

## OVERTAKING THE COMPETITION WITH S&OP

- *GRA presentations at S&OP Conference* -

### Melbourne, 27 August 2007

This year's S&OP Conference, to be held in Melbourne on 29 & 30 August, is themed 'faster and more accurate forecasting through business integration' and features international keynote presenter Mike Bonnici, European Forecasting Development, Heinz (UK).

GRA partner, Carter McNabb, will chair the event, and present on Day 1. His presentation, titled *Overtaking the Competition – S&OP at Super Cheap Auto*, will give attendees a rare insight into one of Australia's leading retailers; the challenges they faced and how they used S&OP as part of an overall supply chain management improvement program to gain and maintain a competitive advantage in an already challenging retail environment.

Peter Burgess, GRA Partner, will present *Selecting Software Tools for Forecasting* on Day 2. His presentation will focus on the importance of selecting the right forecasting tool and reveal tips and advice on the best approach, including a valuable list of "do's and don'ts".

GRA representatives will also be at the conference to discuss demand, inventory and supply chain optimisation. Please feel free to drop by and let us know about your current supply chain management challenges, or just to say hello.

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### About GRA

GRA is an expert consulting firm specialising in demand, inventory and supply chain optimisation. We combine expert knowledge with best-of-breed planning and optimisation systems to take your supply chain to the next level. Our experience is your experience, and we work side-by-side with our clients to ensure change is successful and benefits are sustainable. Guaranteed results are typically delivered within 8-12 weeks, and we aim for a minimum 3:1 ROI.

### For Further Information

#### GRA

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#### S&OP Conference

For more information visit  
[www.iqpc.com/au/sop](http://www.iqpc.com/au/sop) or call  
(02) 9223 2600

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