



# EYEON SWITZERLAND AGENDA 2018

We are proud to present our full agenda of events for 2018 dedicated to the Swiss community. As the world faces increasing and at times unprecedented changes, these events aim at sharing, inspiring and strengthening the community of practitioners on the frontlines of Planning and forecasting. More than 200 companies participated in our previous editions of events in Switzerland, The Netherlands, Belgium, Germany and Ireland, thereby confirming the interest for this community of practice. The network allows you to share experiences and best-practices concerning Planning and Forecasting with peer companies. Joining the EyeOn events allows you to discuss the challenges that you are facing in your day-to-day business. Participation of these events are free-of charge.

## Quarterly events

Objective: These events are an opportunity to meet with industry peers and interact with like-minded professionals on planning and forecasting in an open atmosphere.

### 1. Orchestrating demand with big data

Date: March 21st, 2018

Time: 13.00-17.00

Location: Zurich, Switzerland

#### How to use big data in Planning & Forecasting ?

This event will address the opportunities of connecting big data, internet of things and the use of machine learning to supply chain planning and forecasting processes.

Topics at this event:

Supply chains are changing:

They are becoming more dynamic, inter-connected and omni channel thus increasing the need in supply chain management to sense, understand and predict user end behavior.

A continuous flow of big data is becoming available to enhance the forecasting & Supply Chain planning processes. Advanced analytics, omni-planning & forecast processes as well as data scientist skills are key success factors.

Start today by getting the maximum out of current data and materialize benefits in how to collect business rules and assumptions:

- Segmentation
- Forecasting & demand management
- Inventory management
- Enhance processes step by step using big data

### 2. Planning & Analytics Visualized

Date: April 24th, 2018

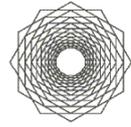
Time: from 13.00-17.00

Location : Geneva, Switzerland

Connected planning approach bringing sales and operations together

Planning and forecasting are becoming increasingly challenging. This includes factors such as an uncertainty of demand, supply complexity, use of analytics, big data, omni channel, high promotional pressure, globalization, etc. In today's market, planning and forecasting needs to be agile and capable of responding quickly to ever changing dynamics and circumstances.

Traditional systems lack the necessary speed in this changing and demanding world. Variations in plans need to be analyzed and visualized in minutes, instead of hours. Analytics lead to



new insights that will trigger a need to be updated in the plans, the outcome of scenarios need to be visualized. The combination of Anaplan (Planning & Forecasting) and Tableau (Analytics & Visualization) supports the required agility that today's business demands.

During this event, EyeOn will demonstrate the ability to create and adjust plans, run scenarios and see the instant effect in beautiful dashboards to start your visual analytics... all in just a few minutes! Based on a combined demo of Anaplan & Tableau we will show the strength of each platform and its combined ability to support your daily job and decision-making processes.

EyeOn is an independent software partner of Anaplan and Tableau. We have extensive experience in the implementation and support of both platforms.

### 3. Next level inventory planning

Date: May 15th, 2018

Time: from 13.00-17.00

Location: Basel, Switzerland

High service, low costs, every day

Improve service levels, reduce obsolescence, improve cash position, reduce time-to-market, or simply be more adaptable to changes and events: there are many reasons why companies may want to reduce the amount of inventory in their supply chain. Finally, the costs of keeping inventory in the range of 20%-30%. Reducing inventories while at the same time getting a better grip on service levels can typically be achieved with simple means.

Topics at this event:

- How to collect Business rules and assumptions
- Data collection and validation
- Execution analysis
- Lead time analysis
- Forecast and demand analysis
- Categorization
- Safety stock analysis

### 4. Forecasting and predictive analytics

Date: September 12th, 2018

Time: from 13.00-17.00

Location: Zug, Switzerland

The best possible Forecast!

Despite efforts over the past decades to increase flexibility within the value chain, forecasting demand still plays a prominent role in many company operations. The entire value chain and how it operates is triggered by the customers' expected demand.

The quality of the forecasted demand has a major impact on the quality in terms of customer service levels, inventory levels and cost levels. A continuous flow of data is becoming available to enhance forecasting and supply chain planning processes. This might be highly structured transactional data or an unstructured external big data. Advanced analytics, omni-planning & forecast processes and data science skills are considered key success factors.

EyeOn invites you to join this network event on managing demand with predictive analytics. Based on concrete examples from practice we will discuss how to use (big) data in predictive analytics and how to structure your demand planning process & organization in the most effective way.

### 5. Take the next step from S&OP to IBP

Date: November 6th, 2018

Time: from 13.00-17.00

Location: Geneva, Switzerland

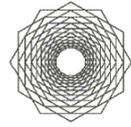
The journey from S&OP to IBP

Today, sales and operations planning (S&OP) is considered to be the key means to execute corporate strategy. A successful S&OP process aligns an organization strategically to execute tactically. But the road to S&OP excellence is often hampered by complexity. For instance, data acquisition and analysis or process governance may be difficult to achieve, resulting in the process becoming hard to execute.

Research shows that setting up a successful S&OP often falls short for the following reasons:

- Lack of clarity of planning objectives
- Lack of effective decision making
- Irregularity of process
- Lack of use of statistics
- Lack of focus on where value can be added
- Inadequate baseline-demand-forecast and event-planning
- Limited insight into (potential) supply issues & risks
- Poorly differentiated product and service-level requirements
- Poorly anticipated product portfolio changes
- Use of IT tools that do not adequately support the planning process

In this context, EyeOn has introduced 12 building blocks that compress the path for companies towards achieving game-changing benefits by following a step-by-step approach to S&OP success. We will introduce the EyeOn 12 building blocks that address all of the above issues.



## Inspiration from our idealabs

We would like to inspire you in the morning. This is a simple and effective way to start your day energized, full of new ideas and new connections.

After the initial breakfast served from 7.30-8.00, the session then breaks into a presentation (30 min max) run by one of our experts. These meetings are a mix of seminars, mini workshops, general networking and keynote speaker presentations – there is something for everyone.

1. S&OP: It is all about change towards the right behavior  
Geneva - March 20, 2018
2. S&OP Maturity – 12 building blocks to effectively rally S&OP decisions around strategic goals  
Basel- April 25, 2018
3. Forecasting to the next level  
Zurich – May 16 2018
4. Big Data and Demand Management; the headphones case  
Basel - September 13, 2018
5. Stay in Planning Control during Mergers and Acquisitions  
Zug – November 7, 2018

## Advance your career in Supply Chain Planning & forecasting master classes

In five content master classes, EyeOn's experts educate forecasting and planning practitioners (on both operational and managerial level) in the planning-process fundamentals and key success factors. Academic frameworks, proven implementation methodologies, best-in-class industry practices and interactive exercises train how to define and execute sustainable improvements in planning processes to increase quality, speed and effectiveness.

April 2018

10-11: Inventory management (Aarle-Rixtel)

17-18: Robust supply planning (Aarle-Rixtel)

June 2018

20-21: Effective customer driven S&OP (Antwerp)

September 2018

19-20: Effective customer driven S&OP (Basel)

October 2018

3-5: Forecasting & demand management (Antwerp)

10-11: Robust supply planning (Aarle-Rixtel)

November 2018

7-8: Inventory management (Antwerp)

15: Improve your planning & forecasting with analytics (Aarle-Rixtel)



#### What does EyeOn stand for?

EyeOn helps large companies in running the best possible planning process for steering their business. In order to be successful, large companies continuously have to combat the natural tendency to increase internal complexity. EyeOn is convinced that the quality of their planning processes, focusing at driving the business as an integrated whole, is the discriminating factor. We help our clients to design, implement and execute excellent planning processes.

#### Interested?

If you are interested to join one of the events you can sign up by sending an e-mail to: [academy@eyeon.nl](mailto:academy@eyeon.nl). We look forward to welcome you on one of the events!

For more information visit [www.EyeOn.eu](http://www.EyeOn.eu) or contact one of the members of the EyeOn Switzerland team:

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