Which APICS Certification is Right for You?

OVERVIEW of the CPIM, CSCP, and CLTD programs

PRESENTERS:

Bob Collins
Senior Director, Professional Development

Cathy Iammartino
Director, Product Development

Meghan Glass, PMP
Product Manager, APICS Learning Systems
Our Presenters

Bob Collins, CFPIM, CIRM, CSCP, CPLP
Senior Director, Professional Development
- Over 25 years as a Supply Chain professional (Practitioner and Consultant)
- Former APICS volunteer, instructor and BOD Chair
- 11 years on staff, responsible for courseware and instructor development

Cathy Iammartino
Director, Product Development
- Responsible for APICS courseware product development
- 15 years academic and professional publishing and product development
- 10 years working with professional member associations

Meghan Glass, PMP
Product Manager, APICS Learning Systems
- Responsible for APICS Learning Systems product management
- 10 years project managing academic programs and curriculum development
- Former College & University Instructor
What we’ll cover today

- About APICS
- Supply chain and logistics outlook
- The APICS certifications
  - What are they
  - Why are there three
  - Why are they critical to supply chain success
- CPIM, CSCP and CLTD Overview
- Q&A
APICS - Leading the Industry

APICS is the association for supply chain management and the leading provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience.

### About APICS
- Professional association
- Founded in 1957
- Corporate office in Chicago
- 90+ staff, 2,000+ volunteers

### Membership
- 47,000+ members
- 100+ countries
- Professional membership – APICS PLUS and CORE

### Channel Partners
- 190 North America chapters
- 1 North America commercial partner
- 214 active APICS student chapters
- 101 international channel partners

### Certifications / Endorsements
- CPIM
- CSCP
- CLTD
- SCOR-Professional (SCOR-P)

### Member Benefits
- APICS Certification
- APICS Certification APICS Digital Library (NEW!)
- APICS Frameworks (NEW!)
- APICS Job Board
- *APICS Magazine*
- Career Resources
- Events, seminars and webinars
- Local Networking
- Member Directory
- SCORmark Benchmark Tools
- Student Loan Refinancing with Laurel Road
- Supply Chain Channel

Visit [apics.org/membership](http://apics.org/membership) for more information.
Supply chain outlook

- Supply chain is seen as a **strategic asset**. The post-recession global marketplace recognizes supply chain management as a **key driver** of business success and viability.

- Supply chain management is a well-established role in **industries beyond manufacturing**, including retail, health care and technology.

- Supply chain and operations management jobs are **in demand**.

- According to Supply & Demand Chain Executive. Between 2010 and 2020, the number of available jobs in **supply chain will grow by 26 percent**.
Gartner’s Chief Supply Chain Officer Survey

- Survey’s goal was to understand the business priorities of Supply Chain
  - Supply Chain strategies and capabilities
  - Supply Chain organization and talent
  - Supply Chain of the future

- Top priority investments that provided the most value:
  - Quality of product supply: 50%
  - Sales and operations planning: 41%
  - Supply chain analytics: 42%
  - Product development and portfolio management: 41%
APICS Certification Benefits

For Organizations
- Align activities with business objectives to streamline operations and drive profits
- Create common understanding, vocabulary, processes and frameworks within their entity to address their supply chain challenges and opportunities
- Maximize ROI on the systems and technologies within the organization
- Boost productivity, collaboration and innovation

For Employees and Individuals
- Improve forecasting, inventory management, productivity and other operations
- Effectively manage supplier and increases customer relationships
- Enhance logistics, technology and data integration to improve performance
- Increase customer satisfaction and bottom-line results
- Contributes to salary increase, individual recognition and job-outlook marketability
APICS Body of Knowledge

- The APICS Operations Management Body of Knowledge (OMBOK) Framework is the basis for global industry standards in supply chain and operations management.

- The APICS Dictionary establishes accepted terminology including more than 4,000 terms for inter-organizational communication.

Standard terminology = clear communications = better solutions
APICS Certification Programs

- APICS Certified in Production and Inventory Management (CPIM)
  In-depth understanding of internal operations

- APICS Certified Supply Chain Professional (CSCP)
  End-to-end supply chain management

- APICS Certified in Logistics, Transportation and Distribution (CLTD)
  Master day-to-day functions of logistics, distribution and transportation
“Which certification is right for me?”
What is your area of focus?

Inside the four walls of your company?
- Product Forecasting
- Master Scheduling
- MRP
- Scheduling Operations
- Cycle Counting
- Inventory movement
- Receiving
- Capacity Planning

Outside the four walls of your company?
- Supply Chain Design
- Supplier Management
- 3PL, 4PL
- Transportation
- Customs
- Distribution channels
- Customer Management

On the “Deliver” and “Return” part of your company?
- Logistics management
- 3PLs and logistics services
- Direct or indirect manufacturing
- Transportation
- Distribution channels
- Importers/exporters
What is the CPIM Certification?

<table>
<thead>
<tr>
<th>Focus</th>
<th>Internal</th>
</tr>
</thead>
</table>
| Benefits | ▪ Increase functional knowledge of production and inventory management  
▪ Master the tools needed to effectively improve internal operations  
▪ Create consistency and foster collaboration through best practices, common terminology and corporate-wide communication |
| Exams   | ▪ 2 exams (Part 1 and Part 2) |
| Eligibility | No eligibility requirements to pursue and earn the CPIM credential |
| Maintenance | 5 year certification maintenance period. More information at apics.org/maintenance |
Who is the APICS CPIM program designed for?

Top 10 job titles of CPIM certification holders

1. Buyer/Planner
2. Product Planner
3. Material Manager
4. Supply Planner
5. Manager
6. Consultant
7. Supply Chain Analyst
8. Inventory Analyst
9. Demand Analyst
10. Supply Chain Manager

Source: APICS certification
What is the APICS CSCP program?

<table>
<thead>
<tr>
<th>Focus</th>
<th>External</th>
</tr>
</thead>
</table>
| Benefits | ▪ Encompasses end-to-end supply chain including suppliers and customers  
▪ Breadth across many topics, including globalization, IT enablement, logistics, service industry and more |
| Exam | ▪ 1 exam |
| Eligibility | Eligibility requirements: work experience & education. Complete the form at [apics.org/eligibility](http://apics.org/eligibility) |
| Maintenance | 5 year certification maintenance period. More information at [apics.org/maintenance](http://apics.org/maintenance) |
Who is the APICS CSCP program designed for?

Top 10 job titles of CSCP certification holders

1. Supply Chain Manager
2. Consultant
3. Senior Consultant
4. Manager
5. Project Manager
6. Materials Manager
7. Supply Chain Analyst
8. Business Analyst
9. Logistics Manager
10. Operations Manager

Source: APICS certification
What is the APICS CLTD program?

<table>
<thead>
<tr>
<th>Focus</th>
<th>&quot;Deliver&quot; and &quot;Return&quot;</th>
</tr>
</thead>
</table>
| Benefits       | ▪ Master essential knowledge for logistics, transportation and distribution professionals.  
                  ▪ Expand your outlook on the logistics field and bring new ideas to your workplace.  
                  ▪ Demonstrate your long term commitment to the growing logistics, transportation and distribution profession. |
| Exam           | ▪ 1 exam               |
| Eligibility    | Eligibility requirements: work experience & education. Complete the form at [apics.org/eligibility](http://apics.org/eligibility) |
| Maintenance    | 5 year certification maintenance period. More information at [apics.org/maintenance](http://apics.org/maintenance) |
Who is the APICS CLTD program designed for?

Top 10 job titles of CLTD certification holders

1. Logistics Director
2. President / CEO
3. Logistics Manager
4. Global Transportation Manager
5. Materials Manager
6. Supply Chain Manager
7. Operations Manager
8. Production Manager
9. Traffic Analyst
10. Consultant

Source: APICS certification
Eligibility Requirements for CSCP and CLTD

We recommend you submit your eligibility application before entering the CSCP or CLTD programs (application approvals never expire!) [apics.org/eligibility](http://apics.org/eligibility)

- To be eligible for the APICS CSCP or CLTD, a candidate must meet ONE of the following criteria:
  - 3 years of supply chain related business experience, OR
  - Bachelor’s degree or the international equivalent OR
  - CPIM, CSCP, CLTD, CTL, CFPIM, CIRM, SCOR-P, C.P.M., CSM or CPSM designations

Related experience:

**Logistics**
- Importers/exporters
- Transportation
- Logistics (including military logistics)
- Procurement
- Direct or indirect manufacturing
- Warehousing
- Distribution

**Supply Chain**
- Raw materials extraction
- Transportation and logistics (including military logistics)
- Procurement
- Manufacturing
- Warehousing
- Distribution
- Retail
- Customer service
- Software design and support
- Management
- Sales
- Quality control
- Skilled craft work (technician)
LEARNING OPTIONS
APICS Preparation: The Learning Systems

Reading Materials – three ways!
- Printed
- E-download PDFs (offline access)
- Online e-reader (any device!)
  - Laptop
  - Tablet
  - Mobile phone

Online Materials and Resources
- Accessible on any device
- Tests, exercises and additional resources designed to work with the reading materials
- Built with an Assess, Study, Practice model
- Acts as a guide for your studies
- Makes studying less overwhelming
- One year of access

90% of users recommend the CSCP Learning System for exam preparation!
Learning System Model

1. **ASSESS** yourself and plan your studies
2. **STUDY** the materials
3. **PRACTICE** for the exam
4. **TAKE THE EXAM**
Assess

PRETEST

Take the Pretest and review your results in the report.

SMARTSTUDY TOOL

Input your scores into the SmartStudy tool for a personalized study plan.
Study

- Read the materials
- Watch videos
- Take quizzes
- Monitor your reports
- Review flashcards
- Consult the glossary
- Utilize the case studies
- Refer to the Resource Center

Over 100 hour study-time investment
Practice

▪ Take the posttest
▪ Use the Practice Exams
  – Emulates exam functionality
  – Weighted to ECM
▪ Review test-taking tips
▪ Watch exam prep video
▪ Final practice and review before exam
Take Your APICS Exam

- Exams offered across the globe at Pearson VUE test centers
- Decide when to take the exams and register
  - Registration always open and testing is on demand
- Take the exams
  - Exams consist of 150 exam questions
  - Length of exams: 3.5 hours
  - Results delivered instantly at test center
Learning Options

Delivery options to match your learning style and budget:

**Instructor-Led Courses**
- Combine self-study materials with expert instruction
- Discuss topics with your peers
- Classes offered by APICS Partners worldwide

**Individual Self-Study Program**
- Study where and when your schedule allows
- Reading materials and online study tools

**Corporate/Group Delivery**
- Group ordering available
- Choose self-study or instructor-led format
- Track group progress
INVESTMENT
## APICS CPIM Program Investment

<table>
<thead>
<tr>
<th>CPIM Learning System (Self-study)</th>
<th>Part 1</th>
<th>Part 2</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>APICS PLUS Member</td>
<td>$395 (US)</td>
<td>$495 (US)</td>
<td>$890 (US)</td>
</tr>
<tr>
<td>APICS CORE and Nonmembers</td>
<td>$550 (US)</td>
<td>$690 (US)</td>
<td>$1,240 (US)</td>
</tr>
</tbody>
</table>

For more information, visit [learn.apics.org/cpim](http://learn.apics.org/cpim)

<table>
<thead>
<tr>
<th>CPIM Exams</th>
<th>Part 1</th>
<th>Part 2</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>APICS PLUS Member</td>
<td>$495 (US)</td>
<td>$495 (US)</td>
<td>$990 (US)</td>
</tr>
<tr>
<td>APICS CORE and Nonmembers</td>
<td>$690 (US)</td>
<td>$690 (US)</td>
<td>$1,380 (US)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CPIM Bundle – Part 1 and Part 2 Learning Systems and Exams</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>APICS PLUS Member only - $200 (US) SAVINGS!</td>
<td>$1,680 (US)</td>
</tr>
<tr>
<td>APICS PLUS Membership + CPIM Bundle</td>
<td>$1,900 (US)</td>
</tr>
</tbody>
</table>

Instructor-led courses include the Learning System and total costs vary by provider – visit [apics.org/learning-opportunities](http://apics.org/learning-opportunities) to find a local class and inquire about fees.

For more delivery options for your group, visit [learn.apics.org/cpim/corporate/](http://learn.apics.org/cpim/corporate/) to find out more.
## CSCP Program Investment

### CSCP Learning System (Self-study)

<table>
<thead>
<tr>
<th></th>
<th>APICS PLUS Member</th>
<th>APICS CORE and Nonmembers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>APICS PLUS Member</strong></td>
<td>$995 (US)</td>
<td></td>
</tr>
<tr>
<td><strong>APICS CORE and Nonmembers</strong></td>
<td>$1,380 (US)</td>
<td></td>
</tr>
</tbody>
</table>

For more information, visit [learn.apics.org/cscp](http://learn.apics.org/cscp)

### CSCP Exam

<table>
<thead>
<tr>
<th></th>
<th>North America</th>
<th>Outside North America</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>APICS PLUS Member</strong></td>
<td>$695 (US)</td>
<td>$1,050 (US)</td>
</tr>
<tr>
<td><strong>APICS CORE and Nonmembers</strong></td>
<td>$965 (US)</td>
<td>$1,300 (US)</td>
</tr>
<tr>
<td><strong>APICS CORE and Nonmembers retake</strong></td>
<td>$450 (US)</td>
<td>$450 (US)</td>
</tr>
</tbody>
</table>

For more information and details, visit [apics.org/cscpexam](http://apics.org/cscpexam)

Instructor-led courses include the Learning System and total costs vary by provider – visit [apics.org/learning-opportunities](http://apics.org/learning-opportunities) to find a local class and inquire about fees.

For more delivery options for your group, visit [learn.apics.org/cscp/corporate/](http://learn.apics.org/cscp/corporate/) to find out more.
# APICS CLTD Program Investment

<table>
<thead>
<tr>
<th>CLTD Learning System (Self-study)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>APICS PLUS Member</td>
<td>$895 (US)</td>
</tr>
<tr>
<td>APICS CORE and Nonmembers</td>
<td>$1,245 (US)</td>
</tr>
</tbody>
</table>

For more information, visit [learn.apics.org/cltd](https://learn.apics.org/cltd)

<table>
<thead>
<tr>
<th>CLTD Exam</th>
<th>North America and Outside North America</th>
</tr>
</thead>
<tbody>
<tr>
<td>APICS PLUS Member</td>
<td>$475 (US)</td>
</tr>
<tr>
<td>APICS CORE and Nonmembers</td>
<td>$625 (US)</td>
</tr>
<tr>
<td>APICS CORE and Nonmembers retake</td>
<td>$250 (US)</td>
</tr>
</tbody>
</table>

For more information and details, visit [apics.org/cltd](https://apics.org/cltd)

Instructor-led courses include the Learning System and total costs vary by provider – visit [learn.apics.org/cltd/classes-offered](https://learn.apics.org/cltd/classes-offered) to find a local class and inquire about fees.

For more delivery options for your group, visit [learn.apics.org/cltd/corporate](https://learn.apics.org/cltd/corporate) to find out more.
Funding Your Certification

- **Tap into Tuition Reimbursement** – APICS Chapters and College/University partners across the country offer on-site, instructor-led courses that may qualify for employer tuition reimbursement programs.

- **Corporate Training Budgets at Your Company** – Many companies have budgets set aside for corporate training programs that are different from tuition reimbursement funds.

- **Job Training Programs and Military benefits** – Depending on your situation, you may qualify for job training programs or military benefits through your state or country.

- **PayPal** – Get 6 months to pay for your learning system plus no interest. Terms and conditions apply. Must be approved through PayPal credit.
Special offers for webinar attendees

Place your order with the discount codes provided for the products listed below between February 13 and February 23, 2018 to save!

- **CPIM Learning System for individuals**
  - Part 1 or Part 2 Learning Systems - Save $25 (USD), enter **discount code WBNR25**
  - CPIM Bundle – Save $50 (USD), enter **discount code WBNR50**

- **CSCP Learning System for individuals**
  - Save $50 (USD), enter **discount code WBNR50**

- **CLTD Learning System for individuals**
  - Save $50 (USD), enter **discount code WBNR50**

Or call 888-266-9079 (US) or +1-651-905-2664 (outside US)
Which program is right for you?

APICS Education: Which program is right for you?
APICS offers a variety of education, certification, and endorsement programs to enhance your professional career and improve your organization’s bottom line. Whether you need to streamline your supply chain, master the basics of materials and operations management or build your knowledge in logistics, transportation and distribution, APICS has the right program for you.

Tell us what you’re looking for:

- Education for the individual or several colleagues
- Group education for multiple people, a department, or an organization

www.apics.org/education-selector
Q&As

- Please submit your questions by selecting the questions tab on the toolbar on the right-side of your screen. Enter your question, and click “Send”
- A copy of the webinar recording and materials will be forwarded after this webinar and will be available on apics.org

To contact APICS:

www.apics.org
service@apics.org
Phone: 1-800-444-2742 or +1-773-867-1777
2018 APICS Certification Webinar Series

WHY YOU NEED THE APICS CPIM TO MASTER THE FUNDAMENTALS IN BUSINESS?
Date: Tuesday, February 27, 2018
Time: 1:00 PM - 2:00 PM CT

WHY EVERY SUPPLY CHAIN PROFESSIONAL NEEDS THE APICS CSCP?
Date: Tuesday, March 13, 2018
Time: 1:00 PM - 2:00 PM CT

WHY EVERY LOGISTICS PROFESSIONAL NEEDS THE APICS CLTD?
Date: Tuesday, March 27, 2018
Time: 1:00 PM - 2:00 PM CT

Register today at http://www.apics.org/credentials-education/events/online-events

Webinar attendees will be eligible for special promotional offers.
Thank You!

All content and materials included in this APICS webinar are the property of APICS, and are protected by the United States and international copyright laws. All rights are reserved.