APICS MISSION

APICS builds and validates knowledge in supply chain and operations management. We enable our community of members, affiliates, and customers to lead in the global marketplace.
LETTER FROM APICS LEADERSHIP


These three words guide APICS, reflecting the multinational, crucial and ever-changing nature of supply chain and operations management.

The awareness of the vital role of supply chain professionals is increasing and puts a spotlight on APICS. As the largest affiliated community of any supply chain organization in the world, and the only association to address the end-to-end supply chain with research, education, and certification programs, we bring together a global network of members, partners, educators, volunteers and corporate clients to advance the industry. APICS serves as an essential partner in transforming the way people do business, drive growth, and reach customers.

In 2013, APICS made great strides in reinvigorating our connections with those we serve, through new programs and initiatives; a new corporate structure that integrated the APICS Foundation, and a new brand image.

In addition, through an integrated strategic planning process, the APICS Board of Directors engaged in activities to ensure it sets deliberate, forward-looking organizational goals to foster stable and sustainable growth, so that we can serve you—our members and customers—even more effectively in the future.

It was a year of significant progress, research, outreach and innovation, and a year in which we achieved our financial and membership goals. We also sharpened our focus on value. We've consciously positioned APICS and the APICS Foundation at the nexus linking together industry content, courseware and certification programs to advance careers, companies and our professional community at large. This is how we create unmatched value for our members, customers and partners.

The following pages provide an overview of our achievements during what has been a landmark year. We are deeply grateful for your support and involvement as together, we define and change the face of the profession.

Best regards,

Jason E. Wheeler, CPIM, CSCP 2014 Chair, APICS Board of Directors

Abe Eshkenazi, CSCP Chief Executive Officer
APICS LEADERSHIP

The APICS Board of Directors oversees the organization and the services it provides to more than 37,000 members in more than 100 countries around the world. It is comprised of experienced, engaged business leaders who provide insight, guidance, and recommendations as they further the advancement of the supply chain and operations management community.

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Sharon Rice, Executive Vice President, Professional Development and Industry Content, Executive Director, APICS Foundation
Eric Schneider, Vice President, Channel Services
Jeff Zettek, CPA, Chief Financial Officer
**APICS BY THE NUMBERS**

**Financial Results at a Glance**
APICS’s financial performance in 2013 enabled it to reach financial targets in support of the mission to serve members and customers.

**Source of Financial Information**
The information above has been summarized from audited financial statements for the year 2013 only. An unqualified opinion was issued by Plante Moran, LLP, APICS independent auditors.

View the complete 2013 APICS Financial Summary online at [apics.org/annualreport](http://apics.org/annualreport).
THE NEW APICS BRAND

In 2013, APICS launched a new brand and a refreshed image that signals our evolution, transformation and repositioning to better serve members and customers. You may have noticed our updated logo, website and materials that indicate our commitment to supply chain excellence, innovation and resilience.
EDUCATION AND CERTIFICATION

Important Milestones for CPIM
In September 2013, the 100,000th professional earned the APICS Certified in Production and Inventory Management (CPIM) designation, concurrent with the celebration of the 40th anniversary of the CPIM program. The CPIM professional designation demonstrates mastery of essential terminology, concepts, and strategies related to supply chain and operations management. It also establishes a common language that paves the way for greater consistency, collaboration and understanding among the global supply chain community.

Strong Growth for CSCP
The APICS Certified Supply Chain Professional (CSCP) Learning System, continued its strong sales in 2013. A minor update will be released in 2014, ensuring the exam provides the most relevant measurement of the functions of supply chain professionals. The continued acceptance of this program is evidenced by continued growth. There are now more than 15,000 people who have received the APICS CSCP designation.

Increased Access to APICS Exams
In a move that dramatically broadens global access to APICS education and certification programs, APICS will be working with Prometric for the computer-based delivery of APICS certification exams outside North America. In 2013, APICS certification testing was made available via a secure, flexible testing platform at nearly 2,000 Prometric test centers.

Updated Principles of Operations Management Course
APICS and the APICS Foundation provide courses for supply chain and operations professionals at every career level, all over the world. In 2013, the APICS Foundation finalized the new foundational course series, “Principles of Operations Management,” which consists of five classroom-based, instructor-led customizable courses for individuals new to operations management. A project also began that will result in the course being translated into Portuguese.
MEMBERSHIP AND AFFILIATION

Four Years of Membership Growth
2013 marks four consecutive years of membership growth. APICS membership reached 36,769 at the end of the year.

An Expanding Online APICS Community
APICS is leveraging social media channels to connect and communicate with members and customers around the world. The APICS group on LinkedIn grew to more than 48,000 members by the end of 2013. More than 7,000 Facebook users have “liked” APICS, @APICS has attracted more than 5,000 followers, and APICS videos have received more than 29,000 views on YouTube.

The APICS members-only online community, the APICS Supply Chain Channel, saw members engage in discussions, share insights and expertise, and connect with one another through the Demand Planning, Global Supply Chain Management, Sustainability, Lean Operations, Military and Government Employees, and Young Professional communities.

Updated Tools for Members: APICS Dictionary and the Learn It App
The new 14th edition of the APICS Dictionary includes more than 250 new terms among its 4,500+ terms and definitions. It is available free to members in either print or electronic form at [apics.org/freedictionary](http://apics.org/freedictionary). The accompanying mobile app, Learn It, features an APICS Term of the Day and APICS flashcards to test your knowledge of APICS terms and definitions. Learn It is free and available for download via the APICS website, Apple App Store and Google Play.
CHANNEL PARTNERS AND CORPORATE SERVICES

Advancing Chapter and Channel Partner Relationships
APICS North American chapters and international channel partners represent APICS across North America and around the world. Their importance to the ongoing success of the organization cannot be overstated. They advance global supply chain management and talent development by offering local APICS education, certification, and networking opportunities to members, customers and employers.

To strengthen relationships with our international channel partners we streamlined the partnership structure and created priorities for growth. In North America, we offered updated tools, improved locally available content, and created new marketing materials to assist chapters with member support and brand awareness. These activities provide a platform for growth in 2014 and beyond.

APICS expanded its global reach by adding partners in three new countries, Columbia, Kenya and the Czech Republic. The organization now has 85 partners in 45 countries and 205 North American chapters.

Supporting Corporate Supply Chains
APICS corporate services worked with major corporations to improve their supply chain functions. Two examples of exemplary corporations were awarded the APICS Corporate Award of Excellence. Ingersoll Rand won the APICS Corporate Award of Excellence for Education, after working with the corporate services team for nearly 4 years. They partnered with APICS to create a new standardized organizational design and updated job descriptions with defined roles and responsibilities that were in line with the APICS Operations Management Body of Knowledge. As a result of this initiative, Ingersoll Rand achieved annualized savings of $5.5 million. The Corporate Award of Excellence in Innovation was presented to Cox Communications for their supply chain transformation initiative. Recognizing the preeminence of the supply chain in its operations, Cox gained executive support for a broad supply chain transformation effort.

APICS corporate services continued to see strong demand for both online and onsite courses as they worked with major corporations to improve their supply chain function.
THE APICS FOUNDATION

New Name, Operating Structure

The APICS Foundation thrived in its first year under its new name and operating structure that saw its programs, administration and financial management integrated with APICS. The streamlined structure positions the Foundation to deliver enhanced programming and curriculum development, improved communication with customers, and focus on more groundbreaking research that advances the supply chain profession.
2013 HIGHLIGHTS

Beyond the Horizon Research Initiative
In partnership with Michigan State University, the APICS Foundation is conducting a high profile, high impact study, “Supply Chain Management: Beyond the Horizon,” that will:

- Provide a deepened understanding of the impact of the supply chain on corporate strategy and success
- Discern the impact of supply chain on corporate strategy and success, and identify the factors that impact supply chain effectiveness
- Understand the interrelationship between business model and supply chain

Initial results of this research initiative will be issued in 2014.

APICS Foundation-PwC Joint Sustainability Study
In 2013, the APICS Foundation and PwC conducted a joint research study that analyzes how organizations increase supply chain sustainability and identifies the critical differences in thinking between practitioner and senior management in order to understand the roadblocks in advancing sustainability.

The study found that while many organizations report increased revenue, reduced costs, a positive environmental impact, and greater customer satisfaction as a result of supply chain sustainability practices, challenges remain that impede widespread adoption of sustainability initiatives.

In addition, the study uncovered disparities in thinking between senior management and mid-level practitioners pertaining to supply chain sustainability strategy, measurement and communication.

Valuable Content
APICS reports and folios contain research, summaries, and articles that increase knowledge and awareness of essential issues and provide actionable insight to help members advance in their fields and are free to APICS members. New reports included big data and project management.

Student Competitions
The APICS Foundation leads multiple initiatives to advance education in supply chain and operations management, with one of the most visible and exciting efforts being the annual APICS International Student Team Competition where teams of students work to solve a case study based on a real company with a specific operations management problem. In 2013, dozens of teams representing hundreds of students competed in five APICS districts, with the winning team from each traveling to the APICS 2013 Conference in Orlando for a final on-site challenge. Top honors went to Purdue University, with its team of five students demonstrating exceptional intellect, focus and innovation with their first-place finish. The competition is being expanded in 2014 to include international students who will take part in a competition in a virtual environment.

The 2013 Plossl Doctoral Dissertation Fellowship was awarded to Jason Riley, PhD, of Clemson University for a dissertation titled, “Understanding the Antecedent Competencies of Organizational Risk Management” and Misty Blessley, a PhD candidate at Temple University, for her paper, “Collaborative Supply Chain Relationship Trust: Given and Confirmed or Earned and Taken Away.”
WORLDWIDE EVENTS

APICS 2013 Conference
The APICS 2013 conference in Orlando, with the theme “The Supply Chain Experience: Leveraging the Power of the Customer,” was highly successful, bringing together more than 1,800 professionals from 40 countries for learning and networking.

The conference featured a robust educational program with more than 75 educational sessions across eight distinct learning paths. Keynote presentations from Jeremy Gutsche of Trendhunter.com and Tom Rath of Gallup each provided fresh insights that complemented the conference theme.

Other 2013 events of note:

- Asia Supply Chain & Operations 2013 Mumbai featured expert speakers from Asia and North America
- Best of the Best S&OP Conference, held in London and Chicago, is one of the industry’s preeminent education and networking events and is hosted partnership with the Institute of Business Forecasting and Planning
- APICS Seminar Series brought the APICS body of knowledge to communities across North America and India.
2014 EVENTS

During 2013 an ambitious calendar of events was planned for 2014.

Conferences and Seminars
For the first time, APICS conferences will take place in Amsterdam and Dubai, two vibrant destinations that reflect the increasingly global nature of our membership. The lineup of conferences includes:

- APICS 2014 Asia –Shanghai
- Best of the Best S&OP Conference –Amsterdam and Chicago
- APICS 2014 -New Orleans
- APICS 2014 Middle East -Dubai

The APICS 2014 seminar series consists of one-day sessions on topics such as

- Principles & Practices of Materials Requirements Planning (MRP)
- Supply Chain Risk Management: Identify, Assess, Mitigate and Manage Risk
- Principles of S&OP

In 2014, the seminars will be offered in North America, Brazil and India.
LEARN MORE

The APICS website at apics.org has details and information on all APICS initiatives as well as member and industry resources.