



### Client's Views

"This is a really glorious and splendid activity and we can resolve all **planning and development, procurement, marketing, sales and logistics** issues through your provided material/stuff along with your training principles and advices. "We can watch, read, or download information about almost anything these days. It pays, though to discern between useful knowledge and that which merely clutters our life and takes up time that we'd rather spend on more profitable pursuits" Once again thanks because I've spent only two days with you to make useful my all days in Future."

Please email to [atyourservice@shahzadtc.com](mailto:atyourservice@shahzadtc.com) for nomination and payment details

### Shahzad Training & Consulting International (STCI)

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*Language:* English

*Duration:* 1 ½ - 1 ¾ Days

*Target Audience:* Supply Chain Managers, Planning Managers of **Companies Dealing in Product Sales**

### Supply Chain Management

#### *Smart Supply Chain:*

A smart supply chain setup is one that increases Sales and Reduces Inventory and System Cost. This requires an in-depth business analysis and a corresponding organization.

#### *Components of Smart Supply Chain:*

Supply chain has a wide scope; from determining the market demand to physical delivery of the product to the shelf.

1. Supply Chain Analysis & Setup
2. Supply Chain Organization
3. Integrated Planning
4. Demand Planning
5. Supply Planning
6. Logistics, Warehousing and Order, Shipping, and Billing (OSB)
7. Purchasing

### Supply & Demand Planning Skills

#### *Training Objectives:*

- To learn Demand Planning Concepts
- To practice Demand Planning Techniques
- To learn Finished Products Supply Planning Concepts
- To learn how to Plan for multiple warehouses
- To practice Finished Products Supply Planning Techniques
- To learn techniques for Finished Products Inventory Target Calculations
- To learn Inventory Reduction techniques

#### *Training Uniqueness:*

- **Practicality:** Focus on practical application of theory with real life examples from global companies
- **Monitoring:** Monthly updates on new concepts, quarterly monitoring of concepts implementation
- **Knowledge Management:** Extremely practical formats provided for use such as ABC Analysis Tools, Demand Planner, Supply Planner
- **Commitment Building:** Smart Purchasing Strategy Champions identified and recognized! Best Group Contest, Implementation Contest

#### *Trainer*

Ahsan S. Razzaq, Managing Director STCI, possess over 23 years of work experience in Supply Chain Management from companies like Procter & Gamble, Henkel, and Olayan Group in Pakistan and GCC. During his tenure at Olayan Group, his responsibilities included providing supply chain operational excellence support, centrally purchasing commonly purchased non-productive items, dealing with key customers for FMCG sectors and supporting implementation of Quality, Health & Safety and Environment (QHSE) management systems for all Olayan group operating companies. Prior to joining Olayan, Ahsan held the following positions of Planning & Purchasing Director, Riyadh, Saudi Arabia, for Henkel Saudi Arabia, and several supply chain position with Procter & Gamble (P&G) in Pakistan and Saudi Arabia. Ahsan studied Mechanical Engineering at Kansas State University, Kansas, USA and completed his Bachelor's Degree in 1992 and Master's degree in 1993. Ahsan is also certified auditor for Quality Management System (ISO 9001), Occupational Health & Safety Management System (ISO 18001) and Environmental Management System (ISO 14001).