APICS CORPORATE AND GLOBAL CHANNELS AND ALLIANCES UPDATE

March, 2018
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Certification Update

Reminders and Important Dates!

Certification Committees:
APICS Certification Department will be hosting their Mega Meeting on April 20 and 21, 2018 at APICS HQ. Preparations have begun to host over 30 subject matter experts making up 5 different exam committees.

Promotions:
- **One Test Away Campaign**: Any candidate who is one test away for their legacy exams (DSP, ECO, MPR or SMR) and purchase their ATT between January 15 and March 31, will receive a free Exam Simulator for their module. Please allow up to one week for processing.
- **Part 1 Test with Confidence Promotion**: APICS is offering a free retake exam if needed, to anyone who sits for their CPIM Part 1 exam between April 1 and May 15, 2018. More details will be provided in the upcoming Leadership Central notice. This offer has not yet been released to the public.
- **CLTD Bundling Offer**: In late March/early April, APICS will begin offering the CLTD Bundle (Learning System and Exam). More details will be provided in the upcoming Leadership Central notice. This offer has not yet been released to the public.

CPIM Legacy Modules:
As a reminder, for those candidates on their legacy CPIM journey, the last day to purchase CPIM Legacy Modules (courseware or exams for MPR, DSP, ECO and SMR) is July 1, 2018. After that date, the products will be discontinued. Only retake exams will be available between July and December 2018 for candidates who failed the exams. All CPIM Legacy exams will be discontinued after December 31, 2018.
Certification Update

**Fellows Update:** Since the launch of the updated Fellows Application on January 19th, we have seen a significant increase in applications since 2017! In addition, the streamlined Fellows application allows candidates to apply for Fellow designation in all three certifications using one, all-inclusive application. For candidates holding the legacy CFPIM, they are encouraged, but not required, to update their credential with the new CPIM-F (CPIM Fellows) acronym.

**Ways to Earn Maintenance Points!**

With so many new ways for candidates to earn maintenance points, we hope to see an increase in retention for 2018. Here are just a few ways to remind candidates of the benefits to being an APICS member and how it can help them with their maintenance activities:

<table>
<thead>
<tr>
<th>APICS Membership</th>
<th>30 points within their 5 year cycle (6 pts/year)</th>
</tr>
</thead>
<tbody>
<tr>
<td>APICS Webinars</td>
<td>31 maintenance approved webinars</td>
</tr>
<tr>
<td>APICS Conference</td>
<td>up to 24 maintenance points</td>
</tr>
<tr>
<td>Reading relevant books</td>
<td>5 points per book</td>
</tr>
<tr>
<td><strong>Total Points:</strong></td>
<td>90 maintenance points</td>
</tr>
</tbody>
</table>

Although these are only examples of the many activities allowable to maintain, a candidate can easily earn more than enough points at the end of their 5 year cycle. In addition, many of our maintenance points can also be used for their fellows application as well as IDP maintenance.*

*Candidates should review the appropriate rubric before applying.
Professional Development

- Price increases for Principles courses and custom Principles take effect April 1, 2018
- 2019 Learning Systems (CPIM, CSCP, CLTD) updates underway for early-November release
- CPIM Legacy Materials:
  - BSCM discontinued
  - 4 modules (DSP, MPR, ECO, SMR) are available as eDownload through June 30, 2018
Membership

Now Available! Monthly Membership Option

- Professional CORE: $17
- International CORE: $14
- Monthly auto-renew required for this option

Membership Engagement

- Job Board: Increased activity for members applying to jobs & registering for Job Flash emails
- Supply Chain Channel: Increased activity (6%) in discussion posts & new discussion contributors
- Coming Soon! Enhanced Mentor Center and Salary Calculator for members only
New Corporate and SME Membership Offerings

- **New Programs**
  - Corporate Membership (100+ members)
  - SME Pro (5+ members)

- **Corporate Membership**
  - Will launch to channel partners during Mar-18
  - Greater value and exclusive benefits
  - Designed to increase long-term retention
  - Available to Premier Partners, who opt into the program’s business rules. Channel Partners will also be considered based on capability to support the program
APICS Case Competition Update

- In collaboration with Deloitte APICS launched our 2018 APICS Case Competition last Fall

- The regional round was conducted on February 23rd and 24th with 54 teams competing in seven locations: Amsterdam, Atlanta, Chicago, Costa Mesa, Mexico City, Parsippany and Toronto

- A number of top supply chain schools participated for the first time, including:
  
  ➢ 208 schools participated

- The seven winning teams will now advance on the finals taking place at APICS 2018 in Chicago

- Thanks to all for your support on this new program!
Regional Round will be held at 6 Deloitte locations:
- Chicago, Parsippany NJ, Atlanta, Costa Mesa CA, Toronto and Mexico City
- Deloitte team will also join the European regional in Amsterdam
Conference & Events Update

Executive Forums

- Planning continues with our partner PwC to host a second year of these regional thought leadership events
- Milan (March 21), Boston (April 20)

Best of the Best S&OP Conference (Chicago, June 14-15)

- Advance registration now open at www.apics.org/best

APICS 2018 (Chicago, September 30-October 2)

- Advance registration and exhibit sales now open at www.apicsconference.org
- Registration opens April 3rd

APICS Seminar Series

- Full 2018 calendar has been published and registration now open at www.apics.org/events
IDP UPDATE
Professional Development: IDP

- **Instructor Development:**
  - Mar 20 Webinar: *Engaging Learners: Working with learners during class meetings (face-to-face and online)*
  - 2018 IDP Application available Mar 16
  - LDI Online pilot in 2Q-3Q 2018

- **IDP Maintenance Update: Jan – Feb 2018**
  - 55% of IDP Instructors due have completed their online applications
  - Trending at 69% renewals

- **N. America total:** 698 IDP Instructors (increase in CSCP and CLTD)
- **International total:** 328 IDP Instructors (increase in CPIM, CSCP, CLTD)
# IDP Instructors – IDP Maintenance Filing Status as of 3/7/2018

<table>
<thead>
<tr>
<th>District - Region</th>
<th>Total No. Inst Due Jan 1, 2018</th>
<th>Total Did Not Renew</th>
<th>Total Renewed</th>
<th>District Percentage Renewed</th>
<th>Global Average of Completed Applications in Jan - Feb</th>
<th>Differential from Global Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heartland</td>
<td>30</td>
<td>18</td>
<td>12</td>
<td>40%</td>
<td>55%</td>
<td>-15%</td>
</tr>
<tr>
<td>Northeast</td>
<td>30</td>
<td>15</td>
<td>15</td>
<td>50%</td>
<td>55%</td>
<td>-5%</td>
</tr>
<tr>
<td>Great Lakes</td>
<td>31</td>
<td>15</td>
<td>16</td>
<td>52%</td>
<td>55%</td>
<td>-3%</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>34</td>
<td>13</td>
<td>21</td>
<td>62%</td>
<td>55%</td>
<td>7%</td>
</tr>
<tr>
<td>Canada</td>
<td>20</td>
<td>4</td>
<td>16</td>
<td>80%</td>
<td>55%</td>
<td>25%</td>
</tr>
<tr>
<td>Southeast</td>
<td>55</td>
<td>17</td>
<td>38</td>
<td>69%</td>
<td>55%</td>
<td>14%</td>
</tr>
<tr>
<td>PacWest</td>
<td>21</td>
<td>4</td>
<td>17</td>
<td>81%</td>
<td>55%</td>
<td>26%</td>
</tr>
<tr>
<td>Southwest</td>
<td>33</td>
<td>10</td>
<td>23</td>
<td>70%</td>
<td>55%</td>
<td>15%</td>
</tr>
<tr>
<td>TerraGrande</td>
<td>50</td>
<td>17</td>
<td>33</td>
<td>66%</td>
<td>55%</td>
<td>11%</td>
</tr>
</tbody>
</table>
Together APICS Partners and APICS IDP

Working with APICS chapter partners to elevate and enhance the APICS Learner Experience to grow the supply chain profession

We need the support of **APICS Chapter Partners** to:

- **Recruit** eligible APICS Recognized Instructors (IDP) to deliver APICS Courseware.

- **Train / Develop** IDP Instructors through partner-sponsored APICS Instructor Training courses. Partners can now also post their Instructor Training classes to APICS Learning Opportunities page.

- **Retain** eligible IDP instructors by sharing APICS IDP tools and resources with instructors and guiding them through the IDP Maintenance process. [http://www.apics.org/credentials-education/instructor-development/idp-maintenance](http://www.apics.org/credentials-education/instructor-development/idp-maintenance)
Digital Business Strategy Phased Approach

- “THINK DIGITAL FIRST” is the mantra driving our phased approach to digital business
- APICS is continuing to digitally advance in accordance with the agreed upon phased approach:
  - Phase 1: Continue to advance and transform (2016-2017)
  - Phase 3: Innovation drives the business (2020 and beyond)
- The digital strategy is now operationalized and has transitioned from strategic initiative status
Current Advance and Transform Activities

▪ **Marketing Automation** (using Marketo) - Improving our ability to build customer relationships, while automating our workflow and providing added insights.

▪ **Incorporating Digital Content into the APICS body of knowledge** - Includes SCOR 12.0, CPIM courseware, and APICS Dictionary terms

▪ **Digital Delivery via Self-Study, Distance Learning Pilot**

▪ **Improving the Purchase Experience for Members, Partners** - Introduced individual member and group purchasing automation to improve customer experience

▪ **On the Horizon: E-Commerce Platform** - Exploring the possibilities of a consolidated e-commerce platform to streamline and improve purchase process
New APICS Funding of Academic Research Projects

The Research, Innovation and Strategy Committee (RISC) developed this program in 2017. The four projects below are the first ones funded by this program. RISC and APICS, as part of their academic and research strategies, realized that faculty teach what they research, resulting in this targeted, practical research program. The next call for proposals will be issued in August 2018, likely resulting in two additional funded projects in 2019-2021.

- **Leveraging Big Data** to Enhance Firm Manufacturing and Sustainability Performance [Indiana University]
- **Blockchain** Technology’s Contributions to Supply Chain Business and Sustainability Value [Rutgers University]
- **The Intelligent Supply Chain**: Developing a **Maturity Model** for Digitization and Visibility [Texas Christian University and Northeastern University]
- **Supply Chain Analytics** and the Evolving Work of Supply Chain Managers [University of Wisconsin and University of Arkansas]

*Questions about the research projects may be directed to Mike Ogle, Sr. Dir. of Academics and Research, mogle@apics.org*
### APICS Salary Calculator

For those employed full time in the supply chain field and work in the US a majority of the time.

<table>
<thead>
<tr>
<th>POSITION LEVEL</th>
<th>APICS CERTIFICATIONS HELD (non-exclusive)*</th>
<th>INDUSTRY TENURE (YEARS)</th>
<th>SUPERVISE OTHERS</th>
<th>NUMBER OF EMPLOYEES AT ORGANIZATION</th>
<th>EDUCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>☑ NO FILTER</td>
<td>☑ NO FILTER</td>
<td>☑ NO FILTER</td>
<td>☑ NO FILTER</td>
<td>☑ NO FILTER</td>
<td>NO FILTER</td>
</tr>
<tr>
<td>☑ staff/associate</td>
<td>☑ CLTD</td>
<td>☑ 20+</td>
<td>☑ yes</td>
<td>☑ 10,000+</td>
<td>graduate/doctorate degree</td>
</tr>
<tr>
<td>☑ manager</td>
<td>☑ CPIM</td>
<td>☑ 10 - 19</td>
<td>☑ no</td>
<td>☑ 1,000 - 9,999</td>
<td>undergraduate degree</td>
</tr>
<tr>
<td>☑ director</td>
<td>☑ CSCP</td>
<td>☑ 5 - 9</td>
<td>☑ no</td>
<td>☑ &lt;100</td>
<td>&lt;undergraduate degree</td>
</tr>
<tr>
<td>☑ vice president</td>
<td>☑ executive/president/C-level</td>
<td>☑ &lt;5</td>
<td>☑ no</td>
<td>☑ no</td>
<td></td>
</tr>
</tbody>
</table>

### Annual Base Salary

- **25th percentile (25% earn less)**
- **50th percentile (median)**
- **75th percentile (75% earn more)**

<table>
<thead>
<tr>
<th></th>
<th>25th percentile</th>
<th>50th percentile</th>
<th>75th percentile</th>
</tr>
</thead>
<tbody>
<tr>
<td>Your selections</td>
<td>$76,300</td>
<td>$93,000</td>
<td>$106,200</td>
</tr>
<tr>
<td>All survey respondents</td>
<td>$60,300</td>
<td>$78,000</td>
<td>$102,000</td>
</tr>
</tbody>
</table>

### Other Compensation

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Your selections</td>
<td>$5,000</td>
<td>$10,000</td>
<td>$15,000</td>
</tr>
<tr>
<td>All survey respondents</td>
<td>$0</td>
<td>$4,000</td>
<td>$10,000</td>
</tr>
</tbody>
</table>


NEW this year as well is a salary calculator, providing interactive selection of the criteria that most affect salary.

Available in late March 2018.
New Report on Enhancing Costing Systems (partnered with IMA)

APICS partnered with IMA on a study on the impact of costing systems on supply chain, finding that:

- Good costing data is essential to properly pricing inventory
- Communication between supply chain professionals and account teams is essential
- ERP systems can help improve the communication and data quality
New APICS Research Report on Millennials in Supply Chain

New research finds that the millennial generation in supply chain is:

- focused
- engaged
- enthused
- and committed

The study was conducted by APICS, Supply Chain Management Review and American Productivity & Quality Center.
PRODUCTS AND SERVICES UPDATE
CLTD Update

- Four individual success stories are available on learn.apics.org/cltd
- Five rotating testimonial quotes on apics.org CLTD page
- New! Video featuring Gary Smith, Vice President of Supply Logistics, MTA New York City Transit

[Video Link]
https://www.youtube.com/watch?v=1kj8yab5dZ0
New CPIM Partner Launch Resource Tools on C-Box

- CPIM Partner Launch Kit PowerPoint
- Digital Tools
- Customizable CPIM Brochure
- CPIM Sell Sheet – Individual and Corporate
- Presentations and Webinars

http://www.apics.org/sites/cbox/corporate/from-apics-corporate/cpim-V6
THE BEST GETS BETTER

SCOR 12.0

DRIVE VALUE. BUILD LEADERS.
SCOR 12.0 Is Here!

APICS has updated the world's leading supply chain framework, incorporating many emerging drivers of supply chain success, including:

- Omni-channel, metadata, block chain, and other emerging topics
- Modernized best practices and processes to better align with digital strategy
- Updated people skills/training based on APICS body of knowledge
- Sustainability standards based on The Global Reporting Initiative (GRI)
- Tighter alignment of supply chain management costs with SCORmark benchmark
- Process workflows generated by the SCOR BPM Accelerator, ensuring accurate data mapping

See what’s new! apics.org/scor12
2018 Key Initiatives Update

Key Initiatives

- PDC & Channel Program 2.0
- Expand Digital and Community Success
- Focus on Certification
- Drive Accountability and Transparency

Progress

- Launch the new PDC and chapter innovation fund
- Develop streamlined NA Channel Program by end of Q2-18
- Ongoing expansion of distance learning (online) pilots, with the greatest focus on Corporate Webinars (private classes)
- Think Certification! It’s good for building the SC community and the chapter revenue bottom line
- Providing performance visibility to districts and chapters
- Implemented metrics-based district budgeting process
PARTNER PURCHASES SNAPSHOT

Global Channels and Alliances
2017 Partner Snapshot Reports, with 2018 YTD data was sent recently to all chapters in the District. Reports should be leveraged for chapter planning. Sent to Chapter President, and Education/Finance officers.

This report has been designed to provide channel partners visibility, for planning purposes, to “Purchases” data for the last three years (2015 thru 2017); as well an update on 2018 YTD progress. A particular focus has been given to Certification Courseware and Exam Credits related to CPIM, CSCP and CLTD, since these offerings best reflect the certification mission of APICS.

These are key concepts to understand when you read this report:

- The term “Purchases” represents sales orders that have been placed and shipped during a period.
- The term “Earned Revenue” refers to revenue recognized by APICS during a period. As an example, a CPIM Exam Credit will only be recognized as Earned Revenue, when the exam has been taken or the Exam Credit has expired.
- The term “Certification Courseware” refers to Learning Systems, Instructor Kits and Participant Guides, related to CPIM, CSCP and CLTD. It does not include any other options (e.g. student slides).
ONLINE PILOTS
Online Pilot Program

Corporations and individuals undertaking APICS training are increasingly looking for **Virtual** or **Hybrid Classroom** options where some students learn in the physical classroom, while others participate remotely via private, corporate webinar platforms. The advantages of the **Virtual or Hybrid Classroom** are many, including increased flexibility, added efficiency and eliminating the need for students to travel, which reduces participation costs and time away from work/home.

APICS is pleased to announce the 2018 Corporate Webinar Program, designed to provide flexible, scalable APICS training for corporate customers.

The APICS Online Pilot Program involves a licensing fee model in recognition of increased efficiencies corporations and students derive from an online training experience.
Training Modalities – *Classroom Topology*

**MARKET**
- Classroom (Traditional Face-to-Face)
  - Public or Private Classes
- Public Webinar (Virtual only)
  - Public or Private Online Classes
- Corporate Webinar (Virtual or Hybrid)
  - Private Corporate Classes**

**ENABLING TECHNOLOGY**
- Classroom Topology
  - Face-to-face Classroom
- Corporate Webinar Platform Only
  - APICS Webinar Platform
- Corporate Customer**
  - Corporate Customer** Webinar Platform

**COURSE SIZE**
- Instructor Sets Limit
- 25 Participants Maximum
- Corporate Customer Sets Limit

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**Notes:**
- **Requires APICS approval and Corporate Webinar License Agreement. Fees apply.**
Online Pilots

- **Chapter Online Pilot Pathways:**
  - Public Webinar Pilot – Public classes, with open enrollment
    - Limited success, so far due to enrollment challenges
  - Corporate Webinar Pilot – Private, online classes for specific companies
    - Most successful. Looks to be the most promising pathway
    - Reliant upon chapter’s outbound business development with corporations

- **Online Pilot Availability**
  - Public Webinar Pilot – Not looking to expand. Underway thru June-18
    - All chapter’s can participate via the referral of students into the pilot and obtain a $50. fee from the chapter hosting the public webinar class
  - Corporate Webinar Pilot – Looking for new participants (Premier or Channel Partners)
## Webinar-Enabled Training Pilot Overview and Update

In November 2017, APICS launched a new, pilot enabling channel partners’ to increase instructor-led, certification review training access for remote students through webinar-enabled learning. The pilot will conclude at the end of Jun-18.

### Public Webinar
- Courses hosted on APICS’ GoToMeeting Pro
- Top 25 NA Chapters invited to apply
- Open to all NA Chapters to refer remote participants into an online course
- Intended for public course students
- Online Support Fee: $100/month
- Licensing Fee: $100/participant

### Corporate Webinar
- Courses hosted on corporate client webinar or videoconferencing. **Key focus for expansion.**
- Open to top 50 NA channel partners at Premier and Channel status
- Intended for closed, in-house course students all of whom are employees of a single corporate entity
- Licensing Fee:
  - $500 flat for Corporate Members
  - $100/remote participant with 5 student minimum for non-CMs
# Webinar-Enabled Training Pilot Scorecard

<table>
<thead>
<tr>
<th>Public Webinar</th>
<th>Corporate Webinar</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ 10 Partners participating                                                   ▪ 1 Partner participating</td>
<td></td>
</tr>
<tr>
<td>▪ Mexico, Vancouver, Twin Cities, DC Metro, Piedmont Triad, Brandywine Valley, Houston, Fox River, Puget Sound</td>
<td>▪ San Diego</td>
</tr>
<tr>
<td>▪ 7 courses formed                                                            ▪ Additional partners/instructors grandfathered in</td>
<td></td>
</tr>
<tr>
<td>▪ 29 students enrolled</td>
<td></td>
</tr>
<tr>
<td>▪ Public webinar pilot will conclude 6/18                                      ▪ Corporate Webinar option will be rolled out to chapter partners during Q2-18</td>
<td></td>
</tr>
<tr>
<td>▪ Program continuation and expansion beyond pilot is likely, but still TBD     ▪ Program open to Premier Partners or Channel Partners</td>
<td></td>
</tr>
</tbody>
</table>

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Creating new access points to APICS training

Enriching the training experience through online, remote student participation

**Value to Corporations**

- Conducive to “Flipped Classroom” Environments
  - *Classroom time is used for highest value learning activities*
- Lowers training cost per student
  - *Eliminates the need for unnecessary travel expenses*
- Increased Access
  - *Students can participate, regardless of their location*
- Greater productivity
  - *Students spend less time away from their day job*
- Expands instructor pool
  - *Potentially eliminates geographic considerations for instructor selection*

**Value to Students**

- Less Disruptive
  - *Students spend less time away from home*
- Better Time Management
  - *Students can spend their time learning, not traveling to learn*
- More efficient
  - *“digital native” students can learn in a manner they find most productive*
- More enriching
  - *Students can leverage the input of remote colleagues*
- Best of both worlds
  - *Students benefit from real world benefits of live instruction from the comfort of home or office*
## Channel Partner Pricing

<table>
<thead>
<tr>
<th></th>
<th>North America only (for single shipments of 1 to 4 units of one single SKU)</th>
<th>North America only (for single shipments of 5 or more units of one single SKU)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Learning System</strong></td>
<td>$995</td>
<td>$895</td>
</tr>
<tr>
<td><strong>Instructor Kit</strong></td>
<td>$995 first, $395 add'l</td>
<td>$995 first, $395 add'l</td>
</tr>
<tr>
<td><strong>Student Slide Booklets</strong></td>
<td>$25</td>
<td>$25</td>
</tr>
</tbody>
</table>

Same as Channel Partner Pricing
THANK YOU
2018 APICS Board of Directors

Officers
- William Householder – Chair
- Keith Connolly – Chair-Elect
- Ginny Youngblood, PhD, CSCP, CPIM, SCOR-P – Treasurer-Secretary

Directors (newly elected in blue font)
- Scott Ehrsam, CSCP
- Antonio Galvao Costa, CSCP, CTL, CLTD
- Mark Holmes, CTL
- Radha Krishna, PhD, CFPIM
- Pamelyn Lindsey, CSCP
- Paul Pittman, PhD, CFPIM, CSCP
- Shari Ruelas, CPIM, CSCP
- Michael Wasson, CSCP
- George Yarusavage, CPIM, CTL, C.P.M., DLP

Young Professional Board Guest
- Heather Walker