



SALES & OPERATIONS PLANNING WORKSHOP AND MINI PLANT TOUR

Achieving focus, alignment
and synchronisation between functions

THURSDAY 15th MARCH 2018, 09:00-16.30, MINI Plant, Oxford

Highlights

- Enables both sales and operations teams to have an insight into the challenges each function faces.
- Practical activity for sales and operational functions.
- Business simulation workshop focused on good S&OP processes.
- Tour a world-class manufacturing site.
- Greater understanding, collaboration and alignment between sales and operations.

Partnered with



EARLY BIRD OFFER

REGISTER AND PAY BEFORE 16TH FEBRUARY 2018 & SAVE £100 PER PERSON

SALES & OPERATIONS PLANNING WORKSHOP AND MINI FACTORY TOUR

THURSDAY 15TH MARCH 2018, 09:00-16.30,
MINI PLANT, OXFORD

COURSE DESCRIPTION

Designed for both sales and operations teams, this informative and practical day will provide insights and understanding into the key challenges faced by each function. The objectives of the day is to increase collaboration, alignment and synchronisation through Sales & Operations Planning.

Delivered at the MINI Plant, Oxford, the day's agenda involves a guided tour of the site from goods-in, final assembly and shipping. Followed by the S&OP business game simulation delivered by S&OP partner Mobius.

KEY BENEFITS AND TAKEAWAYS

- Enables both sales and operations teams to have an insight into the challenges each function faces and how improved S&OP alignment and collaboration can have serious benefits to the business.
- Behind the scenes tour of MINI Plant, Oxford, a leading world-class manufacturing facility.
- Recognise and communicate the need to change existing ways of working.
- Implement quick-wins identified during the workshop.
- Bring you key staff to participate in a practical business simulation that illustrates the key behaviours and learning to enable alignment and synchronisation in your business.
- After the workshop you will have increased focus to develop and implement streamlined business processes e.g. Forecasting, demand management, planning processes and continuous improvement initiatives.

WHO SHOULD ATTEND

- Sales and marketing professionals.
- Operational and production leaders.
- Demand, scheduling and planning managers.
- Supply chain and logistics professionals.
- Finance and procurement personal.
- Business owners/leaders looking to increase alignment and collaboration.



MORNING PLANT TOUR MINI PLANT TOUR



MINI Plant, Oxford is home to the five variations of MINI. The MINI Plant employs more than 4,000 people and uses over 1,000 robots. The MINI paint facility was the UK's second biggest construction project (after the Millennium Dome) and cost £80 million.

Delegates will visit all the stages of production and assembly. Starting with goods in through to studying the mixed model assembly line and see the finished product drive off the production line. Due to the size of the plant the length of tour is considerable and entails a significant amount of walking between lines. Open topped shoes and skirts are not allowed on the tour.

AFTERNOON S&OP BUSINESS SIMULATION WORKSHOP



The afternoon business simulations provides practical learning that illustrates the typical problems that arise in manufacturing companies. Delegates will be working in teams through practical exercises that highlights the challenges faced by key functions. The workshop demonstrates the benefits of an effective S&OP process and the importance of commercial and operational cross functional collaboration. Overall the workshop illustrates how good S&OP processes can provide bottom-line benefits to the business.

“This business simulation game certainly helped our staff to understand the benefits of the structured S&OP we implemented a couple of years ago. By mixing roles and groups, ‘supply’ people got insight in the challenges ‘sales’ people are facing and vice versa. It was a great experience that will last, as well as the key messages we hope, in the participants memories.”

Director Logistic Business Systems, Janssen Pharmaceuticals

DELEGATE FEES

EARLY BIRD £395.00* +VAT/per delegate

If booked and paid before Friday 16th February 2018.

LIST PRICE £495.00* +VAT/per delegate

If booked and paid after Friday 16th February 2018.

Need help registering or a inquiry about group discounts? Contact **Nicola Corcos** on **0161 298 5556** or email **nicola@truenorthexcellence.com**

Delegate Details

Title	Forename	Surname	Job Title	Fees £
				£
Partner Code		Sub Total (exc VAT) £		Grand Total (exc VAT) £

Company Name	
Company Address	
	Postcode
Tel No.	Fax No.
Email	

No contract between True North Excellence Ltd. and you in respect of your attendance at the seminar/s will come into existence unless and until True North Excellence Ltd. accepts your booking by issuing an email confirmation of acceptance to you. Places are subject to availability and please note that acceptance of booking requests is entirely at the discretion of True North Excellence Ltd.

By signing this registration, I hereby confirm that I have and read understood and agree to be bound by the Terms & Conditions.

Signed	Date	Name
		Job Title

Terms and Conditions

True North Excellence reserves the right to make changes to the programme, speaker or venue should this be necessary. Please note that we might film, record or photograph all, or part of our events. Footage, photography or audio may be broadcast after the event and used in a professional context.

Cancellation Policy: Should you be unable to attend, you are welcome to field a substitute delegate. The organisers (True North Excellence Ltd.) should be informed up to three working days before the departure date. A full refund will be paid if the delegate or his company cancels in writing within 30-days of the event, minus a £100 per delegate enrolment and administration fee. Regrettably we do not provide refunds less than 30-days before the event.

Payment by BACs

Account Name: True North Excellence Ltd **Bank:** HSBC **Account Number:** 62549093 **Sort Code:** 40-45-24

Payment by Card

Please find enclosed our cheque made payable to True North Excellence Ltd. for: £						
Please debit (Please tick)	Mastercard/Access		Visa		Debit Card	
Name on Card						
Card No.		Security Code (CVC)		Expiry Date		
Cardholder's Signature				Please invoice us quoting our purchase order No.		

FOUR WAYS TO REGISTER:

- 1 **Telephone:** +44 (0)161 298 5556
- 2 **Email:** nicola.corcos@truenorthexcellence.com
- 3 **Post this form to:** True North Excellence Ltd.,
Smithy Cottage, Stowford, Crewe,
Cheshire CW1 5XP.
- 4 **Book online:** Visit the course webpage to make secure online credit card payment by visiting www.truenorthexcellence.com/courses