



DEMAND DRIVEN INSTITUTE

CERTIFICATIONS

DDPP - DEMAND DRIVEN PLANNER PROFESSIONAL

DDLP - DEMAND DRIVEN LEADER PROFESSIONAL

WORKSHOP

DDBRIX - DEMAND DRIVEN



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ADVANCE

Operations Management School

DDPP - DEMAND DRIVEN PLANNER PROFESSIONAL CERTIFICATION DEMAND DRIVEN INSTITUTE (DDI)

In the course of a few years the **Demand Driven Planner Professional** programme of DDI (www.demanddriveninstitute.com) has become so important that it was mentioned in the **GARTNER Market Guide for Supply Chain Planning Certification Programs** as one of the 10 most important Planning programmes in the world. The programme deals with **DDMRP**, a method of planning and execution aimed at correcting the inadequacies of Material Requirements Planning (MRP), in the face of increasingly volatile and complex supply and production scenarios. In fact, the complexity and high variability of markets, supply and competition make the use of the **classic MRP system's standard planning techniques ever more difficult to use and not very useful**, since it is based on assumptions of predictability of sales and solidity of supply that are becoming more unrealistic every day.

In order to attune production and Supply Chain organization with these new contexts, new principles and methods must be applied. **The DDMRP** gives an innovative and concrete answer.

THE ADVANTAGES OF DDMRP

DDRP recombines elements of some of the most consolidated methods (MRP, Lean, Six Sigma, TOC) in a novel way, introducing absolutely innovative methods, such as **Decoupled explosion and Net Flow Position**, to guarantee that material, money and information flows are **automatically synchronized with demand and are most effective to the end of value production**: the latter becomes reality only when the demand is processed.

DDMRP is the key to strongly increasing the return on investment not only because it structurally reduces costs, but above all because it considerably increases **availability, opportunity for sales and supply capacity**.

This programme is the official course which prepares candidates for **Demand Driven Planner Professional (DDPP) Certification** by DDI, the Demand Driven Institute. The programme was designed for those responsible for planning, purchasing and managing other areas of the supply chain involved in carrying out improvement projects of an MRP system or for implementing and maintaining DDMRP implementation. At the end of the course each participant will receive a **statement of participation in the course by the Demand Driven Institute**.

Participants will then be able to choose to take the **Demand Driven Planner Professional (DDPP)** certification test. The test can be taken online.

Other programmes introduced by DDI have received very close attention from the international community of Supply Chain professionals. Amongst these we point out the **Demand Driven Leader Professional** and **Adaptive S&OP** programmes.

DETAILED PROGRAMME

Module 1: Planning in the Modern World

- The MRP Revolution
- Evidence of a Problem
- The New Normal

Module 2: The Importance of Flow

- Plossl's First Law
- Demonstrate Flow's importance in industry
- Plossl's Law Caveat
- The Bullwhip Effect

Module 3: Unlocking a Solution - Decoupling

Module 4: Becoming Demand Driven

- "MRP versus Lean" Conflict
- What "Demand Driven" really means
- Demand Driven Operating Model
- Demand Driven MRP

Module 5: Strategic Inventory Positioning

- Six Positioning Factor
- Decoupled Lead time
- Matrix Bill of Material

Module 6: Distribution Network Positioning

- Unique Distribution Positioning Factors
- Compare and contrast demand driven to push and promote
- Positioning across a supply chain

Module 7: Buffer Profiles and Levels

- Inventory - Asset or Liability
- Buffer Profiles
- Buffer Zones
- Calculating Buffer Levels

Module 8: Dynamic Buffer Adjustments

- Recalculated Adjustments
- Planned Adjustments
- Manual Adjustments
- Factors for Planning Adjustment Factors

Module 9: Demand Driven Planning

- Part Planning Designations
- DDMRP Planning Process
- Supply Order Generation for Stocked Items
- DDDRP Supply Order Generation Considerations
- Supply Generation for Non-Stocked Items
- Decoupled Explosion
- Prioritized Share

Module 10: Highly Visible and Collaborative Execution

- Challenging Priority by Due Date
- Buffer Status Alerts
- Synchronization Alerts
- Execution Collaboration

Module 11: DDMRP and the Operational Environment

- DDMRP Strategic Buffer Criteria
- DDMRP and Safety Stock
- DDMRP and Order Point
- DDMRP and Scheduling
- DDMRP and WIP Priority Management
- Compare/contrast MRP, Lean and DDMRP

Module 12: Demand Driven Sales and Operations Planning

- DDS&OP
- Analytics for Master Settings changes and model improvement
- DDS&OP protection for critical strategic impacts

Module 13: Program Summary

- Program Summary
- Expected Benefits of DDMRP
- Get Started with DDMRP

WHO SHOULD ATTEND

- Directors of Operations
- Supply Chain Managers and professionals
- Planning & Demand professionals
- Plant Managers
- ERP Consultants
- IT Managers
- Operations and Supply Chain Consultants
- Production and process engineers involved in the implementation of ERP and/or MRP
- Project Managers

DURATION

- ✓ 2 consecutive days

PARTICIPATION FEE

The fees are listed on the following websites:

- ✓ Italy: www.advanceschool.org
- ✓ Switzerland: www.advanceschool.ch

LOCATIONS

- ✓ Italy: Bologna, Milan
- ✓ Switzerland: Basel, Lausanne

ADVANCE

Operations Management School

DDL - DEMAND DRIVEN LEADER PROFESSIONAL CERTIFICATION DEMAND DRIVEN INSTITUTE (DDI)

The Demand Driven Leader Professional (DDL) is a new professional endorsement certification offered by the Demand Driven Institute (www.demanddriveninstitute.com)

The Demand Driven Leader programme teaches participants how apply the Demand Driven Operating Model and its principles in a context where there is a need to analyze and evaluate a business. The programme explains the DDMRP Operating model, the Demand Driven S&OP and related benefits. Participants learn how to manage both tactical and strategic factors in the DDMRP context.

The DDL course is primarily intended for function managers but can also benefit first line managers.

DETAILED PROGRAMME

Module 1: Today's Organizational Challenges

- Rise of Complexity
- Leadership's Challenge
- Flow as the Purpose
- The prerequisites for Relevant Information
- Conventional Distortion to Relevant Information

Module 2: Conventional Challenges to Flow

- Variability and Its Impact to Flow
- Distortions to relevant information and materials - Planning Systems
- Distortions to relevant information and materials - Finance
- The Need for Thoughtware

Module 3: A New Management Model Emerges

Module 4: The Demand Driven Operating Model

- Demand Driven Material Requirements Planning (DDMRP)
- Demand Driven Scheduling and Shop Floor Execution

Module 5: Flow-Based Metrics

Module 6: Demand Driven Sales and Operations Planning (DDS&OP)

- Tactical Configuration & Reconciliation
- Tactical Review
- Tactical Projection
- Tactical Exploitation
- Strategic Recommendation
- Adaptive Sales and Operations Planning (Adaptive S&OP)

Module 7: The Demand Driven Adaptive Enterprise Model Development Path

WHO SHOULD ATTEND

- Supply Chain Manager
- Supply Chain Analyst
- Finance Manager
- Sales Manager
- Continuous Improvement Manager
- Inventory Manager/Material Manager
- Process consultant
- S&OP Manager and staff
- Plant Manager
- IT Manager
- Project Manager

DURATION

- ✓ 2 consecutive days

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DDBRIX WORKSHOP - DEMAND DRIVEN

DEMAND DRIVEN INSTITUTE (DDI)

A unique experience of one day designed to accelerate the transfer of demand driven MRP knowledge. This "Serious" Game certified by DDI, takes the concepts of DDMRP and merges them into a game-like environment using Lego bricks.

Participants are divided into teams and they have to play with the bricks to see how DDMRP buffers optimize the flow of both materials and information. The course teaches how demand-driven planning and execution will increase order fulfilment, stabilise production, reduce working capital and alleviate stress. The course is designed for all company functions and requires a minimum of eight participants.

Some experience of the game:

- Improved Flow of materials and information
- Demand Driven MRP concepts
- Demand Driven Operating Model
- Variability and Its Impact to Flow
- Production stabilization
- Improved planning and execution with DDMRP
- Reduced Working Capital
- Flow Based metrics
- Improved visibility and ROI

WHO SHOULD ATTEND

- General Manager
- Sales
- Operations
- Finance
- Quality
- Marketing
- Planning
- IT
- Continuous Improvement
- Supply Chain

DURATION

- ✓ 1 day (8hrs)

PARTICIPATION FEE

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LOCATIONS

- ✓ Italy: Bologna, Milan.
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ENROLMENT FORM

Send to Advance, Operations Management School s.r.l.
Via M. D'Azeglio, 35 - 40123 Bologna
mail: info@advanceschool.org - fax: 051 0822618

Having read the conditions for enrolment, we ask that the following persons be enrolled:

Participant's Name.....Surname.....
Role.....Mobile Phone.....
Date of birth.....Email.....
Name of the Course.....Course Start Date.....

- Contact person for the enrolment:

Name.....Surname.....
(who will be notified of the confirmation for the course)
Tel. Fax Email.....

- Invoice to be made out to:

The Participant: Tax number..... Company Name.....
City.....Address.....
Post code Province..... VAT Registration Number.....
Business Sector.....

- Payment Method

Bank transfer to Banca Sella

IBAN IT 07 G 03268 02400 052484236510

Addressed to: ADVANCE Operations Management School s.r.l.

If written notification of cancellation is received by Advance between 15 and 10 days prior to the beginning of the course, 25% of the enrolment fee will be paid. For any annulments after this time, the full sum of the enrolment fee will be charged. If the minimum number of students enrolled in the course is not reached Advance will communicate the suspension of the course via fax or Email. In this case Advance's responsibility will be limited to the reimbursement of the enrolment fees received. The enrolment will be completed at the moment Advance receives this form duly completed and signed. Advance reserves the right to modify the dates of or to cancel the planned courses. In this case the interested parties will be notified of the variations as soon as possible. Any lessons not attended will not be recovered.

- For confirmation of enrolment:

DATE..... STAMP AND SIGNATURE.....

I declare that I have been informed and give my consent for my name to be included in the Advance database and for it to be used to inform me about future activities and initiatives, excluding the sharing of the same with third parties for any other reason.

Please, only mark the box at the side if you are not interested in this opportunity.

DATE..... STAMP AND SIGNATURE.....



Advance Operations Management School

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we educate to **excellence**