Capacity Planning for the Supply Chain

Apply these new capacity planning techniques to collaborate with suppliers and manage change and volatility.

Before the Great Recession, capacity management was taken for granted by many executives. There was also great dependence on suppliers to keep inventory on hand to cushion against uncertainty.

Today, capacity management is under great scrutiny. The question is not just about a company’s internal capability. With many suppliers consolidating or going out of business altogether, there’s uncertainty about whether the supply chain has the capability to fulfill customer demand.

A lot is at stake. If the supply chain partners don’t have the ability to meet demand, sales are lost. Yet, most companies are unwilling to invest the cash and capability to produce inventory in advance of actual demand.

This course on Capacity Planning for the Supply Chain focuses on how to implement a collaborative capacity planning process. It is insufficient today to focus solely on the company’s internal supply capability. The instructors teach participants how to work collaboratively with internal and external supply chain partners to optimize the ability to fulfill demand.
The instructors of this course teach proven techniques for working collaboratively within the internal and external supply chain. Participants will learn how to operate a process that creates flexibility in responding to change – in a way that optimizes customer service without gobbling up the company’s cash reserves.

**In this course, attendees will learn how to:**

- Perform analysis and scenario planning to determine the capacity plan for critical suppliers in the supply chain.
- Implement a process for determining, in a few hours (not weeks or months), whether or not internal and external suppliers have capacity to meet demand.
- Develop a process for replanning and realigning with supply chain partners as demand changes.
- Better collaborate with supply chain partners to better communicate information to optimize the performance of the supply chain.
- Conduct a self-analysis of the current capacity planning process to determine what needs to improve to make better capacity requirements decisions.

**Who will benefit from this course**

Vice-presidents and managers responsible for the internal and external supply chain, purchasing managers and buyers, and manufacturing and operations managers will benefit most from this course.
course agenda

**day one**
- Understanding the basics of capacity management.
- Integrating capacity planning into the S&OP/IBP process.
- Designing the capacity planning process to recognize different production environments.
- Creating and maintaining accurate data to support capacity plans for critical players in the supply chain.

**day two**
- Creating detailed capacity plans for the supply chain to ensure on-time delivery.
- Measuring, monitoring, and holding people accountable for the execution of the capacity plan.
- Practicing the knowledge learned in the course to effectively manage capacity.
- Implementing capacity planning improvements to ensure success.
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**about the instructors**

Jim Correll, a principal with Oliver Wight Americas since 1984, served eight years as chairman of Oliver Wight Americas and co-chairman of Oliver Wight International. As a consultant, he has assisted more than 20 companies attain Class A performance. These companies include numerous Caterpillar divisions, Imperial Tobacco, General Dynamics Land Systems, Martin Marietta Astronautics, Boeing Portland, and Tektronix, Inc. At Tektronix he served as the Class A implementation manager. In that capacity, he developed a new organizational structure, implemented new software, and designed and delivered an effective educational training program for both the new software and the behavior changes required to obtain bottom-line results. Jim has an extensive background in instructing public and private courses. In addition to several articles and white papers, Jim co-authored two books: Gaining Control: Managing Capacity and Priorities, Third Edition, and the newest Oliver Wight publication, Achieving Class A Business Excellence – An Executive’s Perspective.

Larry Curry, principal, joined Oliver Wight Americas in 1984 and served on the board for six years. In addition to his extensive background teaching the Oliver Wight public and private courses, Larry consults with a wide range of clients including companies in the aerospace and defense industries. With 19 years of experience in manufacturing, Larry was actively involved in the implementation of MRP II at Intel Corporation as well as the Class A MRP II implementation at Hyster Company. During his last six years there, he held management positions in capacity planning and several areas of material planning. He was also responsible for engineering change control and new product introduction.

Ben Sellers, a principal and board member with Oliver Wight Americas, is a consultant and educator providing companies with guidance on the design and implementation of effective business processes. He is a certified Six Sigma Black Belt and lean practitioner. Ben has “hands-on” manufacturing experience helping companies achieve significant results in the areas of Sales and Operations Planning, Master Scheduling, and Lean Manufacturing. Ben is currently working with clients to implement Sales and Operations Planning and the Oliver Wight Enterprise Sales and Operations Planning Tool. Prior to joining Oliver Wight, Ben spent over 10 years with Fortune 100 companies holding positions such as Supply Chain Manager, Continuous Improvement Manager, Master Scheduling Manager and Industrial Engineer, among others. At Caterpillar, he was instrumental in their Class A efforts and certification. Ben occasionally speaks at APICS chapter events on the benefits of integrated business process improvement initiatives. He co-instructs the Oliver Wight Master Scheduling Course.
the journey to business excellence

Oliver Wight principals are leading business improvement specialists who educate, coach, and mentor people to lead and sustain change on the journey to business excellence and outstanding business performance. Oliver Wight is a worldwide consultancy with offices throughout Europe, in North and South America and the Asia/Pacific region.

At the leading edge of management thinking and practice, our focus on integrated business planning and integrated planning and control lie at the heart of client journeys to business excellence. Our models addresses all aspects of company planning and execution from the boardroom to working levels in manufacturing and service sectors. It provides one common agenda for your company with one set of numbers and one set of priorities. It links diverse processes in managing the extended supply chain, product and customer portfolios, customer demand, and strategic planning into one seamless management process.

The renowned ‘Proven Path’ process for change management lies at the heart of our approach to ‘Integrated Change Management.’ This integrates your strategic journey to excellence through major project management to everyday improvement programs ensuring they are visible and contribute to company goals. This process promotes sustainable change through line ownership for successful ongoing management, accelerating management processes and controlling waste and variability.

Course Duration and Hotels
The course runs two days, beginning at 8:00 a.m. on the first day and ending at 3:00 p.m. on the last day. As a convenience for participants, we reserve hotel rooms in the hotels where the courses are held. Just let us know your needs at the time of booking into the course.