Agenda

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About APICS

APICS is the premier professional association for supply chain and operations management and the leading provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience. APICS Certified in Production and Inventory Management (CPIM), APICS Certified Supply Chain Professional (CSCP) and APICS Supply Chain Operations Reference Professional (SCOR-P) designations set the industry standard. With over 43,000 members and more than 300 channel partners, APICS is transforming the way people do business, drive growth and reach global customers. For more information, visit apics.org.
Leading the Industry

APICS and APICS Supply Chain Council are the leading professional associations for supply chain and operations management and the premier provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience.

APICS Products and Services

- Membership
- Research and Publications
- Education
- Certification
APICS is People

- Over 100,000 Certified in Production and Inventory Management
- Over 15,000 Certified Supply Chain Professionals
- In over 100 countries
- Supported by 292 partner organizations
- And over 2,000 volunteer subject matter experts
APICS At-a-Glance

Membership
- 43,000+ members
- 100+ countries

Channel Partners
- 207 North American chapters
- 85 international channel partners
- 47 countries, 5 continents

About APICS
- Professional association
- $23.7 MM annual revenue in 2013
- 2,000+ active volunteers
- 90+ staff
- Headquartered in Chicago
- Founded in 1957
APICS Membership Options

- **Professional**: Individual membership for professionals working in operations management or a related field

- **Enterprise**: Team membership for companies that would like to offer membership to 5+ individuals

- **Academic Professional**: Individual membership available to professionals employed full-time by one or more accredited academic institutions

- **Young Professional**: Individual e-membership offered to recent graduates of a program in operations management or a related field at an accredited college or university

- **Student**: Individual membership offered to students currently enrolled full time in a degree-seeking program in operations management or a related field at an accredited college or university

- **Outside North America**: Individual membership for professionals working in operations management or a related field living outside North America.
Member Benefit Highlights

- Members-only savings on APICS courses, certification exams, conferences, and more
- APICS online events
- APICS publications, e-newsletters, and more
- Career resources
- APICS conferences
- Channel partner and social networking opportunities
Add your Title here

Include the member benefits you see as most relevant to you and your company here.
APICS Publications

- APICS magazine
- APICS Extra
- APICS Supply Chain Management Now
- APICS Connection
- APICS e-News
- APICS Folios

Apics.org/publications
APICS Career Resources

- Operations and Supply Management Career Paths and Patterns
  apics.org/research

- Career Center White Papers and Webinars
  apiscareercenter.org

- Operations Management Employment Outlook
  apics.org/research

Access white papers or register for webinars at apiscareercenter.org
APICS Certifications Most Valued in Industry

SCM World’s 2014 ranking of Supply Chain Associations Certifications

- Participants asked to rank their top 3 associations

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Education—What Do We Provide?

Best-in-class supply chain and operations management education and training that is tailored to career stage and spans the full spectrum of the supply chain. APICS offers education options for individuals and corporate learning environments.

What we teach:

- Modular foundational certificate programs (Principles, Risk and S&OP programs)
- Certification preparation courses (CSCP Learning System, CPIM Courseware)
- Industry conferences, topic-focused seminars and online events
- SCOR Professional training
- Instructor training
Education, cont’d

Benefits for individuals:
- Expands knowledge and technical skills; sharpens problem-solving skills
- Prepares for certification exams
- Gains exposure to latest thinking, best practices and practical knowledge

Benefits for corporations:
- Expands knowledge, improves technical skills and sharpens problem-solving skills of workforce
- Exposes teams to latest thinking, best practices and practical knowledge to apply at work
- Demonstrates a commitment to education and training
- Drives bottom-line efficiencies by training employees how to reduce cost, collapse time frames, conserve resources and reduce supply chain risk
Certification and Designation Programs—What are they?

APICS certifications and designations are recognized around the world. APICS also offers courses for exam preparation.

- Certified in Production and Inventory Management (CPIM)
- Certified Supply Chain Professional (CSCP)
- Certified Fellow in Production and Inventory Management (CFPIM)
- SCOR Professional (SCOR-P)

Benefits:

- Validate mastery of supply chain and operations management concepts
- Demonstrate a commitment to learning, education and advancement
- (Individuals) Improve earning potential and career possibilities (earn 16% more on average than peers)
- (Corporations) Identify skilled employees trained in practices that improve the bottom line
APICS Global Presence
Partial APICS Client List

- 3M
- Abbott
- Addax
- Apple
- BASF
- Boeing
- Boston Scientific
- Bristol-Myers Squibb
- Cisco Systems
- Coca-Cola
- Dow
- DuPont
- General Electric
- General Motors
- GlaxoSmithKline
- HP
- IBM
- Intel
- Johnson & Johnson
- LG
- Mercedes
- Merck
- Microsoft
- Nestle
- Novartis
- Oracle
- P&G
- PepsiCo
- Pfizer
- Saudi Aramco
- Tyco
- Unilever
- Wipro
About the APICS CPIM Program

- Since 1973, 100,000 professionals worldwide have earned the APICS CPIM designation

- The APICS CPIM program takes an in-depth look at the production and inventory activities within the internal operations of a company

- The APICS CPIM program is divided into five process-oriented topic areas to provide participants with the best possible educational assessment and knowledge base.
  - Basics of Supply Chain Management
  - Master Planning of Resources
  - Detailed Scheduling and Planning
  - Execution and Control of Operations
  - Strategic Management of Resources
About the APICS CPIM Program

- It focuses primarily on manufacturing and provides an in-depth view of competencies within the confines of the operation, including
  - Materials management
  - Master scheduling
  - Production planning
  - Forecasting
  - Quality improvement

- To earn the APICS CPIM designation, operations management professionals must successfully complete five exams

- Obtaining an APICS certification shows a commitment to the profession that leads to a sense of accomplishment, demonstrates value to the employer, enhances earning potential, and provides a path to career advancement
Who Should Earn the APICS CPIM Designation

Professionals interested in expanding knowledge of production and inventory management concepts can benefit from the APICS CPIM program.

APICS CPIM education is appropriate for individuals working in:

- Production and inventory management
- Operations
- Supply chain management
- Procurement
- Materials management
- Purchasing
- Finance and cost accounting
- Manufacturing information systems
CPIM 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
An in-Depth Look at the APICS CPIM Modules

- **Basics of Supply Chain Management** - Entry Module
  The basic concepts in managing the complete flow of materials in a supply chain from suppliers to customers are covered in the Basics module. Supply chain concepts are introduced and basic terminology emphasized, as are relationships among activities in the supply chain. Knowledge of the material in this module is assumed as a prerequisite for the other APICS CPIM modules, which cover similar topics but in a much greater depth.

- **Master Planning of Resources** - Core Competency Module
  The topics of demand management, sales and operations planning, and master scheduling are examined in-depth in this module. Both supply and demand planning for mid- to long-term independent demand are discussed. Priority planning and capacity planning issues are also addressed.

- **Detailed Scheduling and Planning** – Core Competency Module
  The subject matter of this module includes inventory management, material requirements planning, capacity requirements planning, procurement, and supplier relationships.

- **Execution and Control of Operations** – Core Competency Module
  The principles, approaches, and techniques needed to schedule, control, measure, and evaluate the effectiveness of production operations are covered in this module. A broad range of production operations are reviewed including project, batch, line, continuous, and remanufacturing environments.

- **Strategic Management of Resources** – Capstone Module
  This module covers strategic planning and implementation and describes how market requirements drive the resources and processes of an organization. It helps you explore the relationship of existing and emerging processes and technologies to manufacturing strategy and supply chain-related functions.
What people are saying…

“With the help of the APICS professional network and certification programs, I have been able to achieve my goals and have found happiness in my career—which I previously thought was unachievable.”

Bill Annis, CPIM, CSCP, Forecast Manager, Avaya, Inc.

“The APICS body of knowledge helped empower our employees to make strategic decisions that support the company’s overall success, increasing on-time delivery by nearly 50 percent.”

Kristie Huntress, Global Business Process Manager, Dow Corning
APICS CPIM Preparation Options

Personalize your APICS CPIM preparation. Match these methods to your individual learning style

- **APICS CPIM Review Courses**
  Take advantage of review classes in your local area and learn valuable techniques to become a leader in your field. Experienced instructors will lead you through interactive discussions, case studies, and strategic problem-solving exercises to help you prepare for your next certification exam.

- **Online CPIM Review Courses**
  Prepare for exams from the convenience of your home in an instructor-led or independent study online format. If a demanding schedule makes moving forward with your APICS CPIM a challenge, online APICS CPIM review courses may be the perfect solution. The program can be offered in a self-directed or instructor-led format at your facility.

- **APICS Public Workshops**
  Accelerated APICS CPIM review workshops are offered as required by your local education providers as Public or in-house courses. During the three to five-day class, an instructor leads you through interactive discussions about the material to help you prepare for the APICS CPIM exam.

- **APICS CPIM Self Study**
  Extensive self study resources will help you uncover testing insights, improve your performance, and strengthen your knowledge base.
APICS has the best educational resources available to help you build your knowledge of industry practices and to support your certification exam preparation.

**APICS CPIM Exam Content Manual (ECM)**

The APICS CPIM ECM is an essential document for all candidates. It provides an overview of each module, an outline of its body of knowledge, and references. A list of key terminology for each area is included, along with illustrative questions for each module.

**CPIM Exam Simulator**

The exam simulator is designed to prepare and familiarize candidates with the web-based exams for each of the five CPIM modules. With over 300 practice questions per module, the questions are aligned with the current CPIM Exam Content Manual.

**APICS Dictionary**

APICS Dictionary is a primary reference for all five APICS CPIM modules and the standard for defining terms used in the operations management field.
APICS CPIM Self-Study Resources

APICS CPIM Study Notes
Study notes are concise and detailed in an easy-to-understand, conversational format. Author Brian Willcox, CFPIM, CIRM, CSCP, draws on more than 30 years of practical experience in materials management to present information in an easy-to-understand, conversational format. Available as a series and for each modules.

Datachem Study Aids
APICS offers an electronic study aid that has helped thousands of professionals achieve certification. Designed by Datachem Software, Inc., these products can help you prepare for certification exams with practice questions and answers and technical explanations of production and inventory management topics. Available as a series and for each modules.

MGI Home Study Course
These home-study correspondence courses provide you with a solid, professional-level understanding of the manufacturing field. The courses are designed to help you develop your knowledge and skills in the essential areas of materials management and integrated resource management. Each APICS home-study course requires approximately 25 to 30 hours to complete. Available as a series and for individual modules.
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
- The skills to create consistency and foster collaboration through best practices, common terminology, and organizational communications
APICS CPIM Certification 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
- Candidates must pass an exam for each of the five modules to successfully complete the APICS CPIM program
- Certificate and credentials provided upon successful completion of the fifth certification exam
- The APICS CPIM designation has a maintenance requirement every 5 years
- Refer to apics.org/cpim for details
Upcoming APICS CPIM Courses and Pricing

- <<include course dates and locations if applicable>>
- <<include pricing information if applicable>>
Q&A