

Center for Operational Excellence

Sales and Operations Planning Forum

Sales and Operations: What Is It & How To Make It Work

Friday, April 4, 2008

12:30 p.m. – 4:30 p.m.

Fisher College of Business

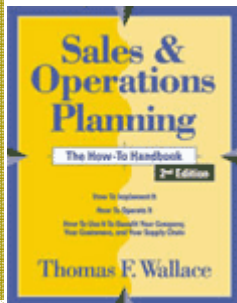
315 Gerlach Hall



Tom Wallace

Sales and operations planning (S&OP) is a set of decision-making processes to balance demand and supply, to integrate financial planning and operational planning, and to link high level strategic plans with day-to-day operations. His mission is to help executives and managers acquire superior processes for decision-making; tools that are essential in a complex, rapidly changing environment that puts a premium on high customer service, wide product variety, quick response, and low cost.

Tom Wallace is a writer and educator specializing in Sales & Operations Planning, Sales Forecasting, Demand Management and Resource Planning. He has developed and taught a variety of seminars to over 10,000 executives, managers and specialists at professional, industry and corporate meetings in the U.S., Canada, U.K., and Australia. Tom consulted with Boeing, Guinness, Honda, Microsoft, Pfizer, Pitney-Bowes, Procter & Gamble, and others. He is currently a Distinguished Fellow of The Ohio State University's Center for Operational Excellence.



The COE will provide a complimentary copy of Tom Wallace's recent book, "Sales & Operations Planning: The How-To Handbook, 3rd Edition" to our member companies attending this forum.

To register for this event please email Jackie Grueser at Grueser.1@osu.edu or call (614) 292-1275.



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