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 APICS CEO AND CHAIR OF THE BOARD OF DIRECTORS

As we reflect on 2015 and look back at the highlights of the year, it’s evident that many of our most meaningful accomplishments and greatest triumphs took place not only within APICS, but also among the APICS community: the people and the organizations we serve.

In a year marked by an increasingly uncertain global business climate, APICS members made significant headway in elevating and advancing end-to-end supply chain performance.

The pressure to perform grows more intense for supply chain and logistics leaders each year. The pace accelerates; competition tightens; demands and expectations increase; and margins get smaller. Management and shareholders demand more strategic, transparent and forward-looking supply chain and logistics systems. And each year, APICS solidifies its role as the world’s most trusted and essential partner in transforming the way supply chain professionals conduct business, drive growth and reach their customers. We provide the tools, training and body of knowledge the supply chain community requires to emerge victorious in a demanding and complex environment.

While the challenges are significant, the opportunity is even greater. Every day we see the positive outcomes of APICS members as they apply their skills to their organizations’ supply chains. You’ll meet some of these individuals on the following pages.

As the industry contends with an ongoing talent deficit, APICS is addressing the issue by introducing a new APICS Career Center tool that helps connect professionals with the organizations that need them. This is especially critical as organizations desperately search for mid- and senior-level supply chain managers who can hit the ground running.

In a year marked by a heightened need for quality education, APICS responded with its most robust lineup of seminars, conferences and events to date, presented by expert business leaders and instructors covering the most vital topics. APICS education increases our members’ functional and strategic knowledge and positions them to make positive contributions to their organizations and their bottom lines.

Today we are keenly focused on building on the contributions and success from the past; and paving the way for greater impact in the future. Since our merger with the Supply Chain Council in 2014, we’ve built relationships and developed our product offerings for corporations. Last year, we began to see the success of those efforts. Increasingly, businesses are turning to APICS to advance their supply chain performance through benchmarking, performance improvement, process management and talent development.

We believe that we can enable individuals and companies to change the world through supply chain. Together with you, our members, partners and customers, we are united in our commitment to global supply chain excellence, innovation and resilience—achieved one person and one supply chain at a time.

Best regards,

William E. Bickert
Chair, 2016 APICS Board of Directors

Abe Eshkenazi, CSCP
Chief Executive Officer
APICS LEADERSHIP

The APICS and APICS Supply Chain Council Boards of Directors oversee the organization and the services it provides. The boards are composed of experienced, engaged business and academic leaders who provide insight and guidance as they further the advancement of the APICS community and the supply chain profession.

These board members will govern their respective organizations throughout 2016.

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APICS BY THE NUMBERS

Financial Results
APICS’s actual operating revenue in 2015 was $27.7 million, up 4 percent from 2014. Operating expenses in 2015 were $28.4 million, compared to $26.2 million in 2014. Revenue and expenses fall into the categories of membership, educational materials, certification, conferences, training and board/committee/volunteer activities/other. View the complete 2015 APICS financial summary online at apics.org/annualreport.

Source of Financial Information
The information above has been summarized from audited financial statements for the year 2015 only. An unqualified opinion was issued by Plante Moran, LLP, APICS independent auditors. View the complete APICS Financial Summary online at apics.org/annualreport.
THE YEAR IN REVIEW:
Reflecting on Some of the Key Stories and Accomplishments of 2015

Successful Integration
In 2015, APICS merged with the American Society of Transportation and Logistics (AST&L). The goal of the merger was to expand, extend and deepen APICS’s end-to-end supply chain body of knowledge, which fuels global supply chain research, education and certification programs. As a result of the combination, APICS now offers a new logistics certification. The Certified in Logistics, Transportation and Distribution (CLTD) program will launch in mid-2016.

Strength in Certifications and Endorsements
APICS certification is the most valued and respected in the supply chain community—an assertion reinforced by an SCM World survey that asked participants to rank the top supply chain association certifications. The APICS Certified in Production and Inventory Management (CPIM) and APICS Certified Supply Chain Professional (CSCP) certifications ranked first and second in that poll by a substantial margin.

APICS developed the APICS CPIM Exam Simulator in 2015 to arm supply chain professionals with the tools they need to take the CPIM exams with confidence and excel in their careers.

The Supply Chain Operations Reference model Professional (SCOR-P) training program continued to gain ground as APICS corporate clients advanced their employees’ education on implementing and managing supply chain operations using the SCOR model.

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

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<tr>
<th>SCOR-P designees</th>
<th>APICS CPIM professionals</th>
<th>APICS CSCP professionals</th>
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<td>700</td>
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Membership Growth
At the heart of APICS are people: the professionals, educators and students we serve, all of whom are united in their desire to expand their knowledge and improve their supply chain performance.

With more than 45,000 members and 2,000 volunteers in over 100 countries, APICS is stronger than at any time in its history. There are 195 APICS chapters in North America and approximately 100 channel partners in 47 countries spanning five continents.

The fastest-growing segment of membership in 2015 is student membership, as supply chain expertise continues to be a highly sought-after skill set and growing numbers of undergraduate and graduate students pursue degrees in supply chain management. To encourage supply chain workforce development and attract students to this field, APICS student membership is free to qualified students.
The Launch of APICS for Business
APICS and APICS Supply Chain Council (APICS SCC) joined together to create a product portfolio designed specifically to benefit corporations. APICS sponsors and enterprise members and APICS SCC affiliates are able to advance their supply chains through benchmarking, performance improvement, process management and talent development.

APICS One, the newest and preeminent level of APICS SCC affiliation, brings together all the benefits of corporate affiliation and APICS membership to efficiently enable global organizations to elevate supply chain performance and simultaneously develop their supply chain workforces. APICS One membership effectively sets the stage for enterprise-wide education, training and supply chain transformation.

Outcomes: Results Inspired by the APICS Body of Knowledge
Meet two of the individuals and organizations, inspired by the APICS body of knowledge, that have made substantial improvements to their supply chain initiatives.

BASF
BASF supply chain management employees create a sustainable competitive advantage.

Alan Milliken, CFPIM, CSCP, serves as global APICS coordinator for BASF. At the forefront of its strategy to expand globally, the company focuses on improved performance and increased integration of supply chain planning and execution processes. Creating a global work standard from which supply chain employees would operate was essential.

Through the key elements that drive this strategy—acquisitions, investments in process improvements and advanced software, in addition to an SAP implementation—the APICS body of knowledge plays a central role. Based on proven best practices and employee training and certification programs, BASF has realized a winning outcome.

“APICS is the foundation of the overall supply chain learning solutions program,” says Milliken. “With the APICS education, we have to help our people get up to speed on the new processes and technology. We’re fortunate at BASF in that our senior leadership understands the importance of education and training. More intelligent and better-educated people make better decisions.”

“APICS is the foundation of the overall supply chain learning solutions program”
Alan Milliken, CFPIM, CSCP
GE Oil and Gas
GE Oil & Gas improves customer service and enhances operational efficiency.

GE relied upon the APICS body of knowledge to guide it in connecting people, processes and tools—drivers of operational excellence—through best practices. Based on this winning principle, GE Oil & Gas initiated a five-year multi-generational program that made materials management a strategic lever in the business.

With a specific focus on its Turbomachinery Solutions business, the program focused on materials management—identifying the key people, processes and tools that were central to the supply chain organization’s ability to hit KPIs. Company leaders—including materials management and logistics leader Lorenzo Romagnoli—quickly saw an opportunity to bridge the three main dimensions of the program: people, processes and tools.

GE Oil & Gas leaders designated the APICS Certified in Production and Inventory Management (CPIM) path for selected professionals who had the greatest impact on the materials management organization. Together with APICS channel partner JPS, they built a training program to address some of the organization’s most complex challenges.

“The APICS CPIM program has really stood out at GE. Employees are lining up to be a part of it. It’s a real pride point to be invited to participate,” says Romagnoli. “We found a body of knowledge and a program that works, and now we intend to replicate it.

“It’s amazing to see the transformation of our organization. It’s a totally different pool of people and skill sets. We are so synchronized—we know what to do, when and how to do it, and how it impacts our business,” he adds. “At the end of the day, results matter. Today, I can declare results, and I know the one single connector is APICS training and certification.”

“We found a body of knowledge and a program that works, and now we intend to replicate it.”

Lorenzo Romagnoli
APICS Supply Chain Council Research and Frameworks

APICS Supply Chain Council (APICS SCC) research brings best practices, how-to steps and practical advice that give our members and their organizations a competitive advantage. It provides insight on a variety of industry topics and trends as well as content for use by faculty in the academic community. Our research is designed to be forward-looking—keeping supply chain professionals one step ahead and informed about what’s coming next.

One of the most significant research initiatives of 2015 is the two-year, industry-focused study, “Supply Chain Management: Beyond the Horizon.” The study’s research and educational components are being conducted by Michigan State University’s Department of Supply Chain Management, with involvement from MSU Executive Development Programs and the Broad College of Business. The study examines an organization’s business model, management, and the interrelationship between the business model and supply chain operations.

Other recent research includes reports on complexity theory, supply chain leadership and women in manufacturing.

APICS SCC maintains the Supply Chain Operations Reference (SCOR) model, the supply chain management community’s most widely accepted framework for evaluating and comparing supply chain activities and performance. In 2015, a new mobile application for SCOR was successfully launched.
APICS Conferences and Events
In a year marked by an acute talent shortage and the heightened need for quality education, thousands of supply chain management leaders took part in APICS conferences, seminars, training sessions and executive briefings worldwide to develop core skills, expand their knowledge and stay at the forefront of supply chain. APICS conferences and events provide relevant and applicable education on today’s most pressing topics, from global supply chain management, logistics and operations management to sales and operations planning. Event participants learn to achieve maximum productivity, increase their functional knowledge and network with key supply chain professionals from across the globe.

In September, more than 2,000 supply chain professionals convened in Las Vegas for our flagship event—APICS 2015. The global conference featured 60 educational sessions, eight learning paths, 10 facility tours and two inspiring keynote speeches from former General Electric CEO Jack Welch and futurist Jim Carroll. In addition, APICS held successful conferences in Chicago, Dubai and Shanghai in 2015.
The Year Ahead: 2016 Events
The 2016 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.
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. The 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 approximately 300 channel partners, APICS is transforming the way people do business, drive growth and reach global customers.

For more information, visit apics.org.