

Train and coach your team

Chosen by Qnity, Novo Nordisk and Vantage to train their planning teams.

Your planners solve real cases, build their own models and simulations, and apply the concepts the same day.

Demand and inventory planning, online or on site.

Taught by Nicolas Vandeput, author of three books on forecasting and inventory.

Nicolas Vandeput teaching at a supply chain event



One method for your whole team, taught by the author of the books

What we do	We train and coach your demand and inventory planners, and their managers, online or on site.
What changes	Your team speaks one language with sales and finance, and measures what each step of the process adds to the forecast.
How it runs	Live sessions where every participant practises, answers questions and plays supply chain games.
What you pick	Six courses, from demand planning to S&OP, then coaching after the course.
Who teaches	Nicolas Vandeput. He teaches master students at CentraleSupélec since 2020, and at Albert School and Mines Paris.
Next step	Tell us about your team and its goals at supchains.com/lets-talk .

Learners rate our courses, and thousands read the books

Our two courses on Udemy teach the same method as our live courses.

4.7 /5

Demand Forecasting KPIs for Supply Chain Planning, our online course: 574 ratings from 2,299 learners.

[Udemy, read on 15 October 2026.](#)

4.6 /5

Inventory Planning: How to Optimize Inventory Policies, our online course: 450 ratings from 2,031 learners.

[Udemy, read on 15 October 2026.](#)

15,000

copies sold of Nicolas's three books, where our method comes from.

Sales of the three books, 2018 to 2026.

79

companies trained or coached since 2017, in courses, coaching, workshops and business games.

SupChains client records, October 2026.

Demand Planning: where every team **starts**

Over the years, we developed our own way of doing demand and inventory planning. We call it the SupChains Way. Every course teaches it. We recommend that your team starts with the Demand Planning course.

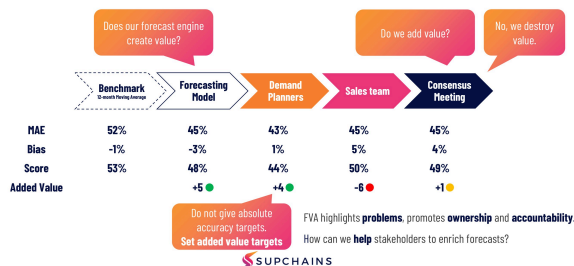
6 × 2 hours

Demand Planning

What demand forecasting should be about, how to measure planning success, and how to achieve it.

- 1 Demand versus sales: unconstrained demand, and the difference between forecasts, plans, budgets and targets
- 2 The right granularity and horizon for your supply decisions
- 3 Accuracy and bias, with metrics weighted by value instead of MAPE
- 4 Forecast Value Added: what each step of your process adds
- 5 Demand drivers, statistical models and machine learning
- 6 When planners should enrich the forecast, which products to review first, and how to avoid biases
- 7 New products, outliers, and five case studies: data errors, prices, shortages, promotions and Covid
- 8 The Beer Game, then your team assesses its own maturity in data, metrics, models and enrichment

Forecast Value Added



Forecasting KPIs:

never go for **MAPE** pick **MAE & BIAS**

the worst the best compromise

	MAE	MAPE	WMAPE	RMSE	MAE + BIAS
Ease of Interpretation	✓	✗	—	✗	—
No Systematic Bias	✗	✗✗	✗	✓	✓
Gives More Weight to Large Errors	✗	✗	✗	✓	✗
Robust to Outliers	✓	✗	✓	✗	✓
Handles Zero Values	✓	✗	✗	✓	✓
Works with Multiple Products	✓	✗	✓	✗	✓

SUPCHAINS

Two pages of the course. Forecast Value Added, step by step, and how to choose your forecasting metrics.

Five more courses, from statistical models to **S&OP**

4 × 2 hours

Statistical Forecasting

Build forecasting models in Excel, then measure them against a benchmark.

- ✓ Moving averages and exponential smoothing, with trends, damped trends and seasonality
- ✓ Model optimization with Excel Solver, and cross-validation to control overfitting
- ✓ Practice on real monthly car sales

1 day

Supply Chain Strategy and S&OP

How business strategy sets supply chain strategy, and the building blocks of S&OP.

- ✓ How S&OP differs from IBP
- ✓ How to align with finance without turning the forecast into a target
- ✓ Our S&OP game: your team plays the directors of a chocolate maker in an executive meeting

2 hours

Beer Game

Pilot a supply chain as a team, feel the bullwhip effect, and see what information sharing fixes.

- ✓ Four roles over 20 simulated weeks, played online in two rounds: first in silos, then sharing information

5 × 2 hours

Supply Planning

Balance inventory levels and run an inventory planning process.

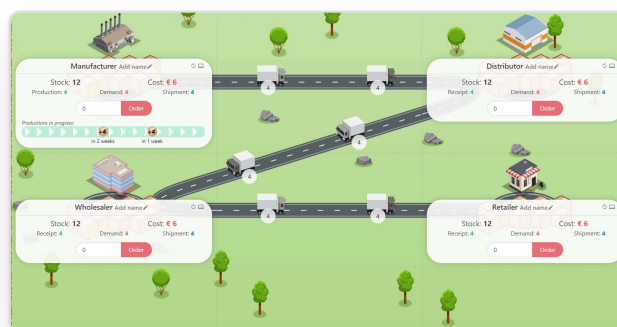
- ✓ Four service levels: item and order fill rates, cycle and period service levels
- ✓ Static, hybrid and dynamic policies, which your planners simulate on past demand and forecasts
- ✓ Service-level targets to pilot your policies, and alerts instead of ABC classes

Custom

The Fresh Connection

A full business game: teams run a supply chain end to end and see what each trade-off costs.

- ✓ Sales, purchasing, operations and supply chain bring a juice maker back to a positive return



The Beer Game, played online. Four roles on one supply chain, each with its own stock, orders and costs.

Live sessions where your planners do the work

Every concept comes with an exercise, a poll or a game.

2

 hours

At most, for each online session. We designed each course for sessions of this length.

Live sessions

Online or on site. Every participant answers questions live. The Demand Planning course asks more than 50.

Hands-on

In every session, your planners build their own models and simulations in Excel, on real cases.

Games

Your team pilots a supply chain in the Beer Game or The Fresh Connection, and sees what each decision does to stock, service and costs.

Coaching

After the course, sessions of one hour help your leaders drive the change and answer your planners' questions.

What your team gets

The models, simulations and templates of each session, and follow-up articles, videos and case studies. Sessions can be recorded for your internal use.

Who joins

Demand and supply planners, analysts, and their managers.

For your leaders

Two-hour workshops for leadership teams.

Online courses

When one of our two Udemy courses matches your course, your participants get free access to it.

Languages

English or French.

What sets the price

The courses you pick, the number of sessions, and whether they run online or on site.

Let's talk

supchains.com/lets-talk

What changed for our clients

"After reading his excellent and approachable Demand Forecasting Best Practices book and completing the first wave of training, we **successfully moved away from legacy forecast accuracy metrics and implemented Forecast Value Added framework across all business units.**"



Matti Varheenmaa

Global Supply Chain Manager, Qnity Electronics
Electronic materials

Two-day training

"With the training as a starting point (...) **we have improved our accuracy and bias significantly** across countries and brands."



Simon Holmbom Leitner

Head of S&OP and Demand Management,
Novo Nordisk
Pharmaceuticals

Keynote by Nicolas

"...**received a rating of 4.33 out of 5 in our survey**, with written feedback highlighting his exceptional pedagogical skills, making examples, and his vision easily understandable to everyone."



Eric Fridehem

Business Process Owner Demand Planning,
Inter IKEA
Home furnishing

Coaching sessions

"I know that in just a few hours of discussion, we'll get straight to the point, avoid weeks of wandering, and cut through unnecessary complexities."



Florent Cattaneo

Head of Data & AI, Foodles
Workplace catering

Coaching sessions

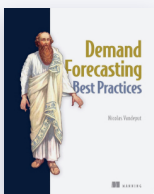
"...pedagogically helped us understand the fundamentals of effective demand and inventory planning and simplified these processes."



Christine Sabata

Supply Chain Manager, Camurus
Pharmaceuticals

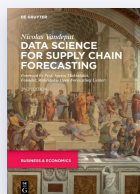
The method behind the courses is public



The book

Demand Forecasting Best Practices

4.7 on Amazon, 31 ratings



The book

Data Science for Supply Chain Forecasting

4.6 on Amazon, 98 ratings



The book

Inventory Optimization: Models and Simulations

4.7 on Amazon, 116 ratings

Questions clients ask us

Is it online or on site?

Both are possible. Online sessions are live and last two hours at most.

Do our planners need to code?

Your planners build their models and simulations in Excel.

Can we add people during the course?

You can add participants at any time, at no extra cost.

Does it depend on our planning software?

The courses teach methods. Your team applies them with any planning software.

Can you adapt the cases to our business?

Yes. We can draw the case studies from your own context and data.

Can you also build the forecasting model?

We recommend the Demand Planning course first. Your team learns our method, and our forecasting model is then easier to deploy and use.

Want to train your team?

Tell us about your team, its planning process and its goals. We reply with the courses we would run for it.

Let's talk

supchains.com/lets-talk

zooplus

sanofi



Pernod Ricard

KitchenAid

MAERSK



GOODYEAR



BRIDGESTONE



Qnity

Vantage

Animalcare GROUP

MANE

SCAPPINO

