

## *APICS Certification – What’s In It For Me (WIIFM)?*



### ***Your Organization***

- Enterprise-wide thinking & decision-making
- Lower inventories & carrying costs
- “Solutions provider” reputation for sales force
- Streamlined & cost effective processes
- Internal metrics leveraged as marketing tools
- ERP/SCM mastery & intellectual capital growth
- Discover innovative ways to create demand

- 13% average CPIM/CSCP salary premium (2009 APICS Survey)
- Competitive edge in a tight job market
- Globally recognized credentials
- Professional enhancement to your degree
- Holistic, integrated decision-making skills
- Best Practice application awareness



### ***Your Employees***



- Shared common vocabulary
- Improved communication mechanisms
- Reduced inventory costs
- Fewer backorders and late shipments
- Faster problem solving
- Optimize constrained resources
- Cost tradeoffs made visible
- More satisfied customers

### ***Your Clients and Stakeholders***