



Workshop Name	o9 Demand Planning Reference Model Functional Workshop R2023.07
Targeted Audience	Demand Planners, S&OP and IBP Coordinators, Organizational Directors, Functional Leads, Solution Architects, Business Analysts, Super Users, IT Support, Technical Architects
Pre-requisites	Basic understanding of Supply Chain o9 IBP Platform Functional (2 days) & Technical (3 days) Workshop
Duration	2 days (9 AM to 5 PM CDT)
Training Format	Instructor-Led training delivered over virtual meeting tools. Hands-on exercises in the o9 platform for participants. A good internet connection at a location where the participant can talk without excessive background noise is required. A second computer monitor is recommended.

Course Description:

This hands-on workshop will cover the key facets of demand planning and a typical day in the life of a demand planner, highlighting the key differentiators of the industry-leading o9 Demand Planning solution. The salient features of o9 Demand Planning such as Forecast Generation Methods, New Product Introduction, and Machine Learning will be demonstrated. The role of Demand Planning in a successful supply chain will be covered with supporting concepts such as forecasting vs planning, time series analysis, and consensus forecasting. When logged in to the o9 platform, the emphasis will be on available functionality in the DP Reference product. The many possible extensions and modifications can be discussed but will not be demonstrated.

This workshop will prepare the user for real-life implementations of Demand Planning in the industry. At the conclusion of this course, participants should enroll in the o9 Demand Planning Technical Workshop, where they will put what they have learned to use in building a company case study from scratch.

Instructor-Led Workshop:

An o9 team member will deliver the session virtually using Zoom. Attendees will perform 20+ hands-on exercises in the o9 platform from a web browser on their computer.

Course Agenda

Day	Topics
Day 1	<p>Welcome</p> <ul style="list-style-type: none"> ● Introductions ● Course Guidelines ● Schedule <p>Concepts</p> <ul style="list-style-type: none"> ● Key Roles in o9 Demand Planning ● Video short: Who Does Demand Planning? ● Demand Planning workspaces ● What is Demand Planning ● DILOP: Day in the Life of Planners ● Building Blocks <p>DILOP</p> <ul style="list-style-type: none"> ● Collect and Review Data <ul style="list-style-type: none"> ○ Video short: What Level to Demand Plan at? ○ Data Overview ● Post Game <ul style="list-style-type: none"> ○ Video short: How Do We Measure a Demand Plan? ○ Actionable Insights ○ FCA ○ FVA ● Adjust Input Data <ul style="list-style-type: none"> ○ EDA ○ Outlier Correction
Day 2	<p>DILOP Continued</p> <ul style="list-style-type: none"> ● System Forecast <ul style="list-style-type: none"> ○ Segmentation ○ Video short: Segmentation ○ Stat Forecasting ○ New product Forecasting ○ Key Account Forecasting ○ AI Predict ○ Video short: Driver Based Machine Learning ● Adjust and Analyze Plan <ul style="list-style-type: none"> ○ Consensus Forecast approaches ○ Demand Assumptions ● Finalize Plan <ul style="list-style-type: none"> ○ Video short: Who Uses the Demand Plan ○ Kitting ○ IBP Demand Review ○ Risks and Opportunities ● Publish and Archive <ul style="list-style-type: none"> ○ Item-Loc Split ○ Submit Forecast <p>Close</p> <ul style="list-style-type: none"> ● Open questions ● Course follow up

The order and timing of topics may be adjusted based on class pace.