



In This Newsletter

1. [SKU level forecasting or aggregate planning – the case for S&OP](#)
2. [Sales, Inventory and Operations Planning 2 Day Workshop Princeton / Philly](#)
3. [Workshop photos](#)
4. [Workshop testimonials](#)

Photos & Testimonials



September 2011

"Exceeded my expectations. I will take home in-valuable learning from this one day session. Awesome!!! Can't say it loud enough. Perfect class for me, excellent timing."
Senior Systems Analyst at NORDAM

September 2011

"Participants were treated with top level services, facilities, accommodations and professional and friendly attention. Very hands on and strongly recommended"
Revenue Forecaster from the Cayman Islands Gov.

September 2011

"This seminar has taught me all of the things I was looking to learn. A+ :)"
Business Insights Analyst at All Star Products

Articles & Upcoming Workshops

SKU level forecasting or aggregate planning – the case for S&OP



October 6th, 2011 by Dr. Chockalingam

Talk to any supply planner, they will say they need a forecast at the SKU level. The more detail the better.

So the demand planner is on the defensive, he needs to forecast at the most granular level to satisfy the demands of the supply chain. Create and deliver a demand forecast at the SKU/location and sometimes at the SKU/customer/location level. But the more detail you get, the more noisy the data gets and it becomes impossible to create good statistical models at that level.

It is important to have a software package that allows you to get the forecast at that level. However, analyzing, reviewing and consensing at that level has its perils. Living too much at the detail level will definitely trap you from getting to the important challenges of the business and resolve true exceptions... [Continue Reading](#)

Sales, Inventory and Operations Planning 2-Day Workshop

Princeton/Philadelphia

Oct 19-20, 2011 | Holiday Inn East Windsor

[Brochure](#) | [Register](#) | [Venue](#) | [Info](#)

S&OP workshop only - \$895 per participant

This workshop is a practical guide to designing and implementing an internal collaboration process to improve your planning and integrate into the business management.

Implementing an efficient and cost-effective Sales and Operations Planning Process brings together all elements of Sales, Marketing, Finance and Operations into one integrated set of plans.

We will discuss the key components of the S&OP process – the mechanics, reports, consensus and hand-offs as well as the metrics. Participants will walk away with practical insights to all aspects of S&OP and pre-formatted excel templates for use in their process. [Continue reading](#)



Why moving averages in APO DP rarely move?



September 7th, 2011 by Dr. Chockalingam

When I was a beginning student of Statistics in High School, I was fascinated by moving averages. This is pretty cool stuff to get an average that moves over time rather than the plain vanilla “sum it up and divide by the count” routines.

The question that we hear often from SAP APO users is about the

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“mysterious” behavior of the moving average model. Many pronounce SAP APO Demand Planning module as weak the moment they see a constant straight line as the forecast after “trying very hard” with countless hours of model iterations!!

To some, APO DP often declares the constant as the “best” forecast. And of course, the planners are frustrated. Management is frustrated to see a constant forecast coming from a million-dollar package most of the time.

There are many factors that may be driving this frustrating challenge-
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