

# ASCM 2020 EVENTS

**IMPROVE YOUR SUPPLY CHAIN PERFORMANCE**  
ATTEND AN ASCM EVENT OR SEMINAR



### EXPLORE EVENTS FROM ASCM

ASCM offers end-to-end supply chain, logistics and operations management events. Our conferences and seminars are designed to help you advance your career and company performance. Take time in 2020 to grow your knowledge and bring best practices to your overall supply chain operations.

This guide provides detailed information on our world-class events. Browse to find course descriptions, schedules, instructor biographies and registration information.

ASCM seminars are also available for private, in-house delivery for corporate clients. Learn more at [ascm.org/private-events](https://www.ascm.org/private-events).

## ASCM2020

### BEST OF THE BEST S&OP CONFERENCE

#### SUPPLY CHAIN LEARNING CENTER SEMINARS

- Sales and Operations Planning
- Sales and Operations Planning Workshop
- Supply Chain Risk Management
- Principles of Demand Management
- Principles of Material Requirements Planning
- Principles of Distribution and Logistics
- Principles of Inventory Accuracy

Register today!

[ascm.org/events](https://www.ascm.org/events)

# ASCM CONFERENCES

**ASCM2020**

SEPTEMBER 13-15 ■ NEW ORLEANS

ASCM 2020 is the flagship conference from the global leader in supply chain transformation, innovation and leadership.

Supply chain professionals from around the world will come together in New Orleans for this exciting event from ASCM – the Association for Supply Chain Management.

At ASCM 2020, you'll be able to expand your knowledge and skill set to stay in line with the accelerated pace of change in supply chain. Topics range from S&OP, inventory and materials management to robotics, IoT, virtual reality and more. Whether you're looking to enhance your knowledge on a specific topic, or learn more about current trends, ASCM 2020 will have something for you!

### **Exceptional Education**

ASCM 2020 is all about the education. With a lineup of 60+ presentations, covering end-to-end supply chain topics, you select the sessions to attend, led by industry experts that delve into today's most pertinent topics. Every presentation is specifically designed to impart actionable takeaways you can apply at your workplace right away.

### **Expo Hall**

Learn about innovative new tools, products and services shaping the field of supply chain, logistics and operations management at the ASCM Expo. This is your opportunity to talk with vendors about your specific needs and see firsthand the tools and technologies advancing supply chain excellence.

### **Countless Networking Opportunities**

Connect with peers and industry experts from around the globe and exchange ideas at conference receptions, luncheons, career development events and more.

### **Facility tours**

Consistently an exciting activity of the ASCM conference, facility tours give you the opportunity to see firsthand high-performance operations in action.

To learn more and register, visit [ascm.org/conference](https://www.ascm.org/conference).

# BEST OF THE BEST S&OP CONFERENCE

JUNE 18-19, 2020 | CHICAGO

The Best of the Best S&OP Conference is renowned as a global gathering of the brightest minds in the industry. The Best of the Best S&OP Conference presented by ASCM and the Institute of Business Forecasting and Planning (IBF) is the leading educational and networking event for professionals in the field. The educational sessions will cover a range of in-depth topics to help you implement or improve S&OP within your organization.

## At the event, you will learn to:

- Effectively use forecasting and demand planning in your S&OP process
- Employ integrated business planning techniques
- Enhance collaboration across sales, marketing, finance and supply chain
- Extend S&OP outside of your organization and throughout the supply chain
- Manage and mitigate risk
- Use S&OP to enhance new product launches
- And so much more!

## Pricing and Registration

To learn more and register, visit [ascm.org/best](https://ascm.org/best)

# SEMINARS



## Sales and Operations Planning

In today's complex marketplace, effective planning and performance metrics are critical for success. A successful S&OP process integrates financial, marketing and operational planning to create over-arching strategic plans for the business. ASCM provides forward-looking programs that will prepare you to collaboratively participate in the S&OP process.

The ASCM Sales & Operations Planning seminar provides managers and planners with a comprehensive review of the principles and functions of S&OP. Attendees will participate in exercises and discussions on the elements of data collection, demand and supply planning, and conducting pre- and executive S&OP meetings. The presenter will lead attendees through sales and marketing planning, resource requirements planning, distribution planning and more.

### Attend the ASCM Sales & Operations Planning seminar and learn how to:

- Identify the necessary inputs and outputs of the S&OP process
- Calculate the data elements for the S&OP process
- Utilize the S&OP planning grid
- Translate what you have learned from the S&OP process into production and inventory plans
- Understand the impact that S&OP output has on the distribution plan

Individuals who attend an ASCM S&OP seminar will receive 7 core contact hours toward the ASCM S&OP Certificate, a comprehensive program that enables professionals to demonstrate their commitment to and understanding of S&OP principles and functions.

### Presenter: **Anthony Zampello, CPIM, CIRM, CSCP**

Anthony Zampello is a consultant, educator and trainer. He has spent more than 30 years working in diverse industries and markets and managing a wide range of initiatives including S&OP, enterprise resources planning, system implementations and lead time reductions. Zampello is an industry expert in certification exam preparation and works with APICS chapters to conduct training sessions for major corporate clients.



## Dates

**February 12, 2020**  
Chicago, Illinois

**March 18, 2020**  
Mahwah, New Jersey

**March 25, 2020**  
Chicago, Illinois

**April 22, 2020**  
Chicago, Illinois

**May 20, 2020**  
Chicago, Illinois

**June 17, 2020**  
Chicago, Illinois

**August 18, 2020**  
Chicago, Illinois

**August 27, 2020**  
Atlanta, Georgia

**September 12, 2020**  
New Orleans, Louisiana

**October 14, 2020**  
Chicago, Illinois

**October 29, 2020**  
Seattle, Washington

**November 18, 2020**  
Chicago, Illinois

## Price

ASCM member \$399  
Nonmember \$499

## Sales and Operations Planning Workshop

Understanding the components of the S&OP process is one thing, but actually conducting the 5 Step S&OP process is another. The one-day S&OP Workshop fills this gap by providing participants an opportunity to perform a simulated S&OP process from beginning to end. Based on a company case study, participants will be using excel spreadsheets and graphs to conduct the 5 Step S&OP process in make-to-stock and make-to-order environments. The focus is on S&OP teams who will be responsible for defining product families, developing the demand and supply plans, and problem solving.

### Through classroom discussion and practical, hands-on exercises the S&OP Workshop will enable participants to:

- Explore in detail how to use the five step S&OP process
- Use a hands-on approach that emphasizes simulated problem solving and team collaboration
- Assemble agendas and conduct S&OP meetings
- Apply S&OP grids to perform simulations
- Arrive at a successful S&OP process output that can be used to drive marketing, sales and operations until the next S&OP meeting

By the conclusion of the workshop, participants will acquire a basket of practical tools to make their S&OP programs work more smoothly, enhance forecast accuracy, increase productivity, and reduce operational costs.

### **Please note: Sales and Operations Planning is a prerequisite to this workshop.**

The workshop counts for 5 elective contact hours towards the ASCM S&OP Certificate.

### Presenter: **Anthony Zampello, CPIM, CIRM, CSCP**

Anthony Zampello is a consultant, educator and trainer. He has spent more than 30 years working in diverse industries and markets as well as managing a wide range of initiatives including S&OP, enterprise resource planning, system implementations and lead time reductions. Zampello is an industry expert in certification exam preparation and works with APICS chapters to conduct training sessions for major corporate clients.

## Dates

**February 13, 2020**  
Chicago, Illinois

**March 26, 2020**  
Chicago, Illinois

**April 23, 2020**  
Chicago, Illinois

**May 21, 2020**  
Chicago, Illinois

**August 19, 2020**  
Chicago, Illinois

**August 20, 2020**  
Chicago, Illinois

**October 15, 2020**  
Chicago, Illinois

**November 19, 2020**  
Chicago, Illinois

## Price

ASCM member \$599  
Nonmember \$699



## Supply Chain Risk Management

Due to the complex and ever-changing landscape of supply chain, organizations need to stay proactive to protect their company from a series of risks. This is where Risk Management comes in.

The ASCM Supply Chain Risk Management seminar provides participants with a glimpse of the global supply chain risk landscape. Definitions of risk management and new techniques and tactics to mitigate risk will be discussed along with profiles of early adopters of risk management.

### Attend the ASCM Supply Chain Risk Management seminar and learn how to:

- Mitigate global supply chain risk
- Leverage the heat map tool to assess risk within your supply chain
- Use business continuity planning
- Create a resilient supply chain
- Manage political uncertainty and risk considerations

Attendees will receive 7 core contact hours toward the ASCM Risk Management Certificate. By earning this certificate, you demonstrate your commitment to protecting your organization from supply chain risk and your ability to balance rewards and risks in the decision-making process.

### Presenter: **Gregory L. Schlegel, CPIM**

Gregory Schlegel is an executive-in-residence at the Center for Value Chain Research, an adjunct professor of supply chain risk management at Lehigh University and an APICS past president. He has been a supply chain executive with several Fortune 100 companies and spent seven years as an IBM supply chain executive consultant. Schlegel is a frequent speaker at conferences, seminars, webinars and professional development meetings.



## Dates

**March 11, 2020**  
Mahwah, New Jersey

**April 21, 2020**  
Chicago, Illinois

**September 12, 2020**  
New Orleans, Louisiana

**November 4, 2020**  
Chicago, Illinois

## Price

ASCM member \$399  
Nonmember \$499

## Principles of Demand Management

The ASCM Principles of Demand Management seminar is designed to assist beginning, as well as experienced demand planners acquire a firm understanding of the principles and functions of forecasting and customer and demand management. The seminar will provide an in-depth discussion of how effective forecasts are created and the various types of standard forecasting models available to today's demand planner.

### Attend this seminar and learn how to:

- Develop a forecast and manage demand
- Manage forecast performance
- Track forecast error
- Utilize the various tools available for ensuring accurate forecasting
- Understand and use customer relationship management (CRM) tools and strategies

Demand planners will acquire a set of practical tools from this seminar to make their demand management environments work more smoothly, increase productivity and reduce operational costs.

### Presenter: **Maryanne Ross, CFPIM, CIRM, CSCP, CLTD**

Maryanne Ross, CFPIM, CIRM, CSCP, CLTD is the owner and president of Supply Chain Mavens Inc., a supply chain consulting and training company. She is an experienced supply chain educator, author and speaker, specializing in professional development and supply chain management. For 25 years, she has been an active APICS member and volunteer, serving on the board of directors as a district manager. She currently is president of the APICS Maine Chapter. Ross develops content and presents at numerous supply chain conferences internationally, including the ASCM annual conference.

## Dates

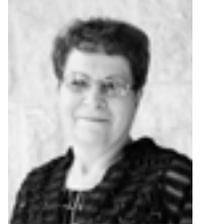
**March 17, 2020**  
Chicago, Illinois

**May 12, 2020**  
Houston, Texas

**October 21, 2020**  
Chicago, Illinois

## Price

ASCM member \$399  
Nonmember \$499



### Principles of Material Requirements Planning

Material requirements planning (MRP) is a vital component in the supply chain. It acts as the system's bridge between master planning and production. MRP helps determine requirements and maintain priorities. The ASCM Principles of MRP seminar assists beginning and experienced planners to use an MRP system. Through classroom discussion and practical, hands-on exercises, this seminar will help attendees gain a firm understanding of the principles and functions of MRP in the manufacturing process.

#### Attend this seminar and learn how to:

- Understand the objectives and functions of MRP
- Work with the different types of demand placed on the inventory resources of the company
- Use MRP-generated action messages when performing MRP output maintenance
- Determine when it is time to release manufacturing and purchase orders
- Develop performance measurements to determine the effectiveness of the MRP in priority management

By the conclusion of this seminar, attendees will have acquired practical tools to make MRP environments work more smoothly, increase productivity and reduce operational costs.

#### Presenter: **Maryanne Ross, CFPIM, CIRM, CSCP, CLTD**

Maryanne Ross, CFPIM, CIRM, CSCP, CLTD is the owner and president of Supply Chain Mavens Inc., a supply chain consulting and training company. She is an experienced supply chain educator, author and speaker, specializing in professional development and supply chain management. For 25 years, she has been an active APICS member and volunteer, serving on the board of directors as a district manager. She currently is president of the APICS Maine Chapter. Ross develops content and presents at numerous supply chain conferences internationally, including the ASCM annual conference.



### Dates

**March 19, 2020**  
Chicago, Illinois

**May 14, 2020**  
Houston, Texas

**September 12, 2020**  
New Orleans, Louisiana

**October 23, 2020**  
Chicago, Illinois

### Price

ASCM member \$399  
Nonmember \$499

### Principles of Distribution and Logistics

Distribution and logistics professionals face the critical challenge of running nimble, efficient processes in an era of unprecedented change. The ASCM Principles of Distribution and Logistics seminar is designed to introduce operations management professionals to the field of distribution and logistics management, and is appropriate for both beginning and experienced individuals.

#### Attend this seminar and learn how to:

- Use "push" and "pull" inventory replenishment in a multi echelon environment
- Integrate new technologies to your distribution channels
- Be mindful of sustainability and "green" issues
- Measure performance to ensure optimal efficiency and productivity
- Support customer service objectives using warehousing
- Decide when you should be using the various types of transportation modes
- Set objectives for warehouse design, automation, equipment and layout

By the conclusion of the seminar, attendees will have clear knowledge of the fundamentals of distribution and logistics functions and objectives.

#### Presenter: **Mark C. Hardison, CFPIM, CSCP, CLTD**

Mark currently serves as a Materials Manager for Mallinckrodt Pharmaceuticals, a multibillion-dollar specialty pharmaceutical company. He graduated Summa Cum Laude with a Bachelors in Business Administration from Strayer University. He has over 40 years of experience in the fields of operations management and supply chain management. Mark is recognized by APICS as a Certified Fellow in Production and Inventory Management (CFPIM) and as a Certified Supply Chain Professional (CSCP). He was the founding chair of the CSCP Examination Committee, has recently served as the chair of the CPIM Basics of Supply Chain Management Examination Committee, and currently serves as a founding member of the Certified in Logistics, Transportation and Distribution (CLTD) Examination Committee.

### Dates

**April 30, 2020**  
Chicago, Illinois

**September 12, 2020**  
New Orleans, Louisiana

**October 8, 2020**  
Chicago, Illinois

### Price

ASCM member \$399  
Nonmember \$499



### Principles of Inventory Accuracy

Inventory accuracy is the foundation of inventory management. The ASCM Principles of Inventory Accuracy seminar helps beginning and experienced operations managers more effectively manage and control inventory. Through a sample scenario, this seminar will provide attendees the opportunity to diagnose inventory problems and discover solutions as a class. Practical hands-on exercises in the seminar include total inventory carrying cost, ABC inventory control and cycle counting.

#### Attend this seminar and learn how to:

- Develop and execute the inventory planning process
- Define the role of inventory management within your organization
- Balance the conflicting objectives of decreasing operating costs and increasing customer service
- Apply the inventory accuracy toolkit and measure impact across the organization
- Weigh the advantages and disadvantages of periodic and perpetual inventory and the cycle counting process

#### Presenters: **Maryanne Ross, CFPIM, CIRM, CSCP, CLTD**

Maryanne Ross, CFPIM, CIRM, CSCP, CLTD is the owner and president of Supply Chain Mavens Inc., a supply chain consulting and training company. She is an experienced supply chain educator, author and speaker, specializing in professional development and supply chain management. For 25 years, she has been an active APICS member and volunteer, serving on the board of directors as a district manager. She currently is president of the APICS Maine Chapter. Ross develops content and presents at numerous supply chain conferences internationally, including the ASCM annual conference.



### Dates

March 18, 2020  
Chicago, Illinois

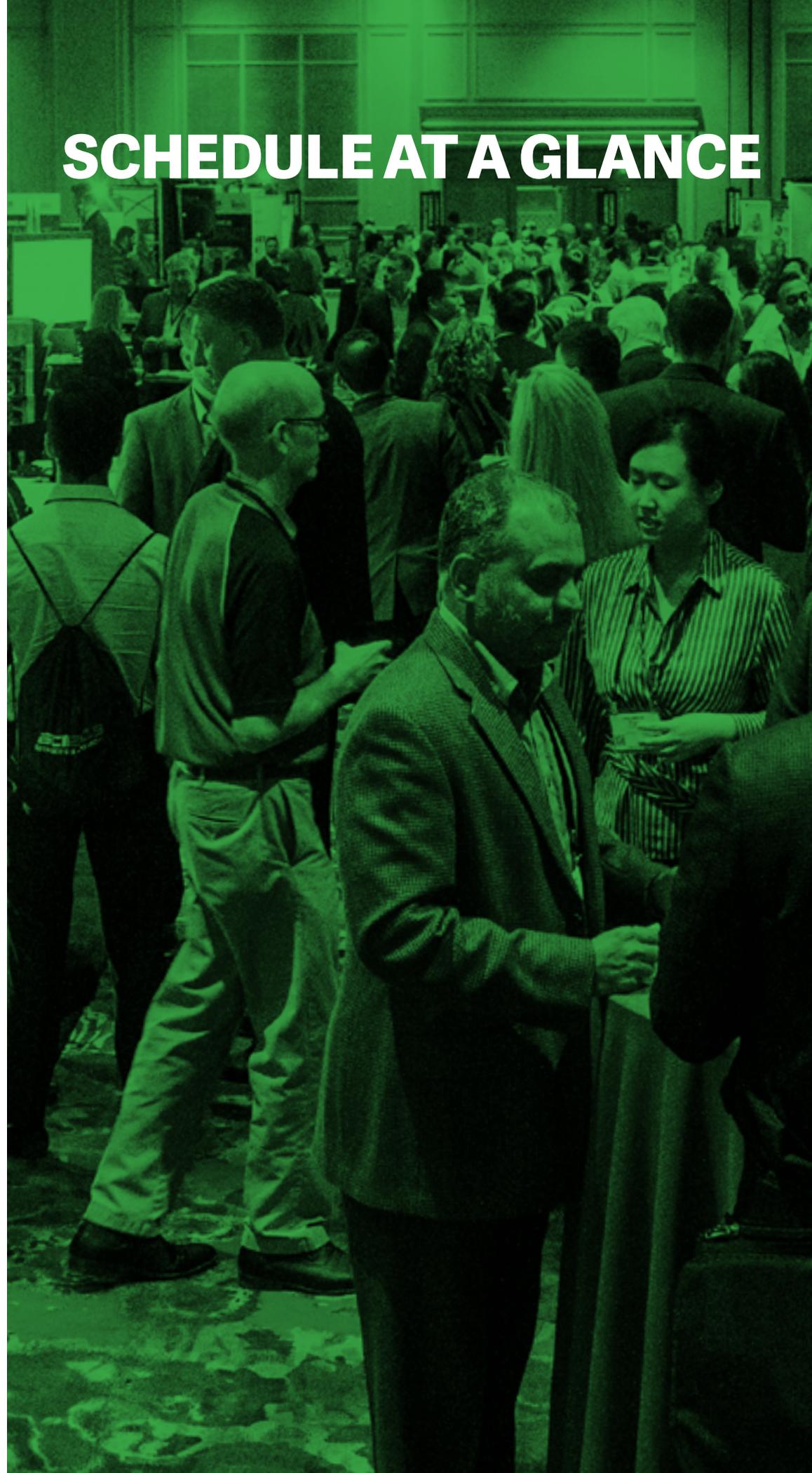
May 13, 2020  
Houston, Texas

October 22, 2020  
Chicago, Illinois

### Price

ASCM member \$399  
Nonmember \$499

# SCHEDULE AT A GLANCE



Register at [ascm.org/events](https://ascm.org/events)

## ASCM 2020 Events Calendar

February	12	<b>Sales and Operations Planning</b> Chicago, Illinois	August	18	<b>Sales &amp; Operations Planning</b> Chicago, Illinois
	13	<b>S&amp;OP Workshop</b> Chicago, Illinois		19	<b>S&amp;OP Workshop</b> Chicago, Illinois
March	11	<b>Supply Chain Risk Management</b> Mahwah, New Jersey	September	20	<b>S&amp;OP Workshop</b> Chicago, Illinois
	17	<b>Principles of Demand Management</b> Chicago, Illinois		27	<b>Sales &amp; Operations Planning</b> Atlanta, Georgia
	18	<b>Principles of Inventory Accuracy</b> Chicago, Illinois		12	<b>Principles of Distribution &amp; Logistics</b> New Orleans, Louisiana
	18	<b>Sales &amp; Operations Planning</b> Mahwah, New Jersey		12	<b>Principles of MRP</b> New Orleans, Louisiana
	19	<b>Principles of MRP</b> Chicago, Illinois		12	<b>Sales &amp; Operations Planning</b> New Orleans, Louisiana
	25	<b>Sales and Operations Planning</b> Chicago, Illinois		12	<b>Supply Chain Risk Management</b> New Orleans, Louisiana
April	26	<b>S&amp;OP Workshop</b> Chicago, Illinois	October	13-15	<b>ASCM 2020</b> New Orleans, Louisiana
	21	<b>Supply Chain Risk Management</b> Chicago, Illinois		8	<b>Principles of Distribution &amp; Logistics</b> Chicago, Illinois
	22	<b>Sales and Operations Planning</b> Chicago, Illinois		14	<b>Sales &amp; Operations Planning</b> Chicago, Illinois
	23	<b>S&amp;OP Workshop</b> Chicago, Illinois		15	<b>S&amp;OP Workshop</b> Chicago, Illinois
May	30	<b>Principles of Distribution &amp; Logistics</b> Chicago, Illinois	21	<b>Principles of Demand Management</b> Chicago, Illinois	
	12	<b>Principles of Demand Management</b> Houston, Texas	22	<b>Principles of Inventory Accuracy</b> Chicago, Illinois	
	13	<b>Principles of Inventory Accuracy</b> Houston, Texas	23	<b>Principles of MRP</b> Chicago, Illinois	
	14	<b>Principles of MRP</b> Houston, Texas	29	<b>Sales &amp; Operations Planning</b> Seattle, Washington	
	20	<b>Sales &amp; Operations Planning</b> Chicago, Illinois	November	4	<b>Supply Chain Risk Management</b> Chicago, Illinois
21	<b>S&amp;OP Workshop</b> Chicago, Illinois	18		<b>Sales &amp; Operations Planning</b> Chicago, Illinois	
June	17	<b>Sales &amp; Operations Planning</b> Chicago, Illinois	19	<b>S&amp;OP Workshop</b> Chicago, Illinois	
	18-19	<b>Best of the Best S&amp;OP Conference</b> Chicago, Illinois			

**ASCM Customer Service and Cancellation Disclaimer**

For questions regarding any of these events, please contact ASCM Customer Service at +1-800-444-2742 or [support@ascm.org](mailto:support@ascm.org). ASCM reserves the right to cancel or reschedule any training or event at its discretion. Registrants will be notified personally and given the opportunity to reschedule or have their full registration fees reimbursed.



## ABOUT ASCM

The Association for Supply Chain Management (ASCM) is the global leader in supply chain organizational transformation, innovation and leadership. As the largest nonprofit association for supply chain, ASCM is an unbiased partner, connecting companies around the world to the newest thought leadership on all aspects of supply chain. ASCM is built on a foundation of APICS certification and training spanning 60 years. Now, ASCM is driving innovation in the industry with new products, services and partnerships that enable companies to further optimize their supply chains, secure their competitive advantage and positively impact their bottom lines.

**For more information, visit [ascm.org](http://ascm.org).**