



Workshop Name	o9 Demand Planning Solution Building Blocks - Functional Workshop
Intended Audience	All - anyone who wants to gain knowledge about the Demand Planning Solution Building Blocks and its capabilities, such as Demand Planners, S&OP and IBP Coordinators, Functional Leads, Solution Architects, Business Analysts, Super Users, and CoE teams.
Pre-requisites	Basic understanding of Supply Chain concepts o9 IBP Functional Workshop [2 days] o9 IBP Platform Technical – Basics Workshop [4 days]
Duration	3 days (10:00 AM to 5:00 PM IST)
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.

Workshop 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.

Related Programs on o9 Academy:

- ✓ Demand Planning 101 Series
- ✓ o9 Knowledge Masters in Demand Planning

Agenda

Day	Description
Day 1	<p>Welcome</p> <ul style="list-style-type: none"> • Introductions • 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 • Solution Building Blocks <p>DILOP – L0 to L3 process & related capabilities</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 (Forecast Cycle Accuracy) ○ FVA (Forecast Value Add)
Day 2	<p>Adjust Input Data</p> <ul style="list-style-type: none"> • EDA (Exploratory Data Analysis) • Outlier Correction <p>System Forecast</p> <ul style="list-style-type: none"> • Segmentation • Video short: Segmentation • Stat Forecasting • New Product Forecasting • Key Account Forecasting
Day 3	<p>System Forecast (continued)</p> <ul style="list-style-type: none"> • AI Predict • Video short: Driver Based Machine Learning <p>Adjust and Analyze Plan</p> <ul style="list-style-type: none"> • Consensus Forecast approaches • Demand Assumptions <p>Finalize Plan</p> <ul style="list-style-type: none"> • Video short: Who Uses the Demand Plan? • Kitting • IBP Demand Review • Risks and Opportunities <p>Publish and Archive</p> <ul style="list-style-type: none"> • Item-Loc Split • Submit Forecast <p>Address open questions</p>

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