

# 7 Simple Steps to S&OP Planning

written by Lauri Moon | September 15, 2020

How does your organization strategize across departments? Do you have accurate forecasts or do you frequently run out of stock out or raw materials? What do you do when there's an unexpected major change of plans? It's a challenge to make sense of all the data, know the current state of your inventory, and have a manageable Sales & Operations planning process. Olde Thompson find themselves one step ahead of their competition with a formal S&OP process, seeing an increase in revenue and customer satisfaction. Join Plex DemandCaster Supply Chain Planning and Olde Thompson to hear firsthand how making data-informed decisions can transform your business.

During this webinar you'll learn:

- 7 steps for successful Supply Chain Planning
- How to plan during good and difficult times
- How S&OP can help reduce inventory levels
- How to anticipate multiple scenarios for the future

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## Speakers



## **Ara Surenian, Sr. Director, DemandCaster Product and Engineering, Plex**

Ara Surenian is supply chain visionary with over 30 years of manufacturing and technology experience. He currently leads product management and engineering for Plex DemandCaster Supply Chain Planning Suite otherwise known as DemandCaster, the industry's first cloud-based supply chain planning solution. Ara was the Founder and President of the consultancy Cadent Resources, Inc. where he consulted with 100's of companies helping them improve their manufacturing and supply chain performance. Prior to leading Cadent, Ara honed his supply chain expertise as a turn-around consultant at Jacquard Associates, as a Plant Manager at Universal Superabrasives, Inc., a division of St. Gobain International, and as a mechanical engineer at Raytheon's Missile Systems Division. He holds an MBA with a specialization in Strategic and Entrepreneurial Management from the University of Illinois and a Bachelor of Science in Mechanical Engineering from Northeastern University in Boston. Ara is a member of the Association for Supply Chain Management and the Institute of Business Forecasting.



## **Marcus Merchant, Director of IT, Olde Thompson**

Marcus Merchant is the Director of IT at Olde Thompson based in Southern California. Marcus has worked in his field for over 20 years, and has previous experience in LAN/WAN technologies, VoIP, Security, various Microsoft server platforms, and the Avaya Product Line. At Olde Thompson, Marcus is heavily involved in Operational Improvement, ERP Strategy, Business Intelligence, and just a little bit of IT. Personal interests include hockey, blockchain, and how to survive having three girls.

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