

# Adaptive Enterprise Foundations

## 2-day Workshop

### Introduction



Many companies lack a common vocabulary and understanding of supply chain management throughout all departments and levels of responsibility, from top managers and executives to planners, from experienced practitioners to novices.

The Adaptive Enterprise Foundations (AEF)<sup>TM</sup> program is designed to introduce into supply chain fundamentals and to demonstrate the conceptual differences between conventional supply chain approaches dominated by MPS, MRP and DRP and emerging flow-based approaches including the Demand Driven Adaptive Enterprise (DDAE) Model.

This course introduces the fundamentals of Demand Driven Supply Chain Management in the environment of the 21st century. On the basis of a critical review of the main traditional approaches and tools it shares how a demand driven and flow-centric supply chain model enables operational reliability, speed, agility, resilience, and eventually superior financial performance.

### Seminar Content

The Adaptive Enterprise Foundations (AEF)<sup>TM</sup> program is comprised of 8 parts:

- PART 1 - The Company and its Variable Environment
- PART 2 - Concepts of Supply Chain Management
- PART 3 - Fundamental Processes of all Companies
- PART 4 - Conventional IT Tools & Planning Systems
- PART 5 - Modern Flow Based Systems
- PART 6 - Demand Driven Flow
- PART 7 - Demand Driven Adaptive Enterprise (DDAE)
- PART 8 - Maturity Model to Become Adaptive

### Key Learnings

Participants to the Adaptive Enterprise Foundations (AEF)<sup>TM</sup> seminar will understand the evolution of planning and execution systems and the reason for and place of Demand Driven MRP (DDMRP) and the Demand Driven Operation Model (DDOM) in today's complex and volatile supply chains.

They will not only update their knowledge and understanding of supply chain fundamentals but also their soft skills required to turn a traditionally managed company into a dynamic, demand driven adaptive enterprise. This program will also introduce the different forms of buffers in order to protect and promote flow including time, stock, capacity and people skills.

### Seminar Didactics

The course is delivered in an innovative educational approach intended to share the modern vocabulary of supply chain management between all departments and all level of responsibilities including the shareholder. A business case novel written called *The Missing Links* as a detective story leads participants to the clues about how to move from traditional supply chain management to a demand driven model where promoting and protecting the flow of relevant information, goods and funds becomes everybody's common goal. This program promises to accelerate the enthusiasm for and proliferation of flow-based tactics throughout industry and large corporations. It is the ideal program to support large Demand Driven transformations. The seminars are delivered in English and all training materials are in English as well.



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## Target Audience

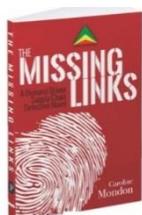
From Planners to the CEO including individuals in Human Resources, Marketing, Sales and Finance, inexperienced and experienced – all will benefit significantly from this course.

## Become Adaptive Enterprise Foundations Professional (AEFP)<sup>™</sup>

The Adaptive Enterprise Foundations (AEF)<sup>™</sup> Program is official preparatory education for the Adaptive Enterprise Foundations Professional (AEFP)<sup>™</sup>. AEFP<sup>™</sup> is a professional endorsement certification offered by the Demand Driven Institute, the global authority for Demand Driven education, training, certification and compliance. AEFP<sup>™</sup> demonstrates that an individual understands the conceptual differences between conventional supply chain approaches dominated by MPS, MRP and DRP and the emerging flow-based approaches including the Demand Driven Adaptive Enterprise (DDAE) Model, where also Sales and Operations Planning (S&OP) plays a central role.



## About the Missing Links



The Missing links is a Detective novel which leads the reader through the complexities of doing business in regional France. It is a business novel in the style of "the Goal" by Eli Goldratt. Caroline Mondon's book appeals to a wide variety of audiences particularly to those who wish to understand the complexities, problems and pressures faced in today's supply chains.

## Seminar Fees

**Onsite** € 1,590.- (plus VAT),

**Virtual Classroom** € 1,490.- (plus VAT),

including 2 training days, DDI training material, refreshments and lunch at the seminar location (onsite seminar).

## Registration

Questions about organization? Please contact Ms. Christine Matzner:  
seminar@pmi-m.de

### PMI Production Management Institute GmbH

Fraunhoferstr. 22  
82152 Planegg (Germany)  
Phone: +49 (89) 857 61 46  
<https://www.pmi-m.de>

