



**APICS Partner Webinar:
Corporate Membership Tool
May 17, 2018**

1. When does this take effect?

This channel program is effective immediately. To participate in this program, please have the appropriate individual with signature authority to review and sign the [Opt-In Provisions](#).

2. So, based on the lowest tier, a corporate member could have 100 people as members? Can they come from any of the corporate divisions around the world?

Yes, the entry-level package, Package I, comes with 100 PLUS Membership seats for their employees.

As long as the Corporate Member representative authorizes the opening of those seats to other divisions within their organization during the onboarding call with Carolyn Lawrence, Director, Corporate Membership Engagement, then yes, those employees would be able to avail themselves of the membership.

3. Our chapter has Enterprise students attending CPIM classes. Do we need to extend training discounts to these students?

No, the discount is only offered to companies who have purchased one of the three Corporate Membership packages.

4. Is there something that APICS has provided to help explain to our Enterprise customers will be converted to the new Corporate program?

All Enterprise Billing Contacts were notified in Q4 of 2017 regarding the new Corporate Membership program and their renewal options – as one of the three Corporate Membership packages or Professional CORE or PLUS members (with the option to place all on one invoice).

5. How can we find out which companies are already in this program in our respective areas?

APICS publishes a real-time [Corporate Directory](#) of current Corporate Members on [apics.org](#).

6. How are existing individual memberships within a company effected when a corporate membership is started?

If an individual currently holds an APICS member type other than Corporate Member (i.e. Academic, Professional, Young Professional, etc.), the individual will complete their current membership term and then roll into a Corporate Membership seat.

7. Are there standard forms that APICS is going to recommend or require for the invoicing across all channel partners?

Yes, APICS will be providing standard invoice forms for use across all channel partners to ensure uniform and consistent invoicing and data collection.

8. Will partners get an additional 2.5% to 10% discount on exams and materials from APICS if the training discount is 2.5% to 10% for Corporate Members?

The 2.5% / 5% / 10% discount benefit is applicable to the course fee, not the course materials. Partners are free as always to set their own prices accordingly. Offering the same product benefits ensures that we are leveling the playing field for channel partners to be competitive in the market.