

Master Scheduling and Rough Cut Capacity Master Class



DO ANY OF THESE PROBLEMS SOUND FAMILIAR TO YOU?

- Poor customer service levels
- Too much work in progress
- Too much stock
- Not enough stock
- Schedule turbulence
- Low supplier delivery performance
- Fire fighting throughout the company
- Ineffective simulation activities
- Past due work/purchase orders
- Erratic capacity utilisation
- Expediting in purchasing and manufacturing
- Inaccurate data being fed to the Executive S&OP meeting

If you answered yes, you have Master Scheduling issues that can be resolved with a better understanding of world-class master scheduling processes.

FORMAT

A **master class** is a class given to talented students of a particular discipline by an expert of that discipline. Phil Heenan (the expert), will show you (the talented practitioner), how to get the best use out of your ERP software system, manage inventories and capacity effectively, and ensure your senior management team is utilising the best data to drive their decision making at the S&OP meeting.

Many real life examples, and the most recent checklists will be provided for you to take home, including safety stock simulation software that you can use to hit the inventory investment level that your M.D. wants.

This One-Day Master Class will focus on the Master Scheduling process and the relationship between Executive S&OP and Operational S&OP.

RECOMMENDED FOR

The Managing Director of small firms and his/her direct reports, S&OP/ERP project team members, personnel from - Demand Management, Order Entry, Customer Service, IT staff, Master Schedulers, Production Planners, Inventory Controllers, Capacity Planners, and key middle managers involved in the pre-S&OP meetings, ie. Demand, Supply and Partnership steps.

OBJECTIVES

Master Scheduling is one of the most critical areas within a Sales & Operations Planning (S&OP) process, and really determines the value you get from your ERP system. It has, as input, sales forecasts, sales plans, actual orders, capacities, order quantities, lead times, maintenance schedules, and safety stocks.

It becomes the "Master" of all other schedules and drives the detailed material planning process. It can provide Finance with information on finished goods stocks, overhead recoveries of labour hours, and financials on work in progress and purchased items. Managing your supply chain is now recognized as a competitive edge in today's business environment. Without an effective Master Schedule this is not possible.

CONTENT

1. Overview of: Master Scheduling, Operational S&OP, and Executive S&OP.

This section of the class gives a brief overview of the development of the S&OP philosophy and the role that Master scheduling must play to be successful in company planning and control.

The difference between Executive and Operational S&OP will also be defined.

2. The Purpose of the Master (Supply or Production) Schedule.

Most organisations have outlaid large sums of money on an "automated" finished item (master scheduling or distribution requirements planning) planning process, and yet personnel over ride the "system" and create manual methods to control inventory levels. This creates dysfunctional plans, ineffective schedules, and destroys the justification of approving the "system" in the first place. This session provides an insight into world class planning and control processes, why the MPS "grid" replaced MRP, and the key role that the Master Schedule now plays.

3. Demand Management and the Relationship to the Master Schedule.

Forecasts drive the Master Scheduling process. However, it is how you manage demand that will determine your customer service levels. This section of the class covers the logical steps involved in ensuring accurate forecasts, and in addition, the strategies you can use to overcome inaccurate forecasts. Key forecast accuracy measures will also be addressed.

4. Executive Sales & Operations Planning.

Executive S&OP can either be the driver of the Master Schedule (popular in America) or a check on the aggregation of the Master Schedule. This part of the class covers the critical steps in an effective S&OP process, the latest books, videos and checklists on the subject, including the person who invented S&OP Richard Ling (see: www.lingcoldrick.com for the history of S&OP within America and Australia). Key company performance measures will be presented and templates will be made available for you to utilise in your own organisation.

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5. Capacity Planning and the Master Schedule.

In most organisations there are three capacity planning processes with advanced approaches also now surfacing. Using the correct approaches ensures the capacity equation is addressed, not just the material side which is driven by Material Requirements Planning. Resource Requirements Planning, Rough Cut Capacity Planning (incredibly simple and effective), Capacity Requirements Planning, are all addressed and the emphasis of each process discussed.

6. The Changing Master Scheduling Environment.

Due to advanced planning and scheduling systems and constraint based methodologies more advanced approaches are now available to companies both within their internal and external supply chain environments. In fact, Andre Martin the inventor of Distribution Requirements Planning is now helping companies in America forecast and plan at the Retail level within supply chains using a process called "Flowcasting". This method as well as other advanced methods will be discussed in this section of the class including the challenges organisations

face when integrating these new concepts into current processes and technologies.

7. Implementation Tips and Performance Measures.

There are some real dangers for unsuspecting organisations being "guided" by people who have never achieved "Class A" levels of performance verified by internationally renowned experts. Key implementation steps for both Executive and Operational S&OP are outlined in this section of the class including what major benefits should be achieved. Critical performance measures will also be addressed. A "Cost Benefit Analysis" (CBA White Paper), by the most prolific author on S&OP can be viewed at www.heenan.com.au under the "Articles" section and you are free to use this in your own organisation to drive interest if you are still to get S&OP up and running.

FREE DVD INCLUDED

Attend the MPS Master Class conducted by Phil Heenan and receive a free copy of the "Advanced Master Scheduling – dealing with features and options" DVD developed by Partners For Excellence.

This approach to Master Scheduling is rarely seen within Australia but is

common in the USA. Normally sold for \$495.00 this represents great value and will be a great tool to use in your company. Get more detail on the DVD by going to:

www.partnersforexcellence.com

COURSE PRESENTER

Phil Heenan has been helping companies around the world since 1988 and was awarded the "Class A" award from Andy Coldrick, an S&OP pioneer in the UK, Europe and Australia. He was the first Project Manager in Victoria to be awarded Class A.

He was also the first independent person to be appointed an Authorised Education Provider (AEP), a Master CSCP and Master CPIM instructor within Australia, by APICS USA. Phil has been a member of Australasian PICS since 1978, gaining his CPIM in 1982, and became a member of APICS USA in 1984. He attended his first APICS conference in 1985 and teaches many of the APICS courses, publically and privately.



MPS/RCCP Master Class Time & Date: Monday, 23 February, 9am—5pm
Venue: Suite 8, 79 Chetwynd Street, North Melbourne

REGISTRATION
FORM

Fees: (please tick) Member \$715 (GST inc) Non Member \$935 (GST inc). Please fax back to **apics Victoria** on 03 9328 1100

Name: _____ Job Title: _____

Company: _____ Address: _____

Postcode: _____

Tel: _____ Email: _____

Payment Details: **Credit Card:** Visa Mastercard AMEX Card Number: _____

Expiry: _____ Name on Card: _____ Signature: _____