



### Testimonials:

"I'M ... SAID TO ME THAT HE HAD NEVER LEARNED SO MUCH ABOUT PURCHASING AS HE COULD DURING THOSE TWO DAYS FOR SMART PURCHASING SKILLS TRAINING THAT'S A WONDROUS ENCOURAGEMENT OF WHAT YOUR ORGANIZATION STANDS FOR."

"... MY PEOPLE ARE EXTREMELY HAPPY WITH THE PROFESSIONAL & EFFICIENT RECRUITMENT SERVICES PROVIDED BY YOUR RECRUITMENT TEAM."

"THE EARLY RESULTS OF THE COURSES RUN BY YOU ARE VERY PROMISING. THE TRAINING MATERIALS AND TOOLS ARE VERY PRACTICAL AND EASY TO UNDERSTAND. PRACTICAL, SO THAT ATTENDEES CAN REASILY IDENTIFY WITH BOTH THE PROBLEM AND SOLUTION IN A VERY SHORT & REMEMBERED AND USED IN THEIR DAILY WORK."

"I HAVE LEARNED A LOT IN THE TRAINING. I WISH TO THANK YOU FOR THE GREAT TIME. NOW I WISH ALL PERSONNEL OF SAHARAW WOULD HAVE THE CHANCE OF ATTENDING YOUR KIND OF TRAINING. WITH YOU AS A TRAINER, THE TRAINING REMAINS WOULD NOT BE VALUABLE AND EFFECTIVE IF SOMEBODY WILL FACILITATE. YOU HAVE EMPLOY A PERFECT TRAINER."

"THANK YOU FOR YOUR KIND E-MAIL. ALL MY COLLEAGUES WERE IMPRESSED BY THE TRAINING COURSE AND THEY LOOK FOR MORE."

"THANKS A LOT FOR YOUR FOLLOW UP & KNOWLEDGE I GAIN FROM YOU. REALLY YOUR COURSE AFFECTED ME A LOT."

"IT WAS REALLY A NICE SESSION. I WAS THERE THROUGHOUT OF YOUR PRESENTATION AND FOUND THIS VERY INFORMATIVE AND HELPFUL. I WILL TRY TO IMPLEMENT THE STRATEGIES SUGGESTED AND APPLY THE TECHNIQUES LEARNED IN THE PRESENTATION."

### Training Uniqueness:

- Focus on practical application of theory with real life examples from global companies
- Examples from various industries – FMCG, Oil & Gas, Pharmaceutical, Services, Food Services, Retail, etc.
- Experience sharing from different parts of the world
- Practical handouts/ worksheets for immediate application and use
- Case Studies during the trainings
- Post training assessment

### Shahzad Training & Consulting International (STCI)

Lahore, Pakistan  
Learning@shahzadtc.com  
www.shahzadtc.com

### Training Investment:

- Please email at learning@shahzadtc.com

### Payment:

- 100% Advance Payment
- Cancellation charge 50% one week before training; 100% afterwards
- Payment by telegraphic transfer to STCI company account

Dates: TBA

Venue: TBA

Please email your nomination to:

[learning@shahzadtc.com](mailto:learning@shahzadtc.com)

Language: English

Training Course Level: Basic – Intermediate – Advanced

Method of Delivery: Instructor Lead Classroom OR Virtual Session of 2 Days Duration; Delivered as a public session OR in-house

Target Audience: Department Heads from Marketing, Sales, Supply Chain, Operations, Trade Marketing, Supply & Demand Planning Staff, Sales Staff responsible for planning, Staff responsible for sales through distributors, New Staff joining Supply Chain Department

**Supply Chain is backbone of any organization** which deals with understanding your customer requirements and then delivering the product to the customer effectively and efficiently. Supply Chain for an organization ranges between 2-6% of its net sales, which is a significant amount of money. Hence, it is very beneficial to organizations to make their supply chain effective and efficient resulting in cost reduction and increase in customer satisfaction. Supply Chain has different components such as Supply & Demand Planning, Warehousing, Transportation and Purchasing. Inventory/Stock for an organization is important in order to serve their customers. However, stock is money and hence having the right amount of stock and the right mix is the key.

### Training Course Introduction:

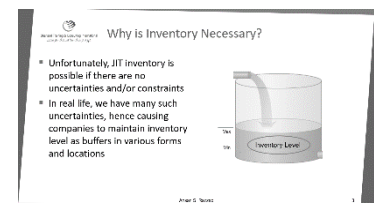
This training will provide ways to fulfill customer requirements and to help gain a significant competitive advantage. Inventories are controlled by effective demand and supply planning. **You can reduce your inventories, have the right mix, meet customer demands and eliminate expiries and obsolesce.**

### Training Objectives:

- To Introduce Supply Chain Management
- To Provide Integrated Planning (S&OP) Process
- To Introduce, Discuss & Best-in-Class Practice Demand Planning Process
- To Introduce, Discuss & Best-in-Class Practice Supply Planning Process

### Specific topics Covered:

- Sales & Operations Planning Process – What is the **S&OP**? How to implement S&OP process? Case Studies
- Demand Planning
  - How to conduct ABC analysis and use it for planning purposes?
  - How to determine primary sales?
  - How to determine sales forecast for "A", "B", and "C" class items?
  - How to do demand planning for sales through distributors?
- Supply Planning
  - How to determine inventory targets?
  - How to plan how much to order taking into account the lead time?
  - How to determine minimum, maximum and safety stock?
  - What tools to use?
- Special Issues
  - How to handle sales through distributors locally or internationally?
  - How to capture un-constrained demand?
  - How to handle supply and demand planning with key accounts?
  - How to block stock for priority customers?



### Training Methodology:

This training includes presentations, demonstrations, videos and exercises.

### Coach:

This training is conducted by **Ahsan S. Razzaq**. Ahsan possess 28 years of experience in Supply Chain Management from Fortune 500 companies such as P&G, Henkel, Olayan, Savola, Basamh to name a few. Ahsan has worked in Saudi Arabia, Pakistan, Turkey and several other countries. He has worked in several industries such as FMCG, Oil & Gas, etc. His profile can be viewed [here](#).