



## BUSINESS FORECASTING – TRAINING & CERTIFICATION

ACUMONEY CONSULTING LLP

We bring you the in house training in business forecasting in collaboration with the Institute of Business Forecasting & Planning (IBF), USA.

The Institute of Business Forecasting & Planning (IBF)-est. 1982, is a membership organization recognized worldwide for fostering the growth of Demand Planning, Forecasting, and Sales & Operations Planning (S&OP).

The IBF provides education, benchmarking research, training, certification, conferences and advisory services on a global scale. IBF is instrumental in helping businesses increase cash flow, market-share, and growth by improving forecasting and planning performance.

The Demand Planning and Forecasting training is aimed at professionals involved in the field of planning, operations, marketing or supply chain. The goal of the training is to arm the professionals with level of knowledge that can have an immediate impact on company performance.

## BUSINESS FORECASTING TRAINING OUTLINE

1. Fundamentals of Demand Planning & Forecasting: People, Processes and Technology
2. The Demand Planning & Forecasting Process: Basics of Demand Forecasting and Their Drivers for Operations/Supply Chain Planning
3. Collaborative Processes: Sales & Operations Planning (S&OP) and Collaborative, Planning, Forecasting, & Replenishment (CPFR)
4. Data Management, Forecasting & Planning Error, and Measurement Metrics
5. Forecasting Models: Time Series Methods, & How to Select Which One to Use
6. Cause & Effect/ Regression Models for Forecasting & When They are Most Appropriate
7. New Product Forecasting & Planning: Making Decisions When Little or No Data is Available
8. Demand Planning & Forecasting Software Systems: Selection, Audits, and More
9. Corporate Benchmarks, Best Practices, and Gaining Buy-in Through Better Communication in Demand Planning & Forecasting

## CERTIFICATION

The IBF is a pioneer in developing a Demand Planning & Forecasting Certification program that helps boost credentials, as well as gives management greater confidence in its people.

The IBF offers two levels of certification:

1. **Certified Professional Forecaster (CPF®)**
2. **Advanced Certified Professional Forecaster (ACPF®)**

*Certifications exams are regularly conducted in India. However, depending on the strength of candidates it can also be conducted at the company premises.*

## BENEFITS FOR PROFESSIONALS

- Validate experience, knowledge, and skill-sets
- Enhance credentials, and advance your career
- Set an example for others in the department
- Become more recognized at the company, as well as in the field
- Pre-qualify for new positions in the field
- Improve career opportunities

## BENEFITS FOR COMPANIES

- Certified individuals are pre-qualified, allowing company to identify the right person for a Demand Planning & Forecasting position with ease
- Increase the value of forecasting & planning staff, department, and company
- More likely to improve company performance
- More likely to encourage internal collaboration/ consensus and build critical relationships
- Save time and resources in training! CPF or ACPF professionals already have a verified body of knowledge

## COMPANIES WITH IBF CERTIFICATION (PARTIAL LIST)

Abbott	Cooper Lighting	Goodyear	Noveon	Sony
Acuity Brands Lighting	Cordis	Graco Children's Products	Novozymes	Spring Industries
ADC Telecommunications	Corning Cable Systems	Grundfos Pump Corp.	Nuskin	Standard Textile, Inc.
Alberto Culver	Coty Inc.	Hanes Brands	Oberto	Sun Chemical
Alcatel-Lucent	Cummins	Heineken	Ogio, Intl.	Syngenta
American Italian Pasta Company	Day Spring Cards	Heinz	ON Semiconductor Corp.	SYSCO Food Systems
American Red Cross	Dealer Tire	Hewlett Packard	OnStar	TastyKake
American Textile Company	Delta	Hollister	Oracle Corporation	Tektronix
Amway	Delta Faucet	Hypro Pumps	Panasonic	Tennant Company Manufacturing
Anderson Windows	Deluxe Corporation	Infosys Technologies Ltd	Pepsico	Teva Pharmaceuticals
Andrew Corporation	Depuy Orthopaedics	Intuit	Pfizer, Inc.	Texas A&M University
Anteon Corp	DePuy Spine	Invitrogen	Pharmavite	The Boeing Company
AOL	Discover Financial	Ipex Inc.	Philip Morris	The Hartz Mountain Corp
AstraZeneca	Disney	John Deere	Prevost Parts	The Scotts Company
Aveda	Dorel Juvenile Group	Johnson & Johnson	Primus Canada	The Toro Company
Aventis Pharmaceuticals	Dorman Products	Juno Lighting Group	Procter & Gamble	Thermatru
Baker Oil Tools	Dow Corning	Lafarge North America	Quantum Corporation	Timberland
Barnes Distribution	Dupont	Land O'Lakes	Rand McNally	T-Mobile
BASF Corp	E & J Gallo Winery Canada	Lifescan	Research In Motion	Turtle Wax, Inc.
Baxter Healthcare	EAS	Lilly	Revlon	Tyson Foods
Bayer	East Penn Manufacturing	Logitech	Rich-Sea Pak Corp	Under Armour
Best Buy	Eaton Filtration GmbH	MAC	Roche Diagnostics	Unilever
Biomarin	Edmund Optics	Manhattan Toy	Rubbermaid	UnitedHealthcare
Black & Decker	Eircom	Maple Leaf Foods	Sanford	University of Notre Dame
British Gypsum	Elkay	McCormick	Sappi Fine Paper	USAA
Brown Forman	EMD Chemicals	Mead Johnson	Sara Lee	USG
Capital One	Emerson Process	Melaleuca	Sartomer	Victoria's Secret Stores
Carhartt	Emirates Telecommunication Cooperation	Mepha Ltd.	Satyam	Vi-Jon Laboratories
Cartech	Emyco	Merrill Lynch	Saudi Aramco	Wal-Mart Stores
Caterpillar	ESAB	Michelin	SBC Communications	Walt Disney World
Celgene	FedEx	Microsoft	SC Johnson	Welch's
Char-broil	Fisher Scientific	Mine Safety Appliances	SCA Tissue	Whirlpool
Chemtura	Fruit of the Loom	Monster Cable Products	Scholastic Book Fairs	Woodward
Chevron Texaco	Fuji Photo Film USA	Motorola Inc	Scunci International	World Kitchen
Cisco Systems	Gap	Nature's Path Foods	Sealed Air	Wrigley
Cleco, Inc.	GE	Neiman Marcus	Sears	Wyeth Pharmaceuticals
CNH Global	General Mills	Nestle	Shire Pharmaceuticals Inc	Xcel Energy
Con Edison	Georgia Pacific	Netjets	Sigma Aldrich	Yokohama Tire
Conros Corporation	GlaxoSmithKline	Nordstrom	Smith & Nephew	Zytec
Continental Tire	Globe Electric	Norfolk Southern Corporation		



***Institute of Business  
Forecasting & Planning***

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