ABSTRACT


Wendy Jeter – Operations Leader, Lutron Electronics

S&OP has been around for more than 30 years. Many companies have adapted this management process to balance sales, operations and inventory. In this presentation, Wendy Jeter will share the steps that Lutron has taken in the S&OP journey. She will share key elements within the S&OP process and how Lutron has adapted them for its business model. She will show why implementing a structured monthly review cycle has improved cross-functional integration, senior management engagement, and ultimately allowed Lutron to maximize supply chain opportunities while minimizing risks.