

THE RISE OF SUPPLY CHAIN

APICS 2016 ANNUAL REPORT

APICS MISSION

Fostering the advancement of end-to-end supply chain management through a body of knowledge, innovative research, systems and methods to create value for customers, members and organizations.



LETTER FROM THE CHAIR OF THE BOARD OF DIRECTORS AND APICS CEO

The Rise of Supply Chain

Businesses increasingly regard supply chain as a top priority and a critical driver of profitability and success. Supply chain professionals hold a more strategic role in the organization than ever before; the role of chief supply chain officer is becoming more established, and the C-suite and boardroom are paying a lot more attention. Supply chain has become a strategic differentiator for many organizations, and a central and visible component of their brands.

The need for top-notch supply chain management is escalating around the world. As a result, professionals with the leadership skills to create and manage high-performing supply chains are more elusive and difficult to find, yet are critical for organizations to succeed.

Advances in technology, changing demographics, and consumer demand for increased accuracy, speed of delivery, transparency and corporate responsibility are putting supply chain leaders to the test. How do you leverage these factors to your advantage? How do you prepare leaders to conquer complex global supply chain challenges? How do you capitalize on the exciting new opportunities in supply chain careers?

At APICS, we are taking a closer look at the past and the future, and working to understand, analyze and embrace the rapidly changing supply chain landscape so we can help our members, customers, affiliates and partners be more successful. We're building the future leaders of supply chain every day.

APICS is here to provide the research, education, certification and community you need to understand the rise of supply chain and your dynamic role within it. If you aspire to advance, innovate and transform your supply chain and your career, APICS will take you there.

Thank you for your engagement with APICS. We had a tremendous 2016 and are looking forward to serving you in the year ahead.

Best regards,



Steve Georgevitch
Chair, 2017 APICS Board of Directors



Abe Eshkenazi, CSCP, CAE, CPA
Chief Executive Officer

APICS LEADERSHIP

The 2017 APICS Board of Directors is a team of dedicated volunteer leaders who bring diverse points of view and drive the strategic direction of APICS. We are grateful to the board and to the nominating committees for their work in assembling this esteemed group.

2017 APICS Board of Directors

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Boeing

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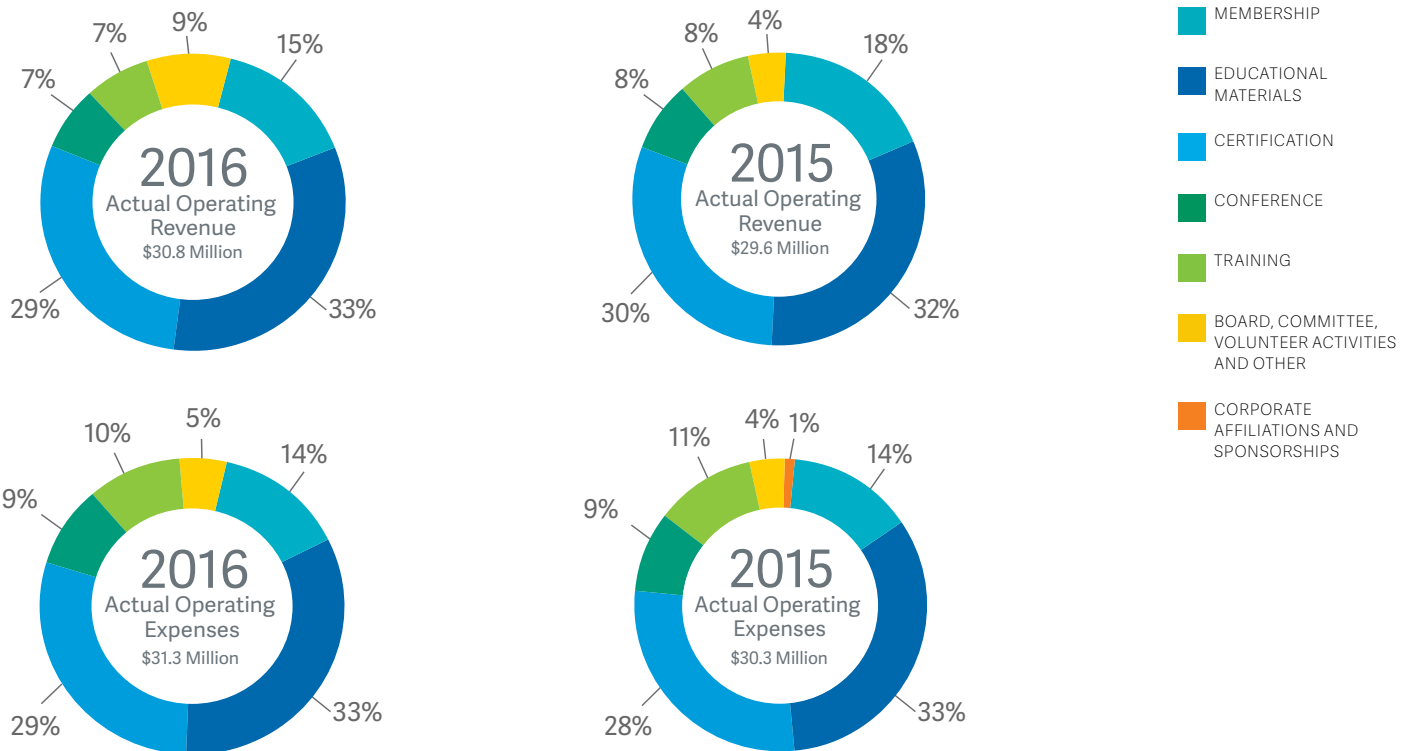
Ginny Youngblood, PhD, CPIM, CSCP, SCOR-P
The Yokes Group

Allison Dykeman, Young Professional Board Guest
Scholastic Inc.

APICS BY THE NUMBERS

Financial Results

APICS's actual operating revenue in 2016 was \$30.8 million, up 4 percent from 2015. Operating expenses in 2016 were \$31.3 million, compared to \$30.3 million in 2015. Revenue and expenses fall into the categories of membership, educational materials, certification, conferences, training and board/committee/volunteer activities/other.



Source of Financial Information

The information above has been summarized from the audited financial statements. An unqualified opinion was issued by Plante Moran, APICS's independent auditors.

THE YEAR IN REVIEW: 2016 HIGHLIGHTS

Introducing the CLTD Credential

In 2016, APICS launched its first professional certification for the logistics field, the Certified in Logistics, Transportation and Distribution (CLTD) credential. It joins the Certified in Production and Inventory Management (CPIM), Certified Supply Chain Professional (CSCP) and Supply Chain Operations Reference Professional (SCOR-P) designations as the leading education programs for supply chain, logistics and operations management.

More than 670 people earned CLTD certification in 2016.

CPIM Certification Reconfiguration

In 2016, APICS announced an update to the CPIM certification program that condenses the requirements for certification from five separate exams to two exams. The educational components of the CPIM program remain the same, but the streamlined study and exam schedule helps busy global supply chain professionals master the essential terminology, concepts and strategies faster and more efficiently. APICS members and corporate customers asked, and we listened. This reconfiguration also brings CPIM more in line with the format and delivery of other APICS certifications.

APICS certification and endorsement programs continue to grow and gain recognition from employers.

APICS for Business

It was a banner year for the APICS corporate development organization. The launch of the APICS for Business corporate offering positioned APICS to drive end-to-end supply chain excellence for corporate clients with a strategic implementation approach designed to close performance gaps and deliver predictable business value. The platform unites APICS's suite of industry-leading supply chain frameworks, benchmarks and performance-driven learning capabilities to help corporations develop supply chain talent and elevate supply chain performance. Customers have responded favorably to the integrated APICS for Business approach. APICS grew its large corporate-managed accounts by 55 percent in 2016, a nod to the transformative value APICS enables for leading supply chain organizations.

New in 2016:

- The APICS Ambassador program matches a seasoned member with a first-year affiliate. Ambassadors provide guidance and leadership through the benchmarking and framework processes to help new affiliates derive maximum value.
- The SCOR Business Process Management (BPM) Accelerator software enables global supply chain organizations to implement faster, manage more and measure better.

APICS SCC Executive Summit

The first APICS Supply Chain Council Executive Summit brought together 50 of the supply chain community's brightest minds to address and reflect upon some of supply chain's most pertinent topics. The invitation-only event was designed to inspire, inform and pave the way for new relationships and a strengthened sense of connection to APICS.

The program focused on enterprise-level best practices and leadership presentations highlighting key economic and global trends. Its keynote speech was delivered by Col. David Sutherland, a decorated military veteran with 29 years of service. Col. Sutherland is a leading voice on transformational change, and his talk offered inspiring views on leadership and how to effectively build trust, esprit de corps and morale among teams. Executives left the event having contemplated and discussed a variety of issues, including the impact of supply chain on shareholder value and how to become a truly data-driven enterprise.

The APICS Community

At the end of 2016, APICS launched a new website that delivers a seamless online experience regardless of the device being used. Computer, tablet, phone — every digital interaction with APICS has been enhanced to help our members access their benefits and develop professionally. The update also features an improved online APICS magazine experience. Take a tour at apics.org!

Innovative Supply Chain Research

APICS is committed to providing the supply chain community with the latest research about the profession. "Supply Chain Management: Beyond the Horizon" is an industry-focused initiative with research and educational components conducted by the Michigan State University (MSU) Department of Supply Chain Management with support from APICS.

In 2016, two reports were released:

["Supply Chain Issues: What's Keeping Supply Chain Managers Awake at Night?"](#)

["Creating Value through Procurement and Sourcing Efforts in Integrated Supply Chains"](#)

Conference presentations and APICS magazine articles were also created. The project will be complete in 2017.

APICS Annual Conference

In September 2016, approximately 2,000 supply chain professionals gathered in Washington, D.C. for this premier supply chain event. APICS 2016 featured 60 educational sessions, eight learning paths, nine facility tours and inspiring keynotes from SAP CEO Bill McDermott and CNN contributor Mel Robbins.

APICS 2017 will be held in San Antonio in October and will explore end-to-end supply chain issues. It offers forward-thinking sessions for supply chain, logistics and operations management professionals with learning paths inspired by the Supply Chain Operations Reference (SCOR) model: Plan, Source, Make, Deliver, Return, Enable.



Expo Hall



APICS 2016 Keynote Speaker Bill McDermott



APICS 2016 Keynote Speaker Mel Robbins

The Year Ahead: 2017 Events

The 2017 lineup of events is designed to provide professionals with access to some of the industry's most esteemed experts, along with proven best practices that solve critical supply chain challenges. To view the full lineup of upcoming conferences, seminars, workshops, training sessions and executive briefings, visit apics.org/events.



APICS Global Event Series

THE 10TH ANNUAL
BEST OF THE BEST
S&OP CONFERENCE
June 15–16, 2017 | Chicago, Illinois

APICS 2017
OCTOBER 15–17 | SAN ANTONIO

ABOUT APICS

APICS is the premier professional association for supply chain 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), APICS Certified in Logistics, Transportation and Distribution (CLTD) and APICS Supply Chain Operations Reference Professional (SCOR-P) designations set the industry standard. With over 45,000 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.

