APICS Education & You

Eric Schaudt CPIM, CSCP, SCOR-P
VP Education
APICS-Chicago
APICS

APICS is the leading association for supply chain professionals

- Premier provider of research, education and certification programs
- Elevate supply chain excellence, innovation and resilience

APICS education & certification programs are recognized globally

They set the industry standard of professional excellence

- APICS Certified in Production and Inventory Management (CPIM)
- APICS Certified Supply Chain Professional (CSCP)

Since 1957, individuals & companies have relied on APICS for its superior training programs, internationally recognized certifications and worldwide network of accomplished industry professionals.

APICS currently has over 40,000 members globally.
APICS

APICS is a not for profit membership and educational association
  - Headquarters: Chicago, IL USA

APICS curricula are updated annually by practitioners and educators
  - This ensures that the curricula remains current and relevant

APICS Certification exams are “high stakes”
  - All exams are psychometrically validated
  - Exam content is developed independently from the courseware
  - APICS exams are accredited by NCCRS

Globally, APICS has a presence of over 300 Chapters and Partners who support the members in various ways
  - Professional Development Meetings
  - Training Offerings
Who should pursue APICS Education/Certification

Professionals who need to expanding their knowledge of production, inventory management and supply chain management will benefit from APICS education & certifications

APICS courses are ideal for individuals working in:

- Production Management
- Inventory Management
- Operations
- Supply Chain Management
- Strategic Sourcing
- Procurement
- Purchasing
- Materials Management
- Warehousing
- Demand or Supply Planning
- Distribution
- Finance
- Cost Accounting
- Manufacturing Information Systems
How do APICS Certifications rate with Companies

SCM World’s 2014 ranking of Supply Chain Associations Certifications

- Participants asked to rank their top 3 associations

<table>
<thead>
<tr>
<th>Association/Certification</th>
<th>1st</th>
<th>2nd</th>
<th>3rd</th>
<th>Weighted Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>APICS (CPIM/CSCP)</td>
<td>229</td>
<td>76</td>
<td>18</td>
<td>857</td>
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<tr>
<td>Supply Chain Council (SCOR Professional)</td>
<td>56</td>
<td>62</td>
<td>76</td>
<td>368</td>
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<td>ISM (CPSM/CSM/CPSD)</td>
<td>44</td>
<td>56</td>
<td>42</td>
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<tr>
<td>Project Manager Professional (PMI)</td>
<td>20</td>
<td>52</td>
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<td>CSCMP (SCPro)</td>
<td>22</td>
<td>28</td>
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<tr>
<td>Chartered Institute of Purchasing &amp; Supply</td>
<td>14</td>
<td>15</td>
<td>12</td>
<td>136</td>
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<tr>
<td>Chartered Institute of Logistics &amp; Transport</td>
<td>12</td>
<td>13</td>
<td>19</td>
<td>84</td>
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</table>
Certification Pays

Similar to the surveys conducted in previous years, it is extremely encouraging to note that the share of respondents who have earned APICS certifications continues to increase.

Table 7: Average total compensation by certifications

<table>
<thead>
<tr>
<th>Certification</th>
<th>% of respondents with certification</th>
<th>Average % increase in compensation*</th>
</tr>
</thead>
<tbody>
<tr>
<td>APICS CSCP</td>
<td>25.2 percent</td>
<td>18 percent</td>
</tr>
<tr>
<td>APICS CPIM</td>
<td>49.9 percent</td>
<td>8 percent</td>
</tr>
</tbody>
</table>

*Compared to respondents without the certification

The Operations Management Employment Outlook—Year End 2013
The University of North Carolina Wilmington & APICS
APICS Certifications and Their Role in Supply Chain Evolution

**Stage 1**

Dysfunctional
- Lack of processes/policies
- Only basic MRP in place
- Information is not shared
- Poor forecasting

**Stage 2**

Semi-functional
- Some purchasing strategy
- Strategic selection of carriers and routes
- Better research/forecasting
- MRP II in place
- Cross functional integration in planning process
- Better information flow
- Functional areas are defined
- Departments still competing

**Results:**
- Unpredictable quality
- Unpredictable supply

**Stage 3**

Integrated Enterprise
- Focus on business process
- Forecasting is more advanced
- ERP in place
- Cross-functional cooperation
- S&OP in place
- Collaborative product design
- Customer service improves
- Inventory strategy in place

**Stage 4**

Extended Enterprise
- Decisions start to extend beyond company boundaries
- Collaboration between channel master & partners
- S&OP well established
- Technology enables faster responses
- Partners are linked
- ERP is synchronized between partners; data sharing is quick/efficient
- Supply chains compete with supply chains

Supply Chain Evolution is discussed in Module 1 of CSCP
APICS Certified Supply Chain Professional (CSCP)
Certified Supply Chain Professional (CSCP)

- Since 2005, CSCP provides an in-depth view of the end-to-end supply chain, including logistics, aligning supply chain & corporate strategies, risk management, CRM, SRM, sustainability, and more.

- APICS CSCP is a single course

- 1 examination to earn certification

- Courseware includes:
  - 1,100 pages of content
  - A series of online tools
People who study CSCP…

Align supply chain strategies with competitive priorities
Are involved in the “make or buy” decision for particular components
Are responsible for SRM, CRM, S&OP, SC systems

Align systems and processes within the organization

With a thorough understanding of supply chain employees can

- Create/execute strategies that drive bottom line results
- Improve productivity by looking beyond internal operations

Certifies mastery of the entire supply chain –

- From your suppliers...through the operation... to your end customer

Over 17,000 professionals have earned the CSCP designation
# CSCP Curriculum Overview...one course, one exam

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>The SCOR Model</td>
<td>Sustainability Perspectives</td>
<td>Customer Relationship Management Strategy</td>
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<tr>
<td>Vertical &amp; Horizontal Integration</td>
<td>- Economic / Environmental / Social</td>
<td>Using Technology to Implement CRM</td>
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<tr>
<td>Supply Chain Management Objectives</td>
<td>The UN Global Compact</td>
<td>Measuring Customer Service</td>
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<td>Accounting &amp; Financial Basics</td>
<td>Triple Bottom Line</td>
<td>Challenges in Implementing CRM</td>
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<td>Supply Chain Alignment with Business Strategy</td>
<td>Risk Management</td>
<td>Supplier Relationship Management (SRM)</td>
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<td>Competitive Advantages</td>
<td>Identification/Mitigation/Response</td>
<td>Supplier Selection</td>
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<tr>
<td>Organizational Capabilities &amp; Strategy</td>
<td>Security/Regulatory Concerns</td>
<td>Developing SRM Strategies</td>
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<tr>
<td>Resolving Misalignment</td>
<td>ISO 31000 Principles/Guidelines</td>
<td>Creating Alliances with Suppliers</td>
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<td>Supply Chain Design</td>
<td>Globalization</td>
<td>Using Technology to Implement SRM</td>
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<td>Continuous Improvement</td>
<td>Free Trade Zones</td>
<td>Measuring SRM</td>
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<tr>
<td>Inventory Management</td>
<td>Trading Blocs</td>
<td>Inventory Planning &amp; Control</td>
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<tr>
<td>The Need for Inventory</td>
<td>Operational Considerations</td>
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<td>Material Flow</td>
<td>Implications of Globalization</td>
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<td>Functions of Inventory</td>
<td>Logistics</td>
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<td>Inventory-Related Costs</td>
<td>Transportation</td>
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<td>Financial Effects of Inventory</td>
<td>Warehousing</td>
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<td>The Fundamentals of Logistics</td>
<td>Trade-offs</td>
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<td>Role of Logistics in SCM</td>
<td>Customer Service</td>
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<td>Logistic Service Providers</td>
<td>Managing the Supply Chain</td>
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<td>Reverse Logistics</td>
<td>Supply Chain Performance</td>
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<td>Understanding Market Segments</td>
<td>Responsiveness vs. Efficiency</td>
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<tr>
<td>How to Segment Markets</td>
<td>The Role of Technology in the Supply Chain</td>
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<tr>
<td>Demand Planning</td>
<td>Key Application Tools</td>
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<td>Forecasting / Demand Management</td>
<td>Data Acquisition &amp; Communication</td>
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<td>Functional Responsibilities and Interfaces</td>
<td>Supply Chain Design &amp; Optimization</td>
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<td>Customer Relationship Management (CRM)</td>
<td>Inter-Organization Integration Tools</td>
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<td>- Need/Scope/Elements/Benefits/Implementing</td>
<td>Electronic Business</td>
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<td>Using Customer Information in CRM</td>
<td>Influencing and Prioritizing Demand</td>
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<td>Supply Management</td>
<td>Designing Products and Services</td>
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<td>Total Cost of Ownership</td>
<td>Marketing &amp; Selling</td>
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<td>Make vs. Buy Analysis</td>
<td>Matching Customer Orders to Supply</td>
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<td>Outsourcing and Off-Shoring</td>
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<td>Buyer-Supplier Relationships</td>
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<tr>
<td>Introduction to SRM</td>
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Certification

North America
- Pearson VUE – computer based testing
- CSCP - specific testing windows throughout the year

Eligibility Requirements to sit for CSCP Exam
- 5 years of related business experience, or
- APICS CPIM, CFPIM, or CIRM and 2 years of business experience, or
- Bachelor’s degree and two years of related business experience

Exam costs:
- $630.00 – Members
- $830.00 – Non-members
- $450 – retake fees
CSCP Test Windows

APICS CSCP in North America

- March 21 – May 9, 2015
- July 11 – August 29, 2015
- October 31 – December 19, 2015

NOTE: Next CSCP Classes to be offered in May & August – 6 Saturdays over 8 weeks
APICS Success Story: Intel

Intel has trained over 250 CSCP’s since 2005

Participants come from a variety of disciplines including
- Supply Chain
- Operations
- IT/Systems

Participants come from a variety of geographic locations including North America
- China, Costa Rica, India, Ireland, Malaysia

CSCP has provided Intel with
- A foundation for critical thinking and objectivity
- Proven frameworks for addressing opportunities & challenges
- A singular vocabulary
- A set of industry standards to align with

Intel employees hold 296 APICS certifications
Certified Production and Inventory Management (CPIM)
APICS Certified in Production and Inventory Management Program

APICS CPIM provides

- Increased efficiency across organizational operations
- Understanding of production and inventory activities within the internal operations of a company
- In-depth view of materials management, master scheduling, production planning, forecasting, and quality improvement within the confines of the operation
Benefit of APICS CPIM for Employees

- Improve efficiency across the processes of your organization’s supply chain
- Increase profitability by optimizing your organization’s inventory investment
- Maximize ROI on systems and technologies
- Predict outcomes more accurately
- Amplify functional knowledge of production and inventory management
- Achieve greater confidence and industry recognition
- Accelerated career development and better employment opportunities
Benefits of APICS CPIM for Organizations

• Create a common understanding, vocabulary, processes, and frameworks within their entity to address their supply chain challenges and opportunities
• The proven knowledge and organizational skills to strategically streamline operations
• The tools to effectively manage global supply chain activities where suppliers, plants, distributors and customers are located around the world
• The ability to interact with existing resources and your ERP system to increase the efficiency of the workplace environment
• Boost productivity, collaboration, and innovation
APICS CPIM Certification Exams

- To earn the APICS CPIM designation, operations management professionals must successfully complete five exams.
- Duration of the exam: 3 hours.
- The Basics exam has 105 questions with 80 that are actually scored and 25 pretest.
- The other exams have 75 questions with 60 actually scored and 15 that are pretest.
- Certificate and credentials provided upon successful completion of the fifth certification exam.
- The APICS CPIM designation has a maintenance requirement every 5 years.
- **2015 Costs:** Member $165, Non-member $250.
Questions?