



ASSOCIATION FOR  
**SUPPLY CHAIN MANAGEMENT**

APICS

Certification and  
Professional Development

Authorized  
APICS Training Partner

Authorized Channel Partner

Part of the ASCM Network

**SYMBIOS**  
Consulting Group

## ASCM Training Products – APICS with Strategic Partner

**ECS**

مركز النخبة المتميزة للتدريب

Elite Training Center

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# Introduction

## About ASCM

The Association for Supply Chain Management (ASCM) is the global leader in supply chain organizational transformation, innovation and leadership. As the largest non-profit association for supply chain, ASCM is an unbiased partner, connecting companies and individuals around the world to the newest thought leadership on all aspects of supply chain.

ASCM was built on the 60-year history of APICS best-in-class supply chain certification and training. As part of ASCM, chapters and partners continue to provide professional development through certification, training and networking.

Through Chapters and Forums, ASCM members can connect to the greater supply chain community. Engagement opportunities, such as just-in-time microlearning, networking and mentoring help support supply chain professionals throughout their careers.

In addition to helping supply chain professionals excel in their careers, now ASCM is driving industry innovation with new products, services and partnerships that help companies optimize their supply chains, secure their competitive advantage and positively impact their bottom lines.

# ASCM Elevator Pitch

## ASCM Elevator Pitch

ASCM is the Association for Supply Chain Management. It is the premier provider of education, certification and research for supply chain, logistics and operations management professionals.

ASCM sets the global standard for supply chain excellence through its best-in-class APICS certifications and training.

ASCM is the largest nonprofit association for supply chain with more than 45,000 members. More than 150 APICS Professional Training Partners and local ASCM Forums have empowered professionals worldwide to earn APICS globally recognized certifications – CSCP, CPIM and CLTD.



# About APICS

## About APICS

APICS is no longer an organization; it is a product brand. Therefore, APICS should not be used as a noun. There are APICS certifications; the APICS brand should only be used as an adjective. For example, APICS CPIM.

Enhance your skillset and power up your career with APICS certifications. Built on the unrivalled APICS body of knowledge, our certifications prepare you with the supply chain knowledge and industry insights that recruiters truly value.

After passing a comprehensive and proctored final exam, you'll be awarded a certificate as well as post-nominal acronyms. Then, keep learning in order to stay current with the latest supply chain trends and maintain your designation.



# About ASCM Membership Organization Partners

## About ASCM Membership Organization Partners

<**ECS\Symbios**> is your local connection to the worldwide network of the Association for Supply Chain Management (ASCM) and its members. As one of a select group of ASCM global partners, we provide professionals in supply chain, logistics and operations management with education, training and APICS certifications that set the industry standard.

Membership in ASCM and < **ECS\Symbios** > positions you for a successful career in supply chain management anywhere in the world.

# About ASCM for Individuals

## About ASCM for Individuals

Supply chain, logistics and operations management are some of the fastest growing professions, creating great demand for highly competent professionals around the world. ASCM research, education and certifications enable supply chain professionals to excel in their careers and become stronger contributors to their businesses.

Whether you want to build a higher-performing supply chain, earn career-changing certifications (credentials) or expand your professional network, ASCM and < **ECS\Symbios** > will get you there.

# About Corporate Transformation

## Advance Your Organization's SupplyChain

Businesses turn to ASCM as the authority on all aspects of supply chain. ASCM provides guidance in establishing organizational best practices through training and certifications that elevate supply chain performance and deliver measurable results.

Whether you're implementing an employee development program or seeking to keep your organization on the cutting edge of supply chain innovation, ASCM and < ECS\Symbios > set the industry standard.

# Products/Services – Certifications

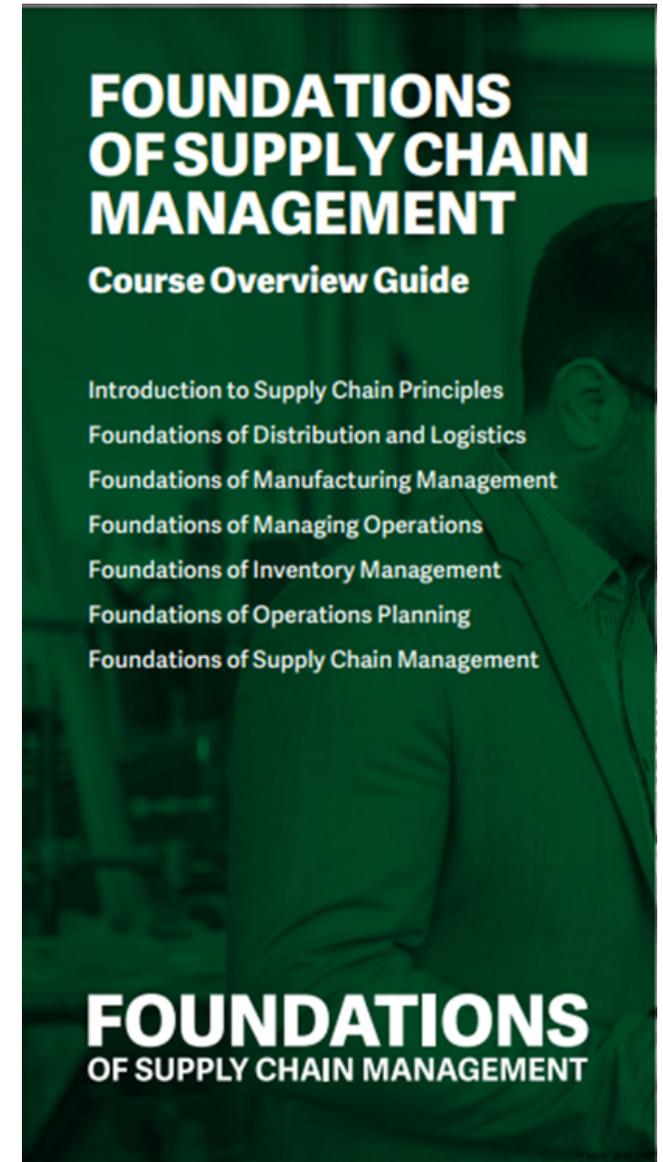
## Foundations of Supply Chain Management

A user-friendly, self-paced and modernized learning experience makes the Foundations of Supply Chain Management program motivating, engaging and attainable for beginner to mid-career professionals.

Foundation of Supply Chain Management can be considered as the main base that needed for all Supply chain in junior level

Symbios Consulting can provide Foundation of Supply Chain Management in Arabic for our clients

Duration (6 courses): 153 Hours



# CPIM “Certified in Planning and Inventory Management”



60 Hours

- 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.
- Earning the APICS CPIM demonstrates mastery of an organization’s internal operations and an in-depth understanding of materials management, master scheduling, forecasting, production planning and how it applies across the extended supply chain
- The pandemic caused a major shift in consumer demand and put a spotlight on supply chain vulnerabilities. This makes planning more important than ever, and the CPIM program gives you the tools and skills to address these challenges. Earning the APICS CPIM demonstrates mastery of an organization’s internal operations and an in-depth understanding of materials management, master scheduling, forecasting, production planning and how it applies across the extended supply chain.

# CSCP “Certified Supply Chain Professional”

- 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



**40 Hours**

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.

- 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

# CLTD Certified Logistics, Transportation and Distribution



40 Hours

- 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.
- 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.
- 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.

# Supply Chain Certificates



- Advance your career and stand out in an increasingly hot job market by earning a certificate! ASCM certificate programs offer a flexible method to develop key skills while building knowledge about focused supply chain topics. After passing a final exam, you'll earn a digital badge and a certificate that never expires.



24 Hours



24 Hours



24 Hours

# Supply Chain Procurement Certificate

## SUPPLY CHAIN **PROCUREMENT** CERTIFICATE

24 Hours

The Supply Chain Procurement Certificate program is a foundational education program designed to help both entry-level and experienced supply chain professionals expand their procurement knowledge and skills. The program provides an overview of procurement fundamentals, sourcing strategies, supplier relationship management, negotiations, evaluation metrics, and more

# Supply Chain Procurement Certificate

## SUPPLY CHAIN PROCUREMENT CERTIFICATE

### Your staff will be better equipped to:

- Develop a strategic sourcing strategy
- Establish effective procurement policies
- Effectively score supplier capabilities and select optimal suppliers
- Engage in more effective contract management negotiations
- Trace the purchase order flow from requirements identification to purchase order close-out
- Review supplier and internal procurement organization performance using data and metrics
- Engage in sustainable and ethical sourcing

### Course Modules:

- Fundamentals of Procurement
- Sourcing Strategies
- Purchase Order Management and Performance Measurement
- Contract Management and Negotiations
- Sustainability and Ethical Sourcing
- Procurement Evaluation Metrics and Intelligent Supply Chain

# Supply Chain Planning Certificate

## SUPPLY CHAIN PLANNING CERTIFICATE

24 Hours

Synchronization is critical to fast, accurate production and delivery. By engaging all parts of the business, professionals can align planning processes and enable their supply chain organizations to experience significantly fewer disruptions.

ASCM's Supply Chain Planning Certificate program introduces these essential planning fundamentals and clearly explains how to integrate all planning functions within a company.

# Supply Chain Planning Certificate

## SUPPLY CHAIN PLANNING CERTIFICATE

### Your staff will be better equipped to:

- Trace the flow of planning from business plan to execution
- Link business strategy to company plans
- Interpret and manage the master production schedule
- Interpret and manage the material requirements plan
- Help advance sales and operations planning meetings
- Identify technologies to support synchronous planning
- Create a channel tree design for a distribution system
- Determine order and reorder points
- Contribute to production and control activities

### Course Modules:

- What Is Synchronized Planning?
- Strategic Planning–Business Planning
- Strategic Planning–Demand Planning and S&OP
- Tactical Planning–Master Scheduling/ MRP
- Operations Execution–Purchasing and Production Activity Control, APS
- Distribution and Logistics Planning

# Supply Chain Warehousing Certificate

## SUPPLY CHAIN WAREHOUSING CERTIFICATE

Developed by ASCM  
in partnership with  PROLOGIS®

24 Hours

The Supply Chain Warehousing Certificate, developed by ASCM in partnership with Prologis, signifies the completion of a foundational education program designed to help individuals build their knowledge in warehousing and distribution. The program provides an overview of distribution inventory management, product storage, packaging and shipment, sustainability in logistics and so much more.

# Supply Chain Warehousing Certificate

## SUPPLY CHAIN WAREHOUSING CERTIFICATE

Developed by ASCM  
in partnership with  PROLOGIS\*

### Earning this certificate shows employers you have the knowledge and capability to:

- Take part in the loading and shipping processes, and work with common shipping documents.
- Schedule shipments and use various methods to track the shipments.
- Follow an effective order fulfillment cycle and work to improve order accuracy and efficiency.
- Use inventory management systems in warehouses and distribution centers to accurately report the quantity and value of the materials received, stored and shipped to customers.
- Categorize inventory and manage the costs associated with holding inventory.
- Manage customer returns.
- Follow environmentally sustainable work practices on the job.
- Implement a structured problem-solving process to deal with problems in warehouses or distribution centers.
- Make appropriate decisions about the use of different types of transportation carriers, understanding their characteristics and the advantages and disadvantages of each.
- Apply different performance metrics to measure the success of a facility in the warehousing and distribution industry.

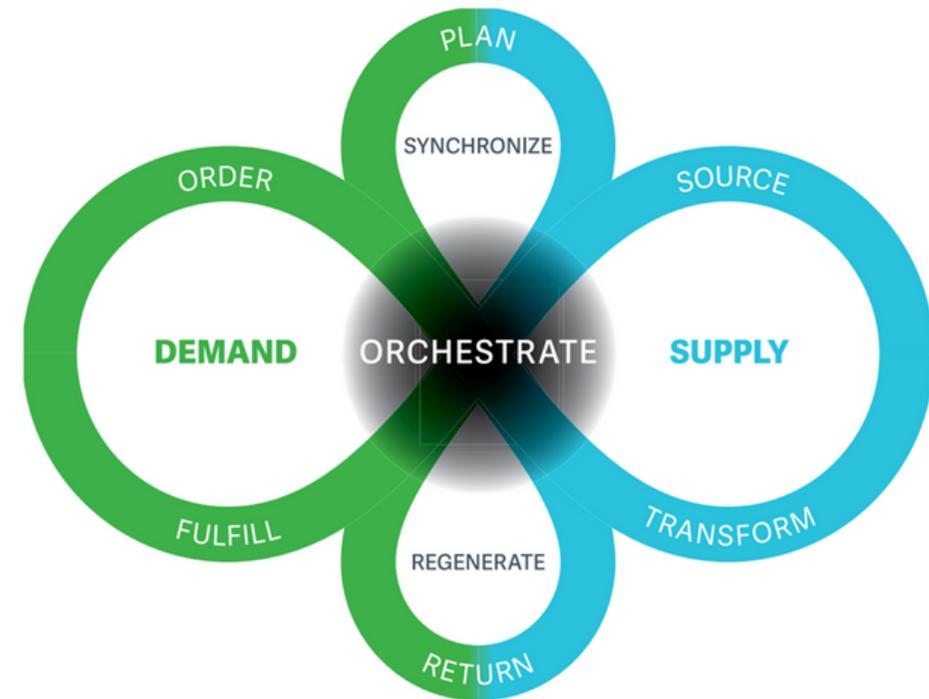
### Course Modules:

- Warehousing and Logistics
- Operating a Safe Workplace Environment
- Creating a Secure Workplace Environment
- Measurement and Conversion
- Inventory and Warehouse Management (Part 1)
- Role of Transportation in the Supply Chain (Part 2)
- Environmental Sustainability in the Warehousing and Distribution Industry
- Lean Principles (Part 1)
- Problem Solving (Part 2)

# SCOR DS Training

## What is SCOR?

SCOR is an acronym for Supply Chain Operations Reference model, which was developed to assist businesses in understanding, structuring, and evaluating the performance of supply chains.



# SCOR DS Training

## Learning Objectives

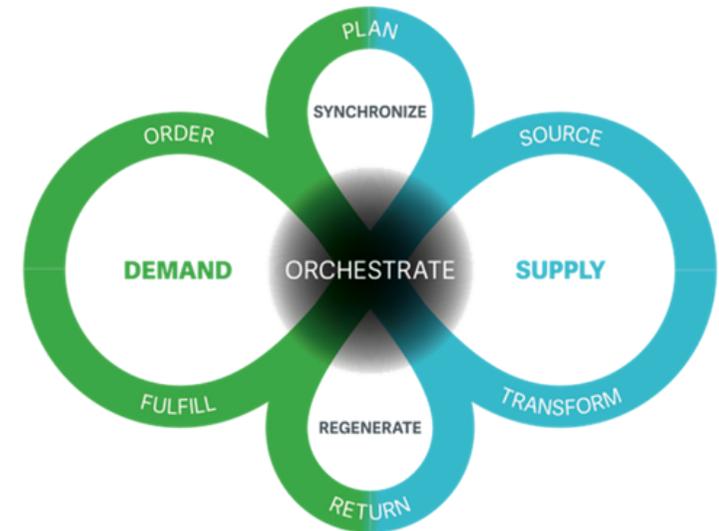
- Explore the origins and goals of the SCOR framework
- Understand the structure of the SCOR framework
- Work with the four central parts of the SCOR framework: Performance, Processes, Practices, and People
- Understand how the SCOR framework can be applied to improve supply chain performance
- Introduce related standards / assessments that can be used to assess supply chain performance
- Understand the phases and deliverables of a typical SCOR transformation learning program

# SCOR DS Training

## SCOR DS – Content

### SCOR Framework:

- Using the SCOR Reference Model
- Business Context
- Review of SCOR Performance
- Review of SCOR Processes
- Review of SCOR Practices
- Review of SCOR People
- Related Standards / Assessments
- Related Standards / Assessments
- SCOR Transformation Learning Program (TLP): Concepts and Practices
- Engage & Define
- Analyze
- Analyze Performance
- Analyze Processes
- Analyze Practices
- Analyze People
- Plan
- Launch



# ASCM Membership benefits for ASCM Membership Organization Partners

## Join ASCM for a world of supply chain benefits

### Build on your membership by joining ASCM:

- **Stand out and save.** ASCM members receive significant savings on industry-leading APICS certification programs.
- **Connect, grow, network and share.** Connect to a community of more than 45,000 ASCM members around the globe.
- **Advance your career.** ASCM resources can help you find your next job or get your next promotion.
- **Stay informed.** Be in the know with award-winning ASCM publications, best-in-class events, professional development resources and exclusive members-only content.
- **Join the organizations that are shaping supply chains of the future.** Become a Joint Member of and ASCM.

# ASCM Corporate Membership benefits

## Develop World-Class Supply Chain Teams with ASCM Corporate Membership

Build high-performing supply chain teams based on the industry's foremost research, education, value chain frameworks and certification programs. ASCM Corporate membership provides organizational and leadership benefits, as well as employee development benefits to maximize business performance.

Let us know how we can assist you and your business by sharing some additional information about your business goals and training and development needs. We'll work with you to determine the best corporate membership package options for your organization.

# ECS major clients





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