



YEARS OF
**Connection
Collaboration &
Transformation**

EDUCATION BROCHURE 2026

SAPICS is a **Supply Chain Management** community whose mission is to **elevate, educate** and **empower** individuals and organisations via membership, events, conferences and education.

+27(0) 10 036 3975/6 | info@sapics.org.za

www.sapics.org.za

SAPICS WAS FOUNDED IN 1966 AND HAS GROWN AND EVOLVED ENSURING THAT IT REMAINS CONSISTENT AND RELEVANT TO THE PROFESSION.

SAPICS is proud to be a **Premier Elite Channel Partner** in Sub-Saharan Africa for **APICS**, part of the **ASCM (The Association for Supply Chain Management)** network and the international body for global supply chain management. SAPICS is also a proud global education affiliate of **BEE Skilled**, **DDI (Demand Driven Institute)**, **IBF (Institute of Business Forecasting)**, and **ISCEA (International Supply Chain Education Alliance)**. All are global organisations that promote best practice methodology for the supply chain profession. Through these partnerships we are able to bring the best education content that is available for the supply chain profession and through our network of carefully selected Authorised Education Partners, SAPICS is able to offer not only the international certifications but also local short courses of exceptional quality.

SAPICS is host to the largest Supply Chain Conference in Africa, an annual conference which is the flagship event for the profession and guarantees supply chain professionals content of a global standard and the opportunity for attendees to network with industry leaders, their peers and colleagues from Africa and abroad.



EDUCATION

Through our network of carefully selected authorised education partners, SAPICS is able to offer not only the international certifications but also local short courses of exceptional quality.



EVENTS AND ACTVITIES

SAPICS provides the supply chain community with a year round calendar of events and activities that are intended to promote learning, networking and knowledge exchange for the profession.



SAPICS CONFERENCE

The conference provides the ideal platform to learn, share knowledge and exchange ideas. This world class event offers cutting edge, relevant content and thought leadership.



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SAPICS SHORT COURSES



SAPICS endorses a wide variety of supply chain education solutions which have been developed internationally as well as locally. All education endorsed by SAPICS is delivered by its network of authorised education partners in Africa. To find out more about international courses and self-study options, including the purchase of learning systems and education material please visit SAPICS website. These courses are only available via instructor led classes, they are non-unit standard aligned and non-accredited. www.sapics.org

BASICS OF STORES AND STOCK CONTROL (BSSC)



ABOUT THE COURSE

The storekeeping function is often taken for granted, despite the immense value of the stock it protects and manages. This course shines a light on that vital role. The Basics of Stores and Stock Control is an entry-level programme for anyone aiming to build a career in the many areas of warehousing and distribution management.



TARGET AUDIENCE

Ideal for all store personnel — from managers to first-line supervisors. It's also valuable for anyone who relies on store operations and wants to understand and benefit more from this essential function.



COURSE TOPICS INCLUDE

| | |
|---|---|
| Warehousing and Supply Chain Management | Materials Handling and Storage Equipment |
| Roles, Responsibilities and Relationships | Stocktaking and Stock Audits |
| Risk and Safety Management | Warehouse Issues |
| Warehouse Safety and PPE | Warehouse Returns, Customer Service and Reverse Logistics |
| Inbound Logistics | Transportation and Distribution Management |
| Classifying and Coding Stock | Emergency Situations and Precautions |
| Warehouse Layout and Productivity | |

BASICS OF MANUFACTURING AND OPERATIONS MANAGEMENT (BMOM)



ABOUT THE COURSE

The Basics of Manufacturing and Operations Management opens the door to a wide range of supply chain and operations careers. It provides a clear, practical introduction to the knowledge and skills needed to contribute effectively as a member of an operations team.



TARGET AUDIENCE

Designed for people across all functions of an organisation who are starting and want a solid grounding in operations.



COURSE TOPICS INCLUDE

| | |
|--|---|
| 1. Business Formation and Strategy | 6. Types of Production and Production Materials |
| 2. Management, Supply Chain and Customer Service | 7. Industrial Engineering Support |
| 3. Manufacturing and Manufacturing Strategies | 8. Materials Management |
| 4. Planning, Forecasting and Scheduling | 9. Lean, Waste and Continuous Improvement |
| 5. Material and Capacity Planning | |

PRINCIPLES OF PRODUCTION & INVENTORY MANAGEMENT (PPIM)



ABOUT THE COURSE

Production and inventory management have long been central to improving manufacturing performance. PPIM is an intermediate-level course for those building careers in supply chain and operations management, and it provides an excellent pathway to professional certification.



TARGET AUDIENCE

Suited to individuals working in Production and Inventory Management who wish to deepen or refresh their expertise. It is also ideal for newcomers and those in related fields such as Purchasing, Accounting, Marketing, Engineering, and Data Processing.



COURSE TOPICS INCLUDE

| | |
|---|---|
| 1. Manufacturing Strategies and Resource Management | 10. Fundamentals of Inventory Management |
| 2. Product Development Cycle | 11. Inventory Methodologies and Lot Sizing Techniques |
| 3. Forecasting and Forecasting Techniques | 12. Lean and Waste Elimination |
| 4. Production Planning and Master Scheduling | 13. Purchasing and Procurement |
| 5. Materials Planning | 14. Warehousing and Materials Handling |
| 6. Capacity Planning | 15. Quality Strategies |
| 7. Project Management | 16. Facilities Location and Transportation |
| 8. Intermittent Production Systems | 17. Distribution Management |
| 9. Continuous Production Systems | |



Premier Elite
APICS Training Partner

TM

APICS CERTIFICATIONS



ASCM is the Association for Supply Chain Management and the leading provider of research, education and certification programmes that elevate supply chain excellence, innovation and resilience. ASCM is transforming the way people do business, drive growth and research global customers. www.ascm.org

CERTIFIED IN LOGISTICS, TRANSPORTATION AND DISTRIBUTION (CLTD)



ABOUT THE PROGRAMME

The APICS CLTD programme provides a comprehensive body of knowledge, best practices and standards for those in the logistics, transportation and distribution industries. The APICS CLTD certification serves the needs of both professionals and employers around the world by reducing the impact of industry skills gaps as well as assisting employers in developing the personnel needed to meet customer demand and impact bottom-line results.



TARGET AUDIENCE

Logistics Managers/Engineers, Traffic Managers, Transportation/Fleet Managers, Warehouse Operations/Distribution Managers, Reverse Logistics Managers.



COURSE TOPICS INCLUDE

| | |
|-----------|---|
| Module 1: | Logistics Fundamentals and Strategy |
| Module 2: | Demand Management and Supply (Capacity Management) |
| Module 3: | Customer and Order Management |
| Module 4: | Warehouse Distribution/Fulfillment Center Management |
| Module 5: | Inventory Management |
| Module 6: | Transportation Management |
| Module 7: | Global Logistics |
| Module 8: | Sustainability, Reverse Logistics, and Risk Management |
| Module 9: | Logistics Framework, Metrics, Network Design, Transformation, and Improvement |

CERTIFIED IN PLANNING AND INVENTORY MANAGEMENT (CPIM)



ABOUT THE PROGRAMME

The APICS Certified in Planning and Inventory Management (CPIM) provides a comprehensive body of knowledge, best practices and standards to allow candidates to better respond to supply disruptions, respond to demand variations and manage supply chain risk. After earning your CPIM you will be able to:

- Increase inventory accuracy and reduce inventory
- Improve forecasting
- Improve the S&OP process
- Manage and apply capacity resource planning
- Work more productively with your company's ERP system



TARGET AUDIENCE

Buyer/Planner, Product Planner, Material Manager, Supply Planner, Manager, Consultant, Supply Chain Analyst, Inventory Analyst, Demand Analyst, Supply Chain Manager.



COURSE TOPICS INCLUDE

| | |
|-----------|---|
| Module 1: | Supply Chains and Strategy |
| Module 2: | Sales and Operations Planning |
| Module 3: | Demand |
| Module 4: | Internal Supply |
| Module 5: | External Supply and Key Support Functions |
| Module 6: | Inventory |
| Module 7: | Detailed Schedules |
| Module 8: | Distribution |
| Module 9: | Qualify, Business Investments, and Continuous Improvement |

CERTIFIED SUPPLY CHAIN PROFESSIONAL (CSCP)



ABOUT THE PROGRAMME

The APICS CSCP programme is the first and only supply chain certification that encompasses the end-to-end global supply chain. APICS CSCP designees gain the skills to effectively manage the global supply chain activities that involve suppliers, plants, distributors and customers located around the world.

The course content is integrated with best practices in the day-to-day functions of supply chain professionals and technologies that drive improvement in planning and operations necessary to maximise an organisation's efficiency and impact the bottom line.



TARGET AUDIENCE

People seeking in-depth knowledge of their company's supply chain, employees hoping to boost productivity and collaboration, innovators promoting global supply chain management, managers working to affect lead time, inventory, productivity and profits as well as supply chain professionals looking to secure their career.



COURSE TOPICS INCLUDE

| | |
|-----------|--|
| Module 1: | Supply Chains, Demand Management and Forecasting |
| Module 2: | Global Supply Chain Networks |
| Module 3: | Sourcing Products and Services |
| Module 4: | Internal Operations and Inventory |
| Module 5: | Forward and Reverse Logistics |
| Module 6: | Supply Chain Relationships |
| Module 7: | Supply Chain Risk |
| Module 8: | Optimization, Sustainability and Technology |

CERTIFIED IN TRANSFORMATION FOR SUPPLY CHAINS (CTSC)



ABOUT THE COURSE

The APICS Certified in Transformation for Supply Chain (CTSC) program provides the essential knowledge to help employees effectively manage an end-to-end supply chain transformation project. The CTSC program enables supply chain professionals to look beyond internal operations, through the entire supply chain. Employees gain proficiency in globally recognized industry standards, frameworks and best practices that will streamline operations and improve your organization's bottom line.



TARGET AUDIENCE

If you are responsible for the following, then CTSC is right for you:

- Supporting or executing a supply chain transformation within their organization
- Developing a supply chain strategy
- Creating business requirements documents for large-scale systems implementation
- Developing and managing performance control towers, business intelligence capabilities, and supporting advanced analytics
- Supporting a supply chain network design (redesign)
- Defining and prioritizing digital capabilities or in a supply chain enabling role



COURSE TOPICS INCLUDE

| | |
|-----------|---|
| Module 1: | Supply Chain Transformation Overview |
| Module 2: | Preparing for Supply Chain Transformation |
| Module 3: | Executing Supply Chain Transformation |
| Module 4: | Review of Supply Chain Transformation |

SUPPLY CHAIN OPERATIONS REFERENCE DIGITAL STANDARD (SCOR DS)



ABOUT THE COURSE

The Supply Chain Operations Reference Digital Standard (SCOR DS) is the only comprehensive, universally accepted and publicly available supply chain standard helping organizations across industries make dramatic and rapid improvements in their supply chain processes.

SCOR DS has recently undergone a comprehensive update; modernizing the framework to include sustainability and the digital body of knowledge. This version shifts thinking from a linear supply chain model to a more synchronous network, leading directly to improved business performance.

FOUNDATIONS OF SUPPLY CHAIN MANAGEMENT (FOSCM)



ABOUT THE COURSE

Educate your diverse and distributed workforce with Foundations of Supply Chain Management; an engaging and flexible online education program for professionals at all levels looking to enhance their supply chain knowledge. When it comes to supply chain management is your organization looking to:

- Reduce cross-functional knowledge gaps
- Use standard terminology developed by the industry leader in supply chain education
- Enhance internal communication



TARGET AUDIENCE

The self-paced learning modules allow students to progress through course material at their own pace. All courses are eligible for up to 27 certification maintenance points for supply chain professionals seeking continuing education.



COURSE TOPICS INCLUDE

Customize the learning program your organization needs today! Choose from six different foundational supply chain courses:

| |
|---|
| Introduction to Supply Chain Principles |
| Foundations of Inventory Management |
| Foundations of Operations Planning |
| Foundations of Manufacturing Management |
| Foundations of Distribution and Logistics |
| Foundations of Managing Operations |

ASCM CERTIFICATE PROGRAMMES



ABOUT THE PROGRAMMES

An ASCM certificate can provide a focused skill enhancement in a specific area. Targeted learning and quicker credentialing is useful for individuals seeking to improve their career prospects or expertise without the commitment of a full certification. An ASCM certificate can be a stepping-stone towards full certification, laying foundational knowledge and providing confidence. Additionally, certified individuals can earn 20 certification maintenance points for CPIM, CSCP, CLTD and CTSC, ensuring your certification remains active and up to date, further enriching your professional profile.



CURRENT CERTIFICATE OFFERINGS INCLUDE

| |
|--|
| Supply Chain Warehousing Certificate |
| Supply Chain Planning Certificate |
| Supply Chain Procurement Certificate |
| Supply Chain Technology Certificate |
| Supply Chain Resilience Certificate |
| Supplier Relationship Management Certificate |

BUILDING A SUSTAINABLE SUPPLY CHAIN: BEST PRACTICES AND SOLUTIONS



ABOUT THE PROGRAMME

The way supply chain professionals plan, order, source, transform, fulfil, return and orchestrate their strategic processes have a direct impact not only on a company's economic performance but also on the environment and society. By embedding sustainable practices in the supply chain, professionals can help make the world a better place. ASCM's supply chain sustainability education aims to equip supply chain professionals with tools and knowledge to operate under the triple bottom line: people, profit and the planet.

Attend a two day, instructor-led workshop, which will enable you to understand key sustainability concepts and how they relate to supply chains, interpret the ASCM Enterprise Standards for Sustainability and apply sustainability concepts and ASCM Enterprise Standards for Sustainability in the supply chain.

You will earn a letter of completion upon 100% attendance and 15 certification maintenance points for CPIM, CLTD, CSCP and CTSC, ensuring your certification remains active and up to date, further enriching your professional profile.



BEE SKILLED CERTIFICATE



Bee Skilled envisions a community of competent health workforce leading change in their own environment.

Bee Skilled is driven by a dream where public health systems in low-and-middle-income countries are self-sustainable.

This is a learning and networking platform promoting competency-based learning in the most affordable manner.

www.beeskilled.com

BEE SKILLED COLLECTIVE LEARNING CERTIFICATE: SUPPLY CHAIN FOR HEALTH



CERTIFICATE 1: CORE FUNCTIONS OF THE SUPPLY CHAIN

The Collective Learning Certificate Course: Supply Chain for Health, is the most affordable supply chain course for health professionals. It combines the internationally accepted supply chain competencies with the public health context. The course is delivered in a social environment for learners to learn together and understand concepts from various perspectives.

CLC I focuses on laying the foundation by exploring the essential functions of the supply chain in the realm of public health. It is designed for healthcare professionals seeking to deepen their understanding of supply chain management.

TARGET AUDIENCE

Healthcare professionals such as pharmacists, nurses, technicians, lab technologists, frontline workers and other health professionals.



COURSE CONTENT

This course is completely online and includes videos, reading materials, case studies, assignments, group work, and exams. Course duration: 8 weeks self-paced.

Course Accreditation and Certification: The course is supported by FIP and completion of the course and the assessment will result in a globally accredited CPD certificate.

www.beeskilled.com



BEE SKILLED COLLECTIVE LEARNING CERTIFICATE: SUPPLY CHAIN FOR HEALTH



CERTIFICATE 2: SUPPLY CHAIN ENABLING FUNCTIONS

The Collective Learning Certificate Course: Supply Chain for Health, is the most affordable supply chain course for health professionals. It combines the internationally accepted supply chain competencies with the public health context. The course is delivered in a social environment for learners to learn together and understand concepts from various perspectives.

Building on CLC 1, **CLC 2** covers supply chain enabling functions essential for a robust health supply chain operation. It's an ideal continuation for those seeking advanced insights into the management aspects of the health supply chain.



TARGET AUDIENCE

Healthcare professionals such as pharmacists, nurses, technicians, lab technologists, frontline workers and other health professionals.



COURSE CONTENT

This course is completely online and includes videos, reading materials, case studies, assignments, group work, and exams. Course duration: 8 weeks self-paced.

Course Certification: Upon successful completion of the course and the assessment, learners will receive a globally accredited CPD certificate.

www.beeskilled.com





DDI EDUCATION



Demand Driven Material Requirements Planning is a formal planning and execution method designed to correct the inadequacies and inappropriate rules of conventional Material Requirements Planning (MRP) given today's more volatile, complex and service oriented supply and manufacturing scenarios.

www.demanddriveninstitute.com

ADAPTIVE ENTERPRISE FOUNDATIONS (AEF)



ABOUT THE PROGRAMME

The Adaptive Enterprise Foundations (AEF) program is designed to introduce individuals working in all areas to the components which are necessary to making an organization truly adaptive. An “adaptive” organization is able to quickly and dynamically adjust its structure and behavior to the changing state and exigencies of its environment in the short term (operational) as well as in the long term (strategic). Being adaptive is a necessary condition for survival of an organization and more so for its lasting success in today’s volatile, uncertain, complex and ambiguous environment. The AEF Program is THE official preparatory course for the Adaptive Enterprise Foundations Professional (AEFP)™ certification test.



TARGET AUDIENCE

From Planners, to the CEO including individuals in Human Resources, Marketing, Sales and Finance, inexperienced and experienced – all will benefit significantly from this course facilitated by outstanding supply chain professionals endorsed by the Demand Driven Institute. They will not only share the fundamental hard skills but also the soft skills required to turn a traditionally managed company into a dynamic, demand driven adaptive enterprise!



PROGRAMME CONTENT

| | |
|----------------|---|
| Part 1: | The Need for Flow |
| Part 2: | The Search for More Relevant Information |
| Part 3: | An Introduction to the Demand Driven Adaptive Model |
| Part 4: | The Demand Driven Operating Model |
| Part 5: | Demand Driven Sales and Operations Planning |
| Part 6: | Adaptive Sales and Operations Planning |
| Part 7: | Becoming a Demand Driven Enterprise |

DEMAND DRIVEN PLANNER (DDP)



ABOUT THE PROGRAMME

DDMRP (Demand Driven Materials Requirements Planning) is a formal planning and execution method designed to correct the inadequacies and inappropriate rules of conventional material requirements planning (MRP) given today's more volatile, complex and service orientated supply and manufacturing scenarios.

Designed by the leading authorities on DDMRP at the Demand Driven Institute, the Demand Driven Planner program is comprised of 13 modules of in-depth DDMRP education. The DDP Program is THE official preparatory course for the Demand Driven Planner Professional (DDPP)TM certification exam.



TARGET AUDIENCE

The Demand Driven Planner (DDP)TM Program is designed for planning, purchasing and supply chain personnel responsible for implementing and maintaining a DDMRP implementation.



COURSE MODULES INCLUDE

| | |
|-------------------------------------|---|
| 1. Planning in the Modern World | 8. Dynamic Buffer Adjustments |
| 2. The Importance of Flow | 9. Demand Driven Planning |
| 3. The Power of Decoupling | 10. Visible and Collaborative Execution |
| 4. Introducing DDMRP | 11. Tactical Planning & Operational Scheduling with DDMRP |
| 5. Strategic Inventory Positioning | 12. Adapting the DDMRP Module (DDS&OP) |
| 6. Distribution Network Positioning | 13. Programme Summary |
| 7. Buffer Profiles and Levels | |

DEMAND DRIVEN OPERATIONS PROGRAM (DDO)



ABOUT THE PROGRAMME

The Demand Driven Operations (DDO)TM program is an eight-hour extension program available for those that have gone through DDI's Demand Driven Planner (DDP)TM program. The program assumes a deep technical knowledge of DDMRP and will address in depth the other aspects of the Demand Driven Operating Model (DDOM) including operational metrics, control point scheduling, time and capacity buffer management and the struggle between cost and flow in operations. The program offers unique content not found in the DDP or Demand Driven Leader (DDL)TM programs.

The Demand Driven Operations Professional (DDOP)TM is a professional endorsement certification offered by the Demand Driven Institute, the global authority for Demand Driven education, training, certification and compliance. The DDOPTM is earned by an individual who can analyse an environment, place control points, capacity and time buffers and apply demand driven scheduling and execution concepts. The endorsement is intended as an extension endorsement from the DDPPTM endorsement.



TARGET AUDIENCE

The program is ideal for those in an operational scheduling and/or supervisory role or those that are wishing to gain a full appreciation of the entire DDOM. Professionals who have completed the DDP program and wish to advance their skills in operational execution and scheduling.



PROGRAMME CONTENT

| | |
|------------------|--|
| Module 1: | Achieving a Flow-Based Operating Model |
| Module 2: | DDOM Configuration |
| Module 3: | Demand Driven Scheduling |
| Module 4: | Demand Driven Operational Execution |
| Module 5: | Demand Driven S&OP |

DEMAND DRIVEN DISTRIBUTION PROGRAM (DDD)



ABOUT THE PROGRAMME

About the Programme

The Demand Driven Distribution (DDD)TM program is designed for planning, purchasing and supply chain personnel responsible for implementing and maintaining a Demand Driven Distribution Requirements Planning (DDDRP) implementation. Designed by the leading authorities on DDMRP/DDDRP at the Demand Driven Institute, the Demand Driven Distribution program is comprised of 10 modules of in-depth DDDRP education. The DDD Program is the official preparatory course for the Demand Driven Distribution Professional (DDDP)TM certification exam. The DDDPTM is earned by an individual who can apply the demand driven concepts, analyse an environment and evaluate an environment using the Demand Driven Distribution Requirements Planning (DDDRP) methodology.



TARGET AUDIENCE

Bring the Demand Driven Distribution (DDD)TM to your planning and/or purchasing team that wants to explore the DDMRP at a deep technical level.



PROGRAMME CONTENT

| | |
|-------------------|----------------------------------|
| Module 1: | Distribution Today |
| Module 2: | The Importance of Flow |
| Module 3: | Becoming Demand Driven |
| Module 4: | Strategic Decoupling |
| Module 5: | Buffer Profiles and Levels |
| Module 6: | Dynamic Adjustments |
| Module 7: | Demand Driven Planning |
| Module 8: | DDDRP Execution |
| Module 9: | Adapting the DDDRP Model |
| Module 10: | The Inventory Target Ratio (ITR) |

DEMAND DRIVEN LEADER (DDL)



ABOUT THE PROGRAMME

The Demand Driven Leader™ Program is comprised of 7 modules of in-depth Demand Driven education. The DDL Program is THE official preparatory course for the Demand Driven Planner Professional (DDLP)™ endorsement certification test.



TARGET AUDIENCE

The Demand Driven Leader (DDL)™ Program equips senior and mid-level operations and supply chain managers with the ability to design, implement and sustain a Demand Driven Operating Model (DDOM) including parameter settings through Demand Driven S&OP (DDS&OP).



DDL PROGRAMME MODULES

| | |
|----|--|
| 1. | Today's Business Landscape |
| 2. | Striving for Relevant Information |
| 3. | The Demand Driven Adaptive Enterprise (DDAE) Model |
| 4. | The Demand Driven Operating Model |
| 5. | Demand Driven Sales and Operations Planning (DDS&OP) |
| 6. | Adaptive Sales & Operations Planning |
| 7. | Programme Summary |



**Institute of Business
Forecasting & Planning**

IBF CERTIFICATION

The Institute of Business Forecasting & Planning is recognised as the premier full-service provider of forecasting and planning educational services to organisations worldwide. For over 3 decades, the IBF has been helping businesses increase profits and decrease waste by guiding them through with lessons learned and best practices. www.ibf.org

CERTIFIED PROFESSIONAL FORECASTER (CPF) AND ADVANCED CERTIFIED PROFESSIONAL FORECASTER (ACPF)



ABOUT THE PROGRAMMES

As we move rapidly into the age of Big Data and Analytics, Forecaster and Demand Planners have never been so critical to maintaining market share, nor have they been in such high demand. This role, however, requires certain skills, and employers must be sure their S&OP/IBP professionals possess a fundamental understanding of the knowledge and practical aspects of the field. Certification allows employers to build strong teams, with the specific skills required to deliver serious value to their organization.

IBF Certified professionals are more likely to foster change, encourage collaboration and consensus, build relationships, and improve company performance. IBF Certification sets the standard for forecasting & planning excellence, a standard that companies across the globe know and trust. Certification benefits professionals by having their skills formally recognized, with each level of certification representing a milestone in knowledge, allowing professionals to secure career progression.



CERTIFIED PROFESSIONAL FORECASTER (CPF)

Earned by passing exams 1, 2 & 3

EXAM 1: What you need to know about Demand Planning,
Forecasting and S&OP

EXAM 2: Data Management and Time Series Forecasting Modeling

EXAM 3: Reporting, Presenting, New Product Forecasting & Planning



ADVANCED CERTIFIED PROFESSIONAL FORECASTER (ACPF)

One must be a certified professional forecaster (CPF) to qualify.

To earn the ACPF designation, one must pass exams 4, 5 & 6

EXAM 4: Forecast Modeling (Advanced)

EXAM 5: Technology and Worst Practices in Forecasting & Planning

EXAM 6: The Role of Artificial Intelligence and Predictive Analytics in
Demand Planning & Forecasting



International
Supply Chain
Education Alliance

ISCEA CERTIFICATION

A large, stylized graphic element occupies the lower half of the page. It consists of several thick, horizontal bars of varying lengths and colors: a long dark blue bar on the left, a long light gray bar below it, a shorter white bar to the right of the gray one, and a short yellow bar further to the right. These bars overlap and recede diagonally towards the top right corner.

ISCEA, The International Supply Chain Education Alliance, conducts many workshops to improve the knowledge of Manufacturing and Service industry professionals worldwide. ISCEA is the developer of internationally recognized certification programs of Certified Supply Chain Manager (CSCM), Certified Supply Chain Analyst (CSCA), Certified Lean Master (CLM), and Certified RFID Master (RFIDSCM). ISCEA members hold mid to upper supply chain management positions in Global 2000 companies.

www.iscea.org

CERTIFIED SUPPLY CHAIN ANALYST (CSCA)



ABOUT THE COURSE

The CSCA is specifically targeted at the young professional, those aspiring to move into a career in Supply Chain management or to gain a solid foundational knowledge of the end-to-end supply chain. The certification offers learnings in Supply Chain Management, from the processes, tools and concepts needed to understand, enhance and improve SC efficiency and profitability. This workshop will also include useful approaches to cleaning, analysing and deriving understanding from actual supply chain databases.



TARGET AUDIENCE

Those just getting started in the field of supply chain management. Individuals that engage with customers or suppliers. Anyone that impacts the flow of materials or information. Those who will be part of improvement initiatives such as creating a lean supply chain or implementing an ERP system. Any person wanting an introduction to and better understanding of the principles of supply chain management.



COURSE TOPICS INCLUDE

| MODULE 1 - FOUNDATIONAL TOPICS | MODULE 3 - TACTICAL CONSIDERATIONS |
|-----------------------------------|---|
| 1.1 Overview | 3.1 Sourcing |
| 1.2 Strategy | 3.2 Purchasing |
| 1.3 Framework for discussion | 3.3 Manufacturing |
| MODULE 2 - PLANNING AND STRATEGY | 3.4 Transportation |
| 2.1 Fundamental Issues | 3.5 Warehousing & Distribution |
| 2.2 Aggregate Planning | |
| 2.3 Role of Inventory | |
| 2.4 Material Requirement Planning | |
| MODULE 4 - RELATED TOPICS | |
| | 4.1 Sales Order Fulfillment |
| | 4.2 Lean & Continuous Improvement Tools |
| | 4.3 Sustainability |
| | 4.4 Team Dynamics |

CERTIFIED HEALTHCARE SUPPLY CHAIN ANALYST (CHSCA)



ABOUT THE COURSE

Healthcare Supply Chain Management (SCM) is a unique set of principles and procedures in order to deliver products and services to the right place at the right time at the right price in order to achieve outstanding patient care. This program is designed to provide participants the ability to demonstrate mastery related to topics specifically to the healthcare supply chain. While it covers many of the traditional supply chain topics: purchasing, transportation and sourcing, it also covers healthcare-specific topics such as GS1, healthcare innovation, supply chain risk management



TARGET AUDIENCE

Entry level employees having recently or who are planning to join the ranks of healthcare supply chain. Healthcare suppliers who wish to better understand the healthcare market and healthcare supply chain. Organizations who wish to learn more about the unique nuances of healthcare supply chain. Employees who may interact and work with professionals in healthcare supply chain, such as IT partners physicians, nurses and administration. Students with an interest in supply chain and carving out a niche in healthcare supply chain.



COURSE TOPICS INCLUDE

| MODULE 1 - FOUNDATIONAL TOPICS | MODULE 3 - TACTICAL CONSIDERATIONS |
|---------------------------------------|---|
| 1.1 Overview & Fundamental SCM Issues | 3.1 Transportation, Warehousing & Distribution |
| 1.2 Healthcare SCM Issues | 3.2 Logistics & Operations |
| MODULE 2 - PLANNING AND STRATEGY | |
| 2.1 Demand Planning | 3.3 Accounts Payable |
| 2.2 Purchasing & Sourcing | 3.4 Value Analysis/Clinical Support |
| 2.3 Vendor role/vetting/overview | |
| 2.4 Pharmacy | |
| MODULE 4 - RELATED TOPICS | |
| | 4.1 Team Dynamics & Strategy |
| | 4.2 GS1 Standards |
| | 4.6 Business Insights & Analytics |
| | 4.8 Project Management / Lean / CI / 5S / Quality |
| | 4.9 Risk Management & Internal Control |

CERTIFIED SUSTAINABLE SUPPLY CHAIN PROFESSIONAL (CSSCP)



ABOUT THE COURSE

The CSSCP Course will be a comprehensive supply chain education course that integrates sustainability into all chapters within the course. The topics will be supplemented with real industry examples of sustainable supply chain in practice. These may be initiatives, goals, or current programs that are being executed within diverse industries to move toward a circular supply chain. The CSSCP program is applicable to all global industries: transportation, agriculture, fashion, energy, etc. The CSSCP program will educate employees and industry on ways to add sustainable practices to the existing supply chain or how to rebuild current supply chain with sustainability in mind. The end goal of the CSSCP course is to educate all professionals on how to maximize success of supply chain in a way that protects the future of the planet and is sustainable in nature without sacrificing supply chain efficiency. The course aims to show that sustainability and optimized supply chain are not mutually exclusive, but rather can complement each other. The CSSCP program will also support some of the UN SDGs and can be used to educate those who are interested in pledging to the SDG Ambition goals.



TARGET AUDIENCE

This course is perfect for all levels of supply chain or sustainability professionals. Organizations in need of a baseline integrating sustainability into their supply chain team. Individuals involved in sustainable supply chain improvement projects or systems implementation (eg. corporate responsibility, pledged UN SDG Ambition Goals). Proactive individuals looking to acquire relevant information on sustainable supply chain practices.



COURSE TOPICS INCLUDE

SUSTAINABLE SUPPLY CHAINS AND CIRCULARITY

Section 1: Foundations Of Sustainable Supply Chain

- 1.1 Introduction to Sustainability
- 1.2 Approach Toward Sustainability
- 1.3 International Standards, Audit Frameworks

Section 2: Strategy & Scope

- 2.1 Introduction
- 2.2 Priorities, Sustainability in Supply Chain
- 2.3 Importance of Sustainable Supply Chain
- 2.4 Making an Initial Assessment

Section 3: Fundamental Issues - Drivers & Obstacles

- 3.1 Issues and Challenges
- 3.2 Macro Challenges
- 3.3 Business Issues
- 3.4 Micro Challenges
- 3.5 Industry Based Measures
- 3.6 Industry Leaders Challenges
- 3.7 Taking a Lead - Industry Success Story

Section 4: Circular Supply Chain

- 4.1 Circular Economy
- 4.2 How to Implement Circular Economy Strategies
- 4.3 Circular Economy Business Cases



CERTIFIED SUPPLY CHAIN TECHNOLOGY PROFESSIONAL (CSCTP)



ABOUT THE COURSE

The CSCTP (Certified Supply Chain Technology Professional) certification guarantees the highest technical and business standards for proper decision-making regarding the technological tools available in the supply chain. CSCTP certification is the standard in supply chain technology and is recommended for professionals with the following profiles and responsibilities.



TARGET AUDIENCE

Supply chain process owners who seek the right technology to enhance their supply chain processes.
Technology professionals who are responsible for transforming supply chain processes.
Any professional who is about to begin a digital transformation journey.



COURSE TOPICS INCLUDE

Part 1 – Supply Chain Technology Present and Future

- 1.1 Supply Chain Management Essentials
- 1.2 Supply Chain Technology Landscape
- 1.3 Omni-channel and its Impact on Big Data
- 1.4 Data science – enabled supply chain management
- 1.5 Supply Chain Technology Challenges
- 1.6 Supply Chain Legacy Systems
- 1.7 Cybersecurity in the Supply Chain
- 1.8 Supply Chain Technology Trends

Part 2 – Emerging Technologies Shaping Supply Chains

- 2.1 Industry 4.0 and the Digital Supply Chain
- 2.2 Artificial Intelligence (AI)
- 2.3 Demand Planning in the AI Age
- 2.4 Digital Transformation in Manufacturing
- 2.5 Digital Twins
- 2.6 Electric Vehicles in Logistics
- 2.7 Unmanned Vehicles in Logistics
- 2.8 Internet of Things (IoT)
- 2.9 Supply Chain Traceability Enablers
- 2.10 Supply Chain Risk Mitigating Technologies
- 2.11 Sustainable Supply Chain Enablers
- 2.12 AI-Enabled Procurement
- 2.13 AI-Enabled Customer Relationship Management

CERTIFIED PROFESSIONAL IN SOURCING AND PROCUREMENT (CPSP)



ABOUT THE COURSE

The “Certified Professional in Sourcing and Procurement” (CPSP) certification program is designed to equip professionals with the essential skills and knowledge needed to excel in the field of procurement and supply chain management. This program offers comprehensive instruction on various aspects of procurement, including sourcing strategies, contract management, negotiation techniques, supplier relationship management, and risk mitigation. It provides professionals with the skills and knowledge necessary for effectively managing sourcing processes and procurement operations.



TARGET AUDIENCE

Procurement Professionals
Supplier Relationships Managers
Strategic Sourcing Managers
Buyers and Purchasing Specialists
Spend Managers
Supply Chain Managers



COURSE TOPICS INCLUDE

| PART 1 - STRATEGIC CONTEXT | PART 3 - THEMATIC ISSUES |
|---|--|
| 01. The strategic roles of sourcing and procurement 02. Organization Aspects | 13. Global Sourcing 14. Service Procurement 15. Sustainable Procurement 16. Cost Analysis and Estimation 17. Procurement Technology 18. AI and Generative AI in Procurement |
| PART 2 - CORE PROCESSES | Part 4 - Interface with Other Functions |
| 03. Strategic Sourcing 04. Category Management 05. Spend Management 06. Supplier Segmentation 07. Supplier Selection 08. Negotiation and Contract 09. Managing Relationships 10. Managing Supplier Performance 11. Supplier Development 12. Supply Risk Management | 19. Inventory Management, MRP and DDMRP 20. Quality Management 21. Project Management |

AUTHORISED EDUCATION PARTNERS (AEPs)

Via our network of **Authorised Education Partners (AEPs)**, SAPICS is working diligently to develop a vibrant community of educated supply chain professionals.



SAPICS EDUCATION AFFILIATES



*Institute of Business
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Get in touch

For more information
please contact SAPICS:
+27(0) 10 036 3976/75
education@sapics.org.za

www.sapics.org

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