



Sensing and Shaping the future Forecasting as an art and a science - key to successful S&OP

Forecasting is a critical process which underpins the numbers behind successful Sales and Operations Planning. Sales and Marketing need software to help them sense the market and make the right commercial judgement. They can then shape demand to deliver the business strategy. Supported by a robust assumption-based process, Operations will deliver a world-class service. What more do you need to compete?

[Delos](#) develops processes, people and organisations
[Exceedra](#) provide Insight and Planning solutions to improve business performance

Now at last you can get control of the future!

**Come, listen to the practical experience of our guest speakers :
Tim Griffiths MD at Hillingar (Cheshire) and Andy Dawkins MD at Faccenda (Oxford)**

11 October 2011 Cheshire or 12 October 2011 Oxford

**To book your place please email [Hellie Dullehan](mailto:helliedullehan@delospartnership.com) stating your preferred venue
helliedullehan@delospartnership.com**

exceedra

2010 Delos
Looking at your business another way