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New Job Listing

Job Details - Production Planning and Forecasting Analyst, Mason, OH

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Demand Planning & Forecasting 2-Day Workshop
Boston, MA

Modeling & Metrics in SAP APO
Boston & Bahrain

Upcoming Workshops



September 2011



Articles & Workshop Information

Moving the ROC to Forecast.....

January 6th, 2012 by Dr. Chockalingam



We hear quite often, that forecasting is a waste of time. People often cite the weatherman and laugh at forecasts and forecasting as a productive process.

As long as you don't leave your demand forecasting to the weather man, I believe we can do very well. Most supply chain problems originate by ignoring the forecasting that is happening through out the organization. In a survey I remember reading a couple of years ago, on average 50% of the people in an organization were forecasting something or other.

Even folks in manufacturing who can badmouth forecasting were using an average run rate of some sort to determine their inventory calculations. This run-rate determination is actually a forecast although they think it is no forecast.

If there is a reasonably good demand planning process installed in any organization, we can establish this will easily beat out the "run-rate" or any other average hands down. [Read more..](#)



IT'S BACK!!! Come Join us in Boston for our May Demand Planning Workshop

Demand Planning and Forecasting 2-Day Workshop - Boston, MA

Improve Forecasting with better Models and Diagnostics!



[info](#) | [brochure](#) | [register](#) | [venue](#) | [photos](#)

May 23-24 2012 | Four Points Sheraton Boston/Norwood

~~Regular Price \$995~~ | **Early-Bird Price \$895** until March 1, 2012

If you want to get training in Demand Planning from Soup-to-Nuts, this is the one course you should absolutely attend. We assume no prior math or stat knowledge except your business experience. We take you from Data to Analysis - history to Forecasts - Forecasts to measuring accuracy and finally walk you through the steps involved in creating a consensus process.

This is a hands-on course with practical exercises that involve forecast modeling in the class room.

Learn demand modeling using statistical techniques, the methodology to

"Great focus on the models. Would definitely want to attend more SAP DP training in the future."

Business Forecasting Manager at Cintas

September 2011

"Smaller class allowed for great interaction hugely helpful -looking forward to taking back to my work. Allowed for much greater understanding of SAP and its modeling capabilities!"

Demand Plan Analyst at Cargill

[Read more testimonials](#)

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perform model diagnostics, and an objective method to incorporate market intelligence.

- **Get skills you can use at work**
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Statistical Modeling and Metrics in SAP APO

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If you are using SAP APO, did you notice APO DP calculates and defines them with its own unique formula that is different from conventional calculations. The first critical step is to understand the metrics and second critical step is how to diagnose the forecast quality from it. SAP APO tool has six different metrics to measure error.

- 1) How many of them you use in current practice?
- 2) How many of them you should use?

In our one day workshop on May 25 in Boston, we will talk about the above metrics. Other main focus of the workshop is Statistical modeling in SAP APO.

This workshop is add-on to our two day demand planning and forecasting workshop. Price for one day APO workshop is \$ 895 and the price for all three days is \$1,695.

For registrations and detailed agenda please visit:

http://www.demandplanning.net/modeling_metrics_in_apo.htm

We recommend bringing your laptops with access to your APO DP environment so you can test your models on the fly!



Demand Metrics Excel Template

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