

IBP Bootcamp

Practical hands-on education to implement, integrate, and optimize SAP® Integrated Business Planning for S&OP, demand and supply planning, and inventory optimization



By attending this event, you will:

- Determine how to build a business case for implementing SAP Integrated Business Planning
- Get a comprehensive overview and see demos of SAP Integrated Business Planning
- Gain hands-on experience building Excel templates and web dashboards to understand the business benefits of the SAP Integrated Business Planning user interfaces
- Learn how S&OP and Demand models and processes are set up and deployed in SAP Integrated Business Planning
- Set your SAP Integrated Business Planning implementation road map
- Understand how to deploy SAP Integrated Business Planning in your existing SAP landscape and the options for integration
- See a detailed comparison of SAP Integrated Business Planning functionality currently available and on the solution road map
- Interface with SAP Integrated Business Planning practitioners and SAP personnel to learn best practices and considerations for SAP Integrated Business Planning

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LAS VEGAS
FEBRUARY 27-MARCH 1, 2018

www.ibpbootcamp.com

Why Attend

IBP Bootcamp offers practical hands-on education to implement, integrate, and optimize SAP Integrated Business Planning for S&OP, demand and supply planning, and inventory optimization. Through lecture, demo, and hands-on sessions, top experts and your industry counterparts will be at this event sharing tips, tricks, best practices, and strategic recommendations that you can immediately put to use upon returning to the office.

Who Should Attend

- | | | |
|--|---|---|
| VP of Supply Chain | Director of Supply Chain Management | Solution Architect – Supply Chain Systems |
| VP of Logistics | Logistics Manager | SCM IT Lead |
| Demand Planning Director | Production Planning/Demand Planning Manager | SCM Business Systems Analyst |
| Supply and Inventory Planning Director | Materials Planner/Manager | Project Manager |
| Sales & Operations Planning Director | | |

Companies that have attended SAPinsider's SCM events in the past include:

- | | | |
|-------------------------------|------------------------|-----------------------------|
| 3M | IBM | Nestlé |
| Beelogix | Intel Corp | Panasonic |
| CommScope, Inc. | Kimberly-Clark | Pepsi Bottling Ventures |
| Costco Wholesale | Leprino Foods Company | Philip Morris International |
| Deloitte | Microsoft | US Air Force |
| Enowa | Monster Energy Company | |
| Harley-Davidson Motor Company | Nature's Way | |

BYOL
Bring Your Own Laptop

To fully participate in this IBP Bootcamp, attendees will need to bring their own laptop and have installed the related Excel IBP Add-In. A dropbox folder will be provided that contains the instructions that should be executed prior to arrival at IBP Bootcamp.

DAY 1

8:00am – Registration and Continental Breakfast

9:00am – Introduction and review of complete seminar agenda
Matthew Campbell, SCMO2

9:45 – 10:45

An introduction to SAP Integrated Business Planning contrasted with its SAP SCM suite predecessors

Matthew Campbell, SCMO2

This session provides a primer of SAP Integrated Business Planning and its major components, while comparing those component capabilities to their SAP Supply Chain Management (SAP SCM) suite equivalent predecessor tools. Both for users new to the solution or already more familiar, this session covers current information on SAP Supply Chain Control Tower, S&OP, inventory, demand, and response and supply that affects its evaluated maturity and completeness as a cloud-based supply chain planning solution. Attendees will:

- Review how the major components of SAP Integrated Business Planning relate to one another and basic structure
- Understand how SAP Integrated Business Planning component capabilities compare to their predecessor SAP SCM suite solutions (including SAP Advanced Planning and Optimization) and best of breed
- Gain perspective on the tool's general integration platform and use
- See how SAP Integrated Business Planning “fits” in the overall SAP landscape, SAP S/4HANA® Enterprise Management platform, and digital core

10:45 – 11:00 Break

11:00 – 12:30

BYOL
Bring Your Own Laptop

Hands-on session

Process modeling in SAP Integrated Business Planning

Ryan Rickard, SCMO2

Meet process object modeling as it is done in SAP Integrated Business Planning — now with Gantt chart visualization and ability to automate trigger/closure of process steps via integrated job scheduling. This session covers how this function works, the way it will be used throughout the bootcamp with the sample company, and introduces the 2 primary user interfaces for SAP Integrated Business Planning. Through demos and hands-on exercises, you will:

- Log on and navigate in the “Web UI” for SAP Integrated Business Planning, customizing your space and creating your bootcamp dashboard
- Log on and navigate in the “Excel UI” for SAP Integrated Business Planning, adopting as “Favorites” your bootcamp Planning Templates used throughout the program
- Complete first task updates and see process monitoring in action
- Understand different process model examples and how instances are used in SAP Integrated Business Planning
- Review setup of the sample company used during bootcamp and preview the related, reference process model

Day 1 continued next page

12:30 – 1:30 Lunch

1:30 – 2:45

BYOL
Bring Your Own Laptop

Hands-on session

How to improve collaboration throughout your planning process using SAP Jam with SAP Integrated Business Planning

Clay Thomas, SCMO2

Tied tightly with SAP Integrated Business Planning, see SAP Jam™ capability in action, supporting process step and task management, along with case management and posting or “sharing” of relevant planning data and updates, whether in the Web or Excel UIs. This integration and use of SAP Jam enhances your collaboration capabilities both within your corporate landscape and selected external, collaboration partners. Through demos and hands-on exercises, this session will examine:

- The value of the integrated tools and how they seamlessly work together in a future state SAP Integrated Business Planning landscape to develop collaborative planning processes
- SAP Jam collaborative tools, knowledgebase, activity feeds, and task management that supports defined business models
- Real-world examples of how SAP Jam and case management in SAP Integrated Business Planning can be used to help colleagues both inside and outside the organization share planning problems, propose potential solutions and alternatives, and agree to issue resolution in real-time
- Various options for communicating other information in the different SAP Integrated Business Planning UIs to SAP Jam groups
- The extent to which SAP Jam allows for mobile collaboration

2:45 – 3:45

BYOL
Bring Your Own Laptop

Hands-on session

Driving value with SAP Integrated Business Planning for inventory

Tom Chason, SCMO2

Full network, multi-level inventory optimization? SAP Integrated Business Planning has that and more. This session explores the inventory optimization aspect of SAP Integrated Business Planning through lecture, demo, and basic exercises, detailing:

- The setup of a manufacturing and distribution network and how the multi-echelon and multi-node optimization solver returns a solution
- Available network visualization in SAP Fiori® and possible navigation possibilities
- How Forecast Error and bias impact safety stock (and potential service-level optimization) outputs
- Methods to manage safety stock updates, using an Excel UI template
- Integration in overall process flow within SAP Integrated Business Planning

Day 1 continued next page

3:45 – 4:00 Break

4:00 – 5:30

BYOL
Bring Your Own Laptop

Hands-on session

Plan for success using SAP Integrated Business Planning for demand

Ryan Rickard, SCMO2

Understand the various inputs, including prioritization (ABC/XYZ), associated with managing a statistical modeling process that feeds the demand planning process, whose various key stakeholders operate within the SAP Integrated Business Planning Excel UI. Through demonstration and hands-on efforts, take home:

- Key steps in developing your demand plan through statistical forecasting and inclusion of a financial dimension from a tool like SAP Business Planning and Consolidation (SAP BPC)
- An understanding of ABC/XYZ classification as it is set up and managed as part of SAP Integrated Business Planning
- Available product lifecycle capability review of phase-in, phase-out, and like modeling as pre-processing steps in the statistical modeling process
- A basic introduction to assigning combinations to statistical profiles and managing related job execution
- Methods to manage demand plan updates through the Excel UI template(s)

5:30 Day 1 Concludes



DAY 2

8:30am – Registration and Continental Breakfast

9:00 – 10:00

BYOL
Bring Your Own Laptop

Hands-on session

Time series supply side planning in SAP Integrated Business Planning

Ryan Rickard, SCMO2

In this session, see available functionality in SAP Integrated Business Planning for supply. Review inputs for running unconstrained supply heuristics, and see job results after running the solver, with accompanying exception processing and job messages. Activities in this session will cover:

- Setup and review of supply solve master data
- Setup and execution of supply solve job
- Methods for reviewing job logs and results, using an Excel UI template
- Sample analytics to consider results in a Web UI dashboard
- Sample alert review in Custom Alerts Overview and Monitor Custom Alerts SAP Fiori apps

10:00 – 11:00

BYOL
Bring Your Own Laptop

Hands-on session

How to build a winning master data strategy for SAP Integrated Business Planning

Clay Thomas, SCMO2

Learn best practices to build a master data design for SAP Integrated Business Planning, so that you create an integrated planning solution which avoids duplicate master data maintenance and ensures consistency across planning and execution systems. Through lecture and hands-on exercises, explore:

- Differences in data structures between SAP Integrated Business Planning and SAP Advanced Planning and Optimization, and how users can more easily plan new products not yet launched and formally set up in their source ERP system
- How to set up clearly defined rules in your process so that planners know where to change or view master data, and how to adopt changes that are agreed on as a result of the S&OP consensus process
- A hands-on view of working with master data in SAP Integrated Business Planning, including creating version-specific copies, and making changes to master data to model “what-if” business scenarios
- Options and use cases for integrating master data from source systems using flat files and SAP Cloud Platform Integration

11:00 – 11:15 Break

Day 2 continued next page

11:15 – 12:15

BYOL
Bring Your Own Laptop

Hands-on session

Constraining supply plans and settling on consensus within SAP Integrated Business Planning

Tom Chason, SCMO2

In this session, compare scenarios and “what-if” options, look at the potential and settings for supply optimization solves, and determine/set a consensus plan that considers constraints for the sample company. Building on prior exercises and review, users will:

- Alter various analytics to do scenario comparison
- Review related exception alerts available both in the Excel UI and in the SAP Fiori apps, “Custom Alerts Overview” and “Monitor Custom Alerts”
- Make changes or adopt scenario results to settle on consensus plan for publishing to source execution system
- Complete their final tasks in the reference process model/instance with a last update to SAP Jam, indicating their successful execution of all process steps and exercises related to the sample company

12:15 – 1:15 Lunch

1:15 – 2:15

An overview of SAP Integrated Business Planning for response and supply

Eric Simonson, SAP Labs

Join this session to examine SAP Integrated Business Planning for response and supply and how to leverage the solution to meet your business needs. Learn how SAP Integrated Business Planning for response and supply, when integrated with SAP execution systems, can integrate order object values and unique functions to better manage a dynamic network. Through lecture and demo, you will:

- Delve into how “Gating Factor Analysis” is available in SAP Integrated Business Planning for response and supply
- See how the integration between SAP Integrated Business Planning integration and SAP execution systems enables allocation and order confirmation processes
- See demos of available “Response and Supply” solvers, including newer allocation and constrained planning, as well as deployment capability and setup

Day 2 continued next page

2:15 – 3:15

End-to-end process review, landscape alternatives, and solution integration through SAP Integrated Business Planning

Matthew Campbell, SCMO2

Consider the end-to-end planning process enabled through SAP Integrated Business Planning, referencing process instance covered by the sample company planning. See various points in the process where integration with different landscape alternatives are supported to send the plan “solution” back to execution or financial systems, finding out how the integration and collaboration capability in SAP Integrated Business Planning sets it apart from previous supply chain planning tools. Specific, other systems discussed include SAP S/4HANA, SAP ECC, SAP Ariba®, SAP Business Planning and Consolidation, SAP Advanced Planning and Optimization, and other tools, and the relevance of these integration scenarios to attendees’ existing landscapes. This session will explore how:

- The planning process and sequence covered in this bootcamp provide an end-to-end flow, considering points where the process could “jump” to another tool for further processing, depending on the system landscape
- SAP Integrated Business Planning addresses a process-centric S&OP gap not met through SAP Advanced Planning and Optimization, and supports both quantity and financial dimensions in demand and supply
- SAP Cloud Platform allows integration of data in SAP Integrated Business Planning with other SAP or non-SAP systems
- Leveraging the ever-increasing number of standard integration “hooks” and deployment of the enterprise version of SAP Jam impact both internal and external collaboration and increase information utilization to drive significant business benefit

3:15 – 3:30 Break

3:30 – 4:15

An introduction to the SAP Integrated Business Planning core setup and configuration overview

Clay Thomas, SCMO2

This session offers a detailed look into the necessary and requisite background of how the SAP Integrated Business Planning data structure is built. You will explore:

- The definition of available “models” and associated planning levels, time profiles, and attributes that determine where specific data is stored
- The new user interface, including the URL login and the world of SAP Fiori apps that address specific settings, limits, profiles, activities, and available configuration that make the solution run, including where certain integration views/definitions are determined
- The basic setup process, and examine how some of the setup behind SAP Fiori apps relates to the traditional definition/configuration that you may be familiar with from other SAP tools

Day 2 continued next page

4:15 – 5:30

Facilitated Interactive Discussion: How to build a business case and road map for your SAP Integrated Business Planning project

Matthew Campbell, SCMO2

Participants will break into smaller, expert-led groups to share their landscape and planning requirements scenarios to help build an implementation road map for SAP Integrated Business Planning. Attendees will review their existing system landscapes, major pain points in the planning processes, and business priorities, and develop a high-level road map for SAP supply chain planning tools in the next 3-5-year timeframe. Through discussion you will delve into:

- Key business value drivers to assist in understanding how to justify a recommended road map
- How existing landscapes and business priorities affect road map recommendations and the implementation timeline
- How to develop a high-level road map that you can use when you return to the office to initiate discussions with other key stakeholders

5:30 Day 2 Concludes



DAY 3

8:30am – Registration and Continental Breakfast

9:00 – 10:00

How to optimize your planning processes as part of your SAP Integrated Business Planning implementation

Ryan Rickard, SCMO2

Without solid planning processes, planning metrics will not improve. This session will help you gain an understanding of some of the best (and worst) practices for successful demand planning, S&OP, and inventory planning processes, and how SAP Integrated Business Planning supports these best practices. Explore:

- How forecast value added (FVA) can be utilized effectively to focus planner activities on tasks that are improving the plan, and where automation and statistics should be trusted
- Whether you should be using sales order history, shipment history, or a combination of the two as the basis for statistical forecasting, and the impact of changing levels of aggregation on forecast accuracy
- Process steps that will help you determine when lifecycle planning functionality should be utilized in conjunction with statistical forecasting processes to develop better plans and reduce manual overrides
- How available SCOR metrics may be deployed to better monitor inventory and supply activities conducted in the system

10:00 – 10:30

Project quick-check: How SAP's release schedule may impact your implementation plans

Tom Chason, SCMO2

SAP now releases updates to SAP Integrated Business Planning on a quarterly basis. This session briefly covers major advancements made in the tool so that users:

- Get a high-level assessment on the evolution and future direction of SAP Integrated Business Planning and its various go-to-market forms (including SAP Integrated Business Planning, Edge edition)
- Understand the pace at which this tool is improving, confirming SAP's commitment to it as their planning tool moves forward
- Gain confidence in choosing when to implement certain aspects or capabilities of the tool in their landscape when considering an overall implementation plan and checking against SAP's Integrated Business Planning road map

10:30 – 10:45 Break

Day 3 continued next page

10:45 – 11:45

A firsthand look at the new capabilities in SAP Integrated Business Planning

Eric Simonson, SAP Labs

Attend this session to get a firsthand review of the newest capabilities in recent and upcoming releases for SAP Integrated Business Planning. Gain invaluable insight as you:

- Receive an overview of the current capabilities of SAP Integrated Business Planning's 5 main components — SAP Supply Chain Control Tower, S&OP, demand, inventory, and response and supply
- Take a tour of the latest key features and functionality to enhance planning development and execution
- See the latest road map, highlighting the most notable advancements in the current and next release of the tool
- See where you can stay current on both available capability and how you can get involved in setting priorities for future releases of the tool

11:45 – 12:30

Accelerate your SAP Integrated Business Planning implementation: Best practices, avoiding pitfalls, and setting up your project for success

Matthew Campbell, SCMO2

This session delves into how to utilize a rapid-deployment solution to serve as a best practice guide for implementing SAP Integrated Business Planning. See how to leverage this solution with tried and true implementation experiences that will help you to avoid traditional pitfalls and set up your project for greater success. This session ties together pieces from throughout the bootcamp to:

- Build a comprehensive picture for implementing SAP Integrated Business Planning in your company, using a structured methodology
- Review SAP Best Practices for SAP Integrated Business Planning (formerly known as SAP Integrated Business Planning rapid-deployment solution), for culling useful accelerators and guides that may be adapted beyond a proof of concept effort
- Avoid mishaps and issues that implementing a cloud-based solution bring to a traditional, on-premise system landscape
- Understand the skillsets you need to develop internally for your implementation team to maximize value from the project

12:30 Day 3 Concludes

MEET YOUR SPEAKERS



Matthew Campbell
Principal, SCMO2

Matthew Campbell is the founding Principal of SCMO2 where he is responsible for client engagement management delivering SAP supply chain planning solutions. Prior to leading SCMO2, Matt performed lead roles on more than 25 global SAP SCM implementations across various industries. Matt's 20+ years' design and management consulting experience in supply chain processes and SAP SCM tools enable him to effectively help clients develop solutions and make process improvements across the SAP tool suite, more recently focusing on helping customers develop strategic roadmaps for migrating to IBP and SAP S/4HANA. Matt holds a Mechanical Engineering degree from The Pennsylvania State University and an MBA from The University of Florida.



Clay Thomas
Principal, SCMO2

Clay Thomas is a Principal of SCMO2 where he is responsible for SAP IBP Practice development, supply chain strategy and engagement management delivering SAP supply chain planning solutions. With more than 20 years' design, build, deliver and management experience in SAP SCM applications, Clay specializes in helping clients transform their demand planning and S&OP processes, optimizing statistical forecasting processes and use, along with supply and production planning, inventory optimization and internal/external collaboration, leveraging IBP, APO, ECC and SAP S/4HANA. Clay holds Bachelor of Science in Industrial and Systems Engineering and Master of Engineering degrees from The University of Florida.



Tom Chason
Principal, SCMO2

Tom Chason is a Principal of SCMO2 with over 20 years' SAP experience, including over 17 years as an SCM Consultant and Lead. Tom's extensive hands-on experience with discrete and process manufacturing industries and mastery of supply chain, logistics and sales business processes has helped many of our Fortune 500 clients across industries including Consumer Products, Food and Beverage, Pharmaceutical, Chemical, Apparel and High Tech. Tom started his SAP career focused on Sales, Distribution and Marketing Operations before moving into supply chain planning with supply planning and inventory optimization specialization. Tom has great depth in ECC, APO, EIS/Smart Ops and IBP. Tom holds an International Relations degree from Tulane University and an MBA from The University of South Carolina.



Ryan Rickard
Senior Consultant, SCMO2

Ryan Rickard is a Senior Consultant with SCMO2 and an industry thought leader in the Demand Planning and Statistical Modeling space with a solution focus in SAP APO and IBP. A former industry demand planner and senior supply chain manager in the Consumer Products sector prior to moving into consulting, Ryan has over 16 years' experience in supply chain planning, financial supply chain and S&OP processes. Ryan's recent work efforts have him at the forefront in implementing IBP models driving value in transitioning customers to the cloud platform. A frequent speaker at various Supply Chain conferences and events, Ryan holds degrees from both Mars Hill University and The University of Tennessee.



Eric Simonson
Director of Solution Management, SAP Labs

Eric Simonson is a Director of Solution Management at SAP, with overall experience of close to 25 years in Supply Chain Management. His current focus is within the Supply Chain Planning area with emphasis on Integrated Business Planning, specifically Response and Supply. His background includes working in industry both in forecast and production scheduling positions. He started his SAP career back in 1999 as a consultant implementing APO at several clients. He then moved to the pre-sales demo team, building and illustrating supply chain solutions for prospective customers. Eric's current role of 6+ years is in Solution Management, which includes working with partners, customers, and internal SAP organizations across many industries in order to bring the next generation of SAP's Supply Chain Planning solutions to the market.

IBP Bootcamp

100% Money-back Guarantee: This event will be worth the time you invest in attending. If you are dissatisfied with your experience at this conference, let us know and we'll refund 100% of your registration fee.

Send your team!

- Educate your entire team in 3 days — and make an immediate impact back at the office
- Engage in real-time problem solving with leading experts (and your teammates!) to help reduce implementation times, optimize your existing environment, and plan for the future
- Grow your professional network and engage with like-minded peers by sharing lessons learned, best practices, and little-known tips and tricks
- Get detailed recommendations for moving your IT landscape forward, no matter where your team is on the adoption curve

Call **Jackson Etienne** at **+1-781-751-8850** to learn how your organization can take advantage of exclusive group rates.



Las Vegas
February 27-March 1, 2018

The Bellagio
3600 S Las Vegas Blvd
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Seminar Rates

Register and pay by December 15 and SAVE \$500	\$1899
Register and pay by January 19 and SAVE \$300	\$2099
Register and pay by February 24 and SAVE \$100	\$2299
Register and pay onsite	\$2399

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