chain:

Delivering Business Growth

The modern supply chain is increasingly complex and diverse. That means your executive and general management team must understand how to design, implement and leverage the supply chain planning step within your IBP process.

Effectively integrating supply chain strategy, planning and execution creates a competitive advantage for your organisation and will be a key enabler for realising your overall strategic goals and objectives. This workshop teaches you how to make that shift from traditional supply chain planning to value chain thinking, integrating the strategic supply chain planning process with the product portfolio and demand steps to deliver exceptional business performance.

## Workshop Essentials

**Cost:** £950 per delegate + VAT

**Duration:** 2 days

**Language:** English

**Location:** Global

## Who is it for?

- Supply chain executives, leaders and managers
- General management team
- Global supply chain strategy leaders
- Specialists leading product, demand and finance management who need to understand the supply chain elements of IBP

## What will I learn?

- An understanding of the key elements of your global supply chain
- How to create an effective review and integration process
- How to create a supply chain response that supports the overall IBP process and business deliverables
- The importance of understanding behavioural requirements across your organisation to realise the full benefits of an integrated supply chain response

## What our delegates said:

“Mind blowing and educational. This workshop clearly defines the strategy and vision of what IBP will bring!”

Planning and Logistics Manager,  
Industrial Engineering Business



INTEGRATED BUSINESS PLANNING FOR  
SUPPLY CHAIN

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**Dawn Howarth,  
Lead Presenter:**

With over 20 years' experience in global supply chain and demand management across international markets, Dawn brings a pragmatic and practical approach to organisational development.

# Integrated Tactical Planning:

## Linking Plans to Execution

So, your business has a good Integrated Business Planning process in place, but you still find yourself fire-fighting in an attempt to manage the short-term? Unfortunately, that means the full benefits of IBP are not being realised. We can help.

Our Integrated Tactical Planning workshop is about making plans happen; getting the right people to turn the aggregate level IBP plans into a detailed level execution plan, enabling your business to identify and manage changes within the execution window.

## Workshop Essentials

**Cost:** £950 per delegate + VAT

**Duration:** 2 days

**Language:** English

**Location:** Global

## Who is it for?

- IBP process leaders
- Supply chain managers
- Operations managers
- Site managers
- Demand and supply managers and planners
- Distribution planners
- Customer service managers
- Sales managers
- Product co-ordinators and facilitators
- Quality and warehouse managers

## What will I learn?

- An understanding of how Integrated Tactical Planning can define a way to execute the IBP plan whilst managing and communicating the inevitable changes across all core processes including demand, product and supply
- The importance of senior managers focusing on months four and beyond, whilst the short-term is successfully kept under control
- How to work hand in hand with the support functions required to turn your plans into reality

“The captain of the ship shouldn’t be the one stoking the fires. Integrated Tactical Planning is about creating credible processes to allow leaders to do their job.”

Dawn Howarth, Oliver Wight Partner



INTEGRATED  
TACTICAL PLANNING

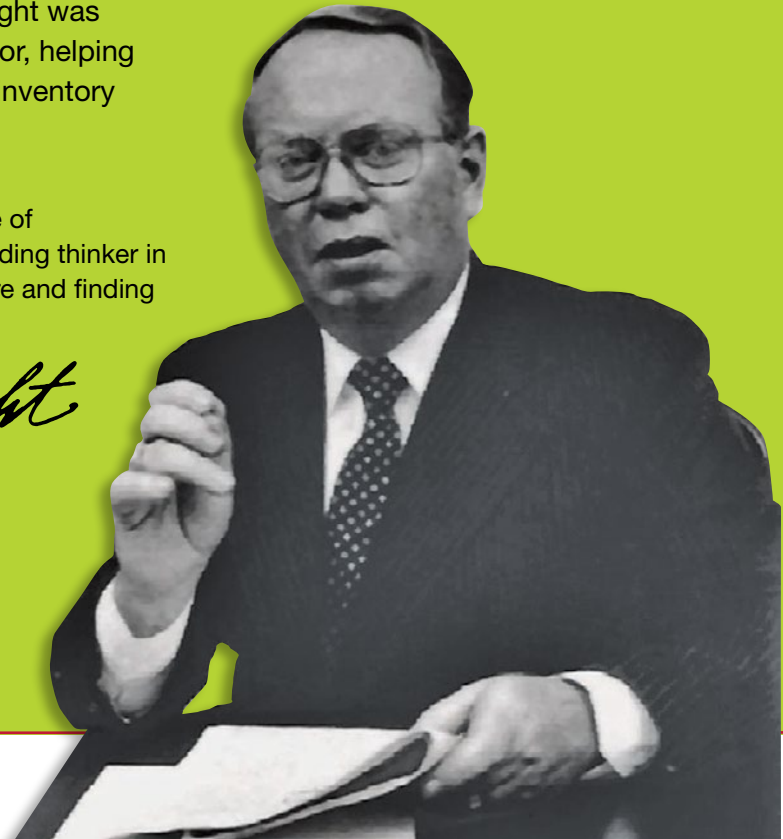
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# All About Ollie

A pioneer of planning processes, Oliver Wight was recognised around the world as an innovator, helping businesses increase productivity, improve inventory turnover and customer responsiveness.

Emphasising the importance of the people side of manufacturing solutions set Ollie apart as a leading thinker in business education, always looking to the future and finding ways to advance.

*Oliver Wight*





## An ambition that became reality

In 1969 Oliver Wight's goal was to 'make production and inventory control just a little bit better than it was before'. Over 50 years have passed and we have worked with some of the world's leading businesses to revolutionise their processes.

Ollie's sensitivity to people broke down barriers. He communicated his innovative ideas in a way that gained acceptance, commitment and enthusiasm.

Somewhere in the early years of the computer revolution, the role of people was misplaced. Ollie's personal mission was to reposition people as a vital part of any business and educate them with the understanding that they need to use new tools. As he put it, **"Computers are not the key to success, people are."** This remains a core philosophy of the Oliver Wight companies.

Ollie had two great gifts; he could take complicated subjects, unravel them, and make them simple. He used these gifts to build an enduring legacy in business processes. Nearly every company using his planning processes and philosophies experienced significant business benefits.

Ollie once said, quite modestly,

**"I've left some footprints."**

Those who have chosen to follow them are better off both personally and professionally.

# Best Practice Education

Oliver Wight was founded on the principle that educated people make educated decisions. It is the people within your organisation that will ultimately ensure business excellence through their drive for continuous improvement and sustainable results.

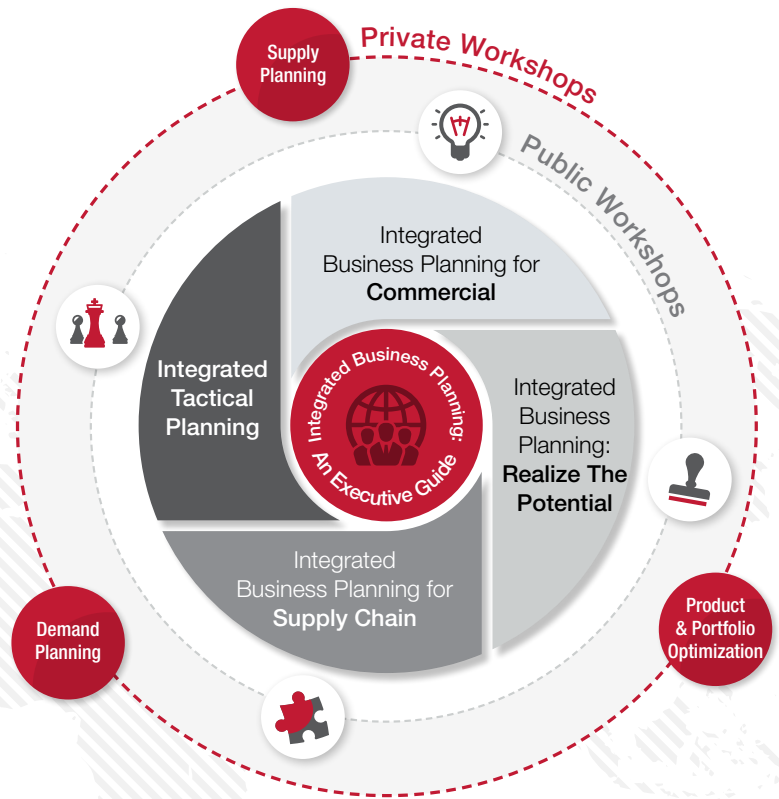
As ownership of the IBP process shifts from the supply chain to the senior executive team, our virtual workshops have everything you need to ensure your business is fit for the future. We offer a comprehensive range of interactive workshops, tailored to meet your organisation's specific business objectives.

We also offer private workshops with content tailored to your business challenges and strategic objectives ideal for teams of up to 25 people. In these private sessions we provide insight into how IBP can be designed and implemented specifically with your organisation's needs and industry in mind.

Our flagship one-day course, Integrated Business Planning: An Executive Guide, provides you with a comprehensive overview of IBP including how to anticipate and manage business impacts to re-align, re-optimize, and remain agile.

We have developed three practitioner workshops; Integrated Business Planning for Commercial, Integrated Business Planning: Realize the Potential and Integrated Business Planning for Supply Chain. Each of these two-day workshops are designed for leaders in core functions, supporting the IBP

process. Their sister workshop, Integrated Tactical Planning provides a Class A understanding of short-term planning, detailing how businesses can extinguish firefighting and manage short-term planning effectively.



# What is IBP?

More efficient, more effective and more profitable: that's what sets businesses with Integrated Business Planning (IBP) apart. The industry's best practice model and Sales & Operations Planning's evolutionary, IBP is a common sense process for aligning plans every month, helping to allocate critical resources and satisfy customers in the most profitable way. IBP is all about predicting and responding positively in changing conditions.

# S&OP vs IBP: What's the difference?

## Sales and Operations Planning

- Owned by supply chain
- Agreeing a forecast so supply and operations can plan production
- Internally focused and supply driven
- Debating the numbers

## Integrated Business Planning

- Owned by the head of the business
- Customer focused and demand driven
- Focused on deploying the strategy
- Identifying gaps and making gap closing decisions

# Virtual Workshop Planner

Like the majority of businesses, we have changed the way we are working to ensure the continued delivery of our educational programmes and thought leadership services.

For the rest of 2020 all of our workshops will be hosted virtually so you can log on and receive expert led education without leaving your workplace or home office. Despite these challenging times, our aim is to enhance your learning, and in turn, your business.

LOCATION & LANGUAGE	WORKSHOP	COST	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Global English	<b>Integrated Business Planning: An Executive Guide</b>	£750					27	17			8	27		
	<b>Integrated Business Planning: Realize The Potential</b>	£950									15–16			
	<b>Integrated Business Planning for Commercial</b>	£950									21–22			
	<b>Integrated Tactical Planning</b>	£950						16–17					11–12	
	<b>Integrated Business Planning for Supply Chain</b>	£950												2–3

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To take the next step towards  
business excellence book your  
workshop place today.

Call: **+44 (0)1452 397200**

Or book online at:

**[oliverwight-eame.com](http://oliverwight-eame.com)**





Over 50 years  
transforming  
businesses



Helping  
businesses  
work from 1  
set of numbers



Experts (also known as  
Oliver Wight Partners) with  
over 390 combined years  
in industry



**81%**  
forecast  
accuracy



**528**

Clients received a Class A excellence award



Supply chain costs shrunk  
to less than 4%



What is IBP's biggest business  
benefit? 52% of respondents  
said increased revenue

# TRANSFORMING BUSINESSES ACROSS THE GLOBE

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