



**Presents:**

## **APICS Sales & Operations Planning (S&OP) Online Course**

**March 7, 14, 21 & 28, 2023**

**5:00pm – 7:00pm MT**

Expand your knowledge and understanding with a broad range of topics in Sales & Operations Planning. Improve your skills by learning the latest trends and best practices.

### **S&OP Topics Include:**

- Sales & Operations Planning Overview and Definition, Organizations with Separate and Integrated Business Plans, S&OP: Balancing Act, In the MPC System, Inputs and Outputs, Planning Process
- Determining Product Families, Planning Inputs, Summary of S&OP Outputs
- Understanding the MTS and MTO S&OP Grids, Monthly S&OP Planning Process
- Data Gathering, Demand Planning, Supply Planning, Pre-S&OP Meeting, Executive S&OP Meeting
- Benefits of S&OP, S&OP Summary

### **Colorado Chapter Course for S&OP:**

- Instructor-led online course
- **Class includes Online class instruction, digital student materials/books**
- \$380 for Education-Level and Associate Members, \$480 for all others

**Register Online at:**

<https://colorado.ascm.org/Education>

**If you have questions regarding this program please contact:**

**Honey Johnson, VP of Education at  
(303) 421-0797 or [hjohnson@mss-technologies.com](mailto:hjohnson@mss-technologies.com)**

**Or**

**Roger Harris, President and Coach at [rharris@mss-technologies.com](mailto:rharris@mss-technologies.com)**



"It (S&OP Class) was fantastic. I think it was a huge eye opener for everyone involved and showed us a lot of gaps we have where we need to focus our efforts. I've received nothing but positive feedback on the class so far. Everyone is really getting a lot from it." **Rachael LaFollette, CPIM, Supply Chain Planning Manager, AlloSource**