

## PUSHING FORWARD TOGETHER: YOUR ROLE & IBF

Membership is for Senior Executives, Department/Functional Heads, Directors, Managers, Leaders, Planners, and Analysts at all levels. Roles include those responsible for:

(partial list)

- Allocation Planning
- Big Data
- Brand & Product Management
- Business Development
- Call Volume Planning
- Collaborative Planning, Forecasting, & Replenishment (CPFR)
- Customer Service
- Data Scientist
- Demand Management
- Demand Signal Repository Management
- Distribution
- Economic Analysis
- Engineering
- ERP Implementation
- Finance
- Forecasting
- Information Technology
- Integrated Business Planning (IBP)
- Inventory Management
- Load Forecasting
- Logistics & Transportation
- Marketing
- Master Scheduling
- Materials Management
- Merchandise Planner
- Merchandising
- Mergers & Acquisition
- New Business/ Product Development
- New Product Forecasting & Planning
- Operations
- Predictive Analytics
- Procurement/ Buying/ Purchasing
- Product Life-Cycle Planning
- Production
- Promotions Planning
- Retail Collaboration
- Sales
- Sales & Operations Planning (S&OP)
- Sourcing
- Statistical Modeling
- Strategic Planning
- Supply Chain Management
- Trade Promotions
- Warehousing

## ABOUT IBF—The Global Leader In Forecasting & S&OP/IBP

The Institute of Business Forecasting & Planning - IBF is a membership organization recognized worldwide as the premier full-service provider of education, research, corporate training, e-Learning, certification, conferences and consulting in the fields of demand planning, forecasting and S&OP/ IBP. Since 1982, the IBF has helped businesses improve their forecasting and planning performance to enhance growth, optimize supply chains, and improve their bottom lines. No organization on the globe has as much depth in its educational content regarding demand planning, forecasting and S&OP as the IBF.

The IBF is known for two levels of certification: Certified Professional Forecaster (CPF®) and Advanced Certified Professional Forecaster (ACPF®). The IBF is also globally recognized for its world class publications, the Journal of Business Forecasting and its digital counterpart, [www.demand-planning.com](http://www.demand-planning.com).

# IBF Membership



## Fostering Innovation in S&OP/ IBP, Demand Planning & Forecasting

- **JOURNAL OF BUSINESS FORECASTING (JBF SUBSCRIPTION)**
- **FREE IBF TRAINING**
- **FREE ACCESS TO JBF ARTICLE LIBRARY**
- **RESEARCH REPORTS, BENCHMARK STUDIES**
- **VALUABLE FORECASTING TEMPLATES**
- **DISCOUNTED IBF EVENTS, TRAINING, AND CERTIFICATION**
- **NETWORK WITH 1000'S OF S&OP/ IBP, DEMAND PLANNING, FORECASTING, ANALYTICS, FP&A, AND SUPPLY CHAIN PROFESSIONALS GLOBALLY**



**Institute of Business  
Forecasting & Planning**

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## MEMBERSHIP FEES (\$USD):

### Individual Membership:

<input type="radio"/> 1 Year Membership	\$300
<input type="radio"/> 1 Year International Membership	\$350 <sup>†</sup>
<input type="radio"/> 2 Year Membership	\$575
<input type="radio"/> 2 Year International Membership	\$675 <sup>†</sup>

### Corporate Membership (8 Employees Maximum):

<input type="radio"/> 1 Year Membership	\$2200*
<input type="radio"/> 1 Year International Membership	\$2600* <sup>†</sup>
<input type="radio"/> 2 Year Membership	\$4200*
<input type="radio"/> 2 Year International Membership	\$5000* <sup>†</sup>

\*8 employees maximum <sup>†</sup>Refers to outside the U.S.A.

## 2 WAYS TO REGISTER:

1. Register On-line at: [www.ibf.org/ibfmembership](http://www.ibf.org/ibfmembership)
2. Complete form below and mail with check drawn from a USA bank payable to:

Institute of Business Forecasting  
350 Northern Boulevard  
Great Neck, New York, 11021 USA

PLEASE REGISTER THE FOLLOWING: (Photocopy if more than 1 Registrant)

First Name \_\_\_\_\_ Last Name / Surname \_\_\_\_\_

Job Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_ MS/Suite \_\_\_\_\_

City \_\_\_\_\_

State/Province/County \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Industry \_\_\_\_\_

Check  Payment Enclosed  Bill Company  Credit Card

Visa / Mastercard / American Express / Discover

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

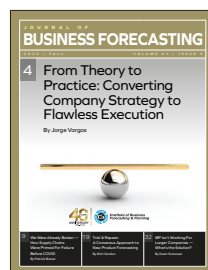
Signature \_\_\_\_\_

## IBF MEMBERSHIP BENEFITS



## JOURNAL OF BUSINESS FORECASTING

World Leading Insight & Thought Leadership



- Written for practitioners looking to expand their knowledge and apply best practices in their organizations
- Jargon-free articles on how to set up and maintain effective processes for better S&OP and IBP
- Insight into fundamental and advanced forecasting and analytics techniques for practitioners of all levels
- Written by leading professionals with experience in S&OP, demand planning, forecasting, supply chain planning, FP&A, and analytics
- Practical guides designed to improve KPIs including cash flow, forecast accuracy, inventory turns and customer service
- Thought leadership on the direction of the field and new ways to establish a competitive advantage

## IBF KNOWLEDGE LIBRARY

The World's Leading Planning & Forecasting Resource

- Membership puts all Journal of Business Forecasting articles and research since inception (1982) at your fingertips
- Download unlimited PDF files of articles based on your specific requirements
- Access hundreds of articles for all industries and topics including forecasting, demand planning, S&OP/IBP, supply chain planning, and FP&A
- There is no other body of knowledge in the forecasting and planning field as extensive or valuable as the IBF Knowledge Library

## BENCHMARKING RESEARCH REPORTS

How Do You Measure Up?

Find out how your company compares to "best in class" and identify areas for improvement. Get benchmark data for a range of KPI's including:

- Forecast error across different levels of aggregation and time horizons
- Management support for forecasting and S&OP
- Collaborative forecasting processes
- Forecasting ownership - where the function resides
- Types of forecasting models used
- Systems and software used

FOR FURTHER INFORMATION,  
PLEASE CONTACT US AT:

# NEFITS



## FREE TRAINING

*IBF Members now have access to free 1-day public training at select locations around the world. This is an exclusive benefit for members.*

**Contact us for details.  
Phone: +1.516.504.7576  
Email: info@ibf.org**



- Forecasting and supply chain salaries
- S&OP and IBP practices including levels of sophistication
- The number of SKUs managed by forecasters/demand planners

### COST OF FORECAST ERROR TEMPLATE

Get Valuable & Practical Resources

- Clearly show the value proposition for investing in S&OP/IBP, demand planning and forecasting resources with ready to use templates
- Convince leadership of the need for additional resources to build or improve the function
- Calculate how much you will save for each percentage of forecast error reduced, for both under- and over-forecasting

### GET YOUR SKILLS RECOGNIZED

Certification Program & Career Advice

- Members get discounts on the CPF/ ACPF Certification Program - the gold standard in S&OP/ IBP, demand planning, and forecasting certification
- Validate you and your team's S&OP/IBP, forecasting and demand planning knowledge
- Advance your career - many CPFs report that being CPF certified secured them a new job, promotion, or pay raise
- Build the best teams to improve customer service, reduce inventory and supply chain costs and increase forecast accuracy
- Members get advice on how to further career progression in forecasting and planning, with practical tips and networking
- Every Fortune 500 company has an IBF certified professional as part of their team. Get certified today!

#### Three Levels of Certification:

1. Certified Professional Forecaster (CPF)  
Earned by passing exams 1, 2 & 3
2. Advanced Certified Professional Forecaster (ACPF)  
After receiving CPF, earned by passing exams 4, 5, 6
3. Certified Professional Forecaster–Candidate (CPF-C)  
A starting point for students entering the job market

### POWER OF NETWORKING

Advance Your Career at IBF Events

- IBF members receive preferential pricing for all conferences and training events
- IBF's conferences and training allow you to keep pace with best

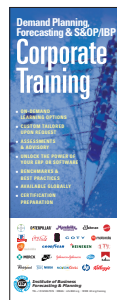
practices and latest advancements in S&OP/IBP, demand planning, forecasting, supply chain planning and more



- Gain exclusive access to members' only workshops and tutorials (up to \$1500 USD value)
- Network with experienced professionals and thought leaders from well-known companies around the globe
- Conference and training attendees receive practical solutions they can apply straight away
- Live online forecasting and planning education for those who cannot attend any given on-site event

### ON-SITE TRAINING & EDUCATION

Your Competitive Advantage

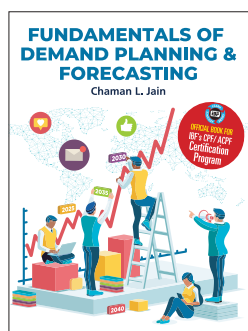


- IBF brings business forecasting and planning expertise to your office, anywhere in the world
- Companies that have utilized IBF's on-site training and education include GAP, Nestle, Heinz, Nike, Philip Morris, J&J, Pfizer, Rolls Royce, Motorola, Google, Whirlpool, Bayer, Caterpillar, Dupont, Good-year, Heineken, and more
- Receive hands-on training at your location of choice and receive relevant knowledge that can be used immediately
- On-site training is the perfect way to prepare staff for CPF/ ACPF exams with an expert facilitator guiding your team to success
- Members receive significant discounts

### IBF BOOKS

Learn from Global Thought Leaders in S&OP & Forecasting

Our books provide real-world knowledge helping you to improve forecasting and planning performance. Our latest books:



- **Fundamentals of Demand Planning & Forecasting**  
Chaman L. Jain
- **Predictive Analytics For Business Forecasting & Planning**  
J. Eric Wilson, ACPF
- **Sales and Operations Planning**  
Tom Wallace and Bob Stahl
- **Demand Driven Forecasting: A Structured Approach to Forecasting**  
Charles W. Chase, Jr.