Professional Certifications - What are they, how will they benefit me, and how do I get them?

Friday, January 26th - 12:00pm to 1:00pm
BLB 080

Speaker(s)

Vince Mozik, CPIM, CSCP, PMP, MBA
Planning Manager - Defense Programs, Aviall, A Boeing Company

Vince Mozik is an APICS Associate Instructor for CPIM, CSCP, Lean, Global Sourcing, and Principles. He holds over 14 years of Fortune 500 supply chain experience across 5 industries ranging from the petroleum, automotive, industrial, electronics and aerospace sectors. Currently Vince is a Planning Manager at Aviall Services, Inc., a wholly owned subsidiary of The Boeing Company. He holds an MBA from the University of Detroit Mercy and BBA from Western Michigan University in Supply Chain.
Quick Intro – Vince Mozik

Current Role

• Planning Manager - Aviall Services, Inc.
• Board Member and Instructor - APICS

Education

Past Employers +15 years of supply chain experience
Agenda

• Premise
• Why
• What
• How
• Study Tricks
• Questions
Premise

“For employees who lack supervisor support and encouragement for career development, only 15% say their employer is providing them with opportunities to develop the technical skills they will need in the future” - David Ballard

ROI of Certs? IndustryStar Interview 2016

How have certificates helped you as a supply chain professional?

• Education gained from certifications have shortened the learning curve
• Enabled ability to solve complex supply chain issues

How have certifications helped you?

• Advanced critical thinking skills
• Fueled a personal continued focus towards the journey of best practices
• Sparked a process improvement mindset
• Courage to challenge business practices

Do you recommend companies put in place a certification training program?

“SCM is evolving and becoming more multifaceted, specialized knowledge gained from certifications will naturally become more vital for firms to stay competitive in today’s global business environment.”
Global Certifications

APICS is the association for supply chain management.
We're the leading provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience. Become a member to expand your knowledge and advance your career.

Founded in 1969, PMI delivers value for more than 2.9 million professionals working in nearly every country in the world through global advocacy, collaboration, education and research.

We advance careers, improve organizational success and further mature the profession of project management through our globally recognized standards, certifications, resources, tools, academic research, publications, professional development courses and networking opportunities.

Global Leader in quality and consists of a community of passionate people whom use their tools, ideas, and expertise to make our world better.
PMP – Gold Standard

- PMP - Project Management Professional
- 1 exam and 40 hours of class room and experienced required
- Gold Standard of Project Mgmt
- Over 750K certified across the globe
- 20% Higher salaries + 1/3 certified
- Local large chapter in Dallas
- New mandate for Gov’t Programs

The new Agile methodology is gaining increased acceptance given impact to customer value and vast majority of IT projects
KNOW WHERE YOU ARE GOING.
Supply chain excellence is a journey. Implement with APICS.
APICS Certification Demographic

Who needs training? Which roles/titles?

<table>
<thead>
<tr>
<th>Production Management</th>
<th>Strategic Sourcing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory Management</td>
<td>Procurement</td>
</tr>
<tr>
<td>Operations Management</td>
<td>Purchasing / Buyer</td>
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<tr>
<td>Supply Chain Management</td>
<td>Materials Management</td>
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<tr>
<td>Supply Chain Network Design</td>
<td>Warehousing</td>
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<tr>
<td>Forecasting</td>
<td>Distribution/Transportation/Logistics</td>
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<td>Demand Planning</td>
<td>Customer Service</td>
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<td>S&amp;OP</td>
<td>Center of Excellence</td>
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<td>Master Scheduling</td>
<td>Finance / Cost Accounting</td>
</tr>
<tr>
<td>Supply Planning</td>
<td>Manufacturing Information Systems</td>
</tr>
</tbody>
</table>

How do we get all of these people to...
- understand this integrated process?
- speak a common language?
- contribute toward KPI improvement?
Applicable to the Total Value Stream

APICS Corporate Enterprise Solutions

Supply Chain Management

<table>
<thead>
<tr>
<th>Plan</th>
<th>Source</th>
<th>Make</th>
<th>Deliver</th>
<th>Return</th>
<th>Enable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Benchmarking</td>
<td></td>
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</table>
| APICS Business Process Management Platform  
(Available Q3 2016) |
| SCOR-P |
| GSCP |
| CPIM | CLTD |

Comprehensive

Targeted
Aligned with Business Maturity Journey

APICS and Gartner Approaches

<table>
<thead>
<tr>
<th>Stage 1</th>
<th>Stage 2</th>
<th>Stage 3</th>
<th>Stage 4</th>
<th>Stage 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reacting</td>
<td>Anticipating</td>
<td>Integrating</td>
<td>Collaborating</td>
<td>Orchestrating</td>
</tr>
</tbody>
</table>

Supply Chain Maturity Assessment
- APICS: Single Internal Process
- Gartner: Internal Supply Chain Processes
- APICS: Supplier-to-Customer or Supplier Single Instance
- Gartner: Supplier’s Supplier to Customer’s Customer

CSCO Leadership Competencies
- APICS: Principles Series
  - CPIM
  - CLTD
- Gartner: CSCP
- APICS: SCOR-P

Functional and Enablers Maturity Assessment
- APICS: X-Functional and Enablers Maturity Assessment

Strategic Roadmaps, Best Practices and Case Studies

End-to-end Supply Chain Benchmarking
- APICS: Skills Assessment
- Gartner: SCORmark Manufacturing, Distribution, and Retail
- APICS: SCORmark Enterprise
- Gartner: Shareholder
APICS CPIM Designation

- APICS Certified in Production & Inventory Management
  - Designation preferred by employers
  - 104,000+ individuals certified
  - 5 courses and 5 exams
  - “Inside the 4 walls of your business”

*Exam changed from 5 modules to 2 modules in 2018*

Why you should earn the CPIM designation

- Increase your salary - on average designees see a 10% increase
- Improve your hiring potential by 65%
- Maximize ROI on systems and technologies
- Reduce your organization’s costs
- Provide more value to your organization
- Understand how to increase customer satisfaction
- Build your credibility and set yourself apart from peers

CPIM Part 1 Content
Module 1: SCM – Overview, strategy, managing, improving, etc.
Module 2: Demand planning, product design, logistics,
Module 3: Relationship Mgmt
Module 4: IT, ERP, e-Business etc.

APICS CSCP Designation

- APICS Certified Supply Chain Professional
  - Designation preferred by employers
  - 20,000+ individuals certified
  - 1 course & 1 exam
  - “End-to-End Supply Chain”
  - “From your supplier’s supplier, through the operation, and on to your customer’s customer”
  - “Highest Level Curriculum”

Why you should earn the CSCP designation

- Increase your salary - on average designees see a 12% increase
- Improve your hiring potential by 65%
- Maximize your organization’s ERP investments
- Effectively manage global end-to-end supply chain activities
- Understand how to increase customer satisfaction
- Increase your professional value and secure your future
APICS Certified in Logistics, Distribution & Transpiration

- Sets the global standard for best practices in Logistics
- 1 course and 1 exam
- “Logistics/Distribution/Transportation”
- “Available Now”

Why you should earn the CLTD designation

- Gain recognition in the field as a logistics expert
- Build credibility and set yourself apart from peers
- Learn latest trends in global supply chain logistics
- Impact your organization’s bottom line
- Demonstrate logistics mastery of knowledge
SCOR-P Professional Endorsement

APICS Supply Chain Operations Reference – Professional Endorsement

- Introduction to SCOR model
- Practical application & exercises
- 3-day workshop and 1 exam
- “Designed for the cross functional teams that will lead supply chain assessments & transformation”

Drive value. Build leaders with the SCOR-P program.

- Establishes in-depth knowledge of the SCOR model and methods
- Provides real-world techniques for tackling strategic supply chain issues
- Provides a practical method for evaluating the effectiveness of each course

SCOR-P endorsement is a credential that demonstrates a commitment to your career and an investment in yourself. By building on your SCOR knowledge, you will dramatically increase your rate of supply chain improvement and performance.
SCOR Model

- **Cost**
  - Total cost to serve
  - Planning cost
  - Sourcing cost
  - Material landing cost
  - Order mgmt cost
  - Fulfillment cost
  - Return cost
  - COGS

- **Reliability**
  - Perfect Order fulfillment
  - % of ordered delivered in full
  - Documentation accuracy
  - Perfect condition

- **Asset Management**
  - Asset Control
  - Cash to cash cycle time (IDS + DSO – DPO)
  - Return on supply chain fixed assets
  - Return on working capital (Inventory turns)

- **Responsiveness**
  - Order fulfillment cycle time
  - Source, pack, delivery
  - Agility / flexibility
  - Speed
Next Steps and Study Tips

- Step 1 – Enroll in APICS, PMI, ASQ Memberships
- Step 2 – Engage with local chapters, learn from professions, ask questions
- Read body of knowledge multiple times, write down vocab, explain content

Benefits -
- Completing any certification will empower you
- It will enable you to better understand IT gaps
- Various business challenges are based on content in PMI, ASQ, and APICS, content
- Certification will label you as an accredited professional with credibility
Closing

Thank you for your time and attention

Feel free to connect on LinkedIn and via email

Vince.mozik@gmail.com

APICS North Texas
http://ntxapics.org/index.php

PMI Dallas Chapter
http://pmidallas.org/index.php

ASQ Dallas Chapter
http://asqdallas.org/
Background
## APICS Certification and Endorsement Comparison Chart

<table>
<thead>
<tr>
<th>Designation Name</th>
<th>CPIM</th>
<th>CSCP</th>
<th>CLTD</th>
<th>SCOR-P</th>
</tr>
</thead>
<tbody>
<tr>
<td>Designation Type</td>
<td>Certification</td>
<td>Certification</td>
<td>Certification</td>
<td>Endorsement</td>
</tr>
<tr>
<td>Reach</td>
<td>Global</td>
<td>Global</td>
<td>Global</td>
<td>Global</td>
</tr>
<tr>
<td>Member discount</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Program Overview</td>
<td>Provides candidates with the ability to understand and evaluate production and inventory activities within a company’s global operations.</td>
<td>Helps candidates demonstrate their knowledge and organizational skills for developing more streamlined operations across the extended supply chain.</td>
<td>Provides candidate with the ability to understand and evaluate logistic, transportation and distribution activities within a company’s global operations.</td>
<td>Enables candidates to learn techniques for managing and measuring the performance of a global supply chain utilizing the Supply Chain Operations Reference (SCOR) model.</td>
</tr>
<tr>
<td>Area of content</td>
<td>CPIM focuses on the mastery of an organization’s internal operations and provides an in-depth understanding of materials management, master scheduling, forecasting, production planning and provides the knowledge to apply this information across the extended supply chain.</td>
<td>CSCP focuses on the mastery of the extended supply chain, from organizations’ suppliers through to the end customers. The CSCP designation validates professional understanding of supply chain management and the integration of operations across the extended supply chain.</td>
<td>CLTD focuses on the mastery of the essential knowledge needed for the logistics, transportation and distribution industry. The CLTD designation expands candidates outlook on the logistics field and enables them to bring new ideas to their organization.</td>
<td>Candidates learn the major process components (Plan, Make, Source, Deliver, Return and Enable) for managing and measuring the performance of a global supply chain by implementing the Supply Chain Operations Reference (SCOR) model.</td>
</tr>
<tr>
<td>Eligibility Application</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Candidate qualifications</td>
<td>• No college degree is required</td>
<td>Candidates must have:</td>
<td>Candidates must have:</td>
<td>Candidates are recommended to have five years of working experience in a supply chain</td>
</tr>
<tr>
<td>Designation Name</td>
<td>CPIM</td>
<td>CSCP</td>
<td>CLTD</td>
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</tr>
<tr>
<td><strong>Supply Chain operations areas most suited for designation</strong></td>
<td>Production and inventory management</td>
<td>Supply chain design</td>
<td>Logistics Services</td>
<td>Production management</td>
</tr>
<tr>
<td></td>
<td>Operations</td>
<td>Supplier management</td>
<td>Transportation</td>
<td>Operations</td>
</tr>
<tr>
<td></td>
<td>Supply chain management</td>
<td>Transportation</td>
<td>Government &amp; Military</td>
<td>Supply chain management</td>
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<tr>
<td></td>
<td>Procurement</td>
<td>Supply chain management</td>
<td>Distribution channels</td>
<td>Procurement</td>
</tr>
<tr>
<td></td>
<td>Materials management</td>
<td>Distribution channels</td>
<td>Consulting</td>
<td>Materials management</td>
</tr>
<tr>
<td></td>
<td>Purchasing</td>
<td>3PL, 4PL</td>
<td>3PL, 4PL</td>
<td>Inventory management</td>
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<tr>
<td></td>
<td>Planning</td>
<td>Customer management</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Supply Chain professional titles</strong></td>
<td>Supply chain manager</td>
<td>Supply chain manager</td>
<td>Supply chain manager</td>
<td>Supply chain manager</td>
</tr>
<tr>
<td></td>
<td>Buyers or planners</td>
<td>Consultant</td>
<td>Consultant, senior consultant</td>
<td>Supply chain project manager</td>
</tr>
<tr>
<td></td>
<td>Materials manager</td>
<td>Supply chain project manager</td>
<td>Supply chain specialist</td>
<td>Materials manager</td>
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<tr>
<td></td>
<td>Production planner</td>
<td>Materials manager</td>
<td>Supply chain performance analyst</td>
<td>Operations manager</td>
</tr>
<tr>
<td></td>
<td>Consultant</td>
<td>Supply chain analyst</td>
<td>Procurement professional</td>
<td>Logistics manager</td>
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<td></td>
<td>Business analyst</td>
<td>Business analyst</td>
<td>Business operations</td>
<td>Distribution manager</td>
</tr>
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<td></td>
<td>Logistics manager</td>
<td>Logistics manager</td>
<td>Logistics manager</td>
<td>Operations manager</td>
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<td></td>
<td>Operations manager</td>
<td>Operations manager</td>
<td>Distribution manager</td>
<td>Warehouse manager</td>
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<tr>
<td></td>
<td>Buyer, purchasing manager</td>
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<tr>
<td><strong>Company benefit</strong></td>
<td>The CPIM program provides employees with the understanding to evaluate production and inventory activities within an organization’s global operations by improving efficiency, maximizing technology ROI and streamlining operations to address challenges and opportunities.</td>
<td>The CSCP program helps employees master advanced supply chain management principles that extend beyond an organization’s internal end-to-end operations from suppliers to customers. It provides a higher-level of knowledge and skills needed to streamline operations and produce bottom line results.</td>
<td>The CLTD program provides employees with the understanding to evaluate logistic, transportation and distribution activities within an organization’s global operations by improving efficiency, maximizing technology ROI and streamlining operations to address today’s supply chain logistics challenges.</td>
<td>The SCOR Professional program provides employees with the major process components of the SCOR framework (Plan, Make, Source, Deliver, Return and Enable) which helps companies to increase the speed of system implementations, improve inventory turns and drive measurable supply chain process improvement and business performance.</td>
</tr>
<tr>
<td><strong>Candidate benefit</strong></td>
<td>The CPIM program increases a candidate’s functional knowledge of production and inventory management by providing them with the tools they need to effectively evaluate and manage activities.</td>
<td>The CSCP program provides candidates with the necessary tools to effectively manage global supply chain activities and enables them to implement best practice approaches to increase supply chain efficiencies.</td>
<td>The CLTD program provides candidates with the essential knowledge needed for today’s logistic, transportation and distribution challenges and enables them to implement best practice approaches to increase logistic efficiencies.</td>
<td>The SCOR-P program builds a candidates SCOR knowledge so they will be able to manage supply chain projects with more predictable outcomes, improve supply chain performance and build team credibility with senior management and other departments.</td>
</tr>
</tbody>
</table>
Credits

- APICS website (below)
- Some APICS visual from slides from D. Longo in SCOR training

http://www.apics.org/

PMI
https://www.pmi.org/

ASQ
https://asq.org/

IndustryStar Interview (slide 5)
http://www.industrystarsolutions.com/blog/2016/08/5-supply-chain-certifications-every-professional-needs/