



Excellence in **the New Normal**

2010 APICS International Conference & Expo

October 18-20, 2010 • Las Vegas, Nevada, USA

SAPICS and the Interaction Between its Southern African Partners

Best Practices for Global Supply Chain
and Operations Management



Agenda

- SAPICS Introduction
- SAPICS Offerings
- SAPICS International partners
- SAPICS & Associates
- SAPICS Structure
- National Regional Associates
- Authorised Education Providers
- Education Offering
- Tools for Development



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SAPICS

The Association for Operations
Management for Southern Africa

An international affiliate (IA)
to APICS



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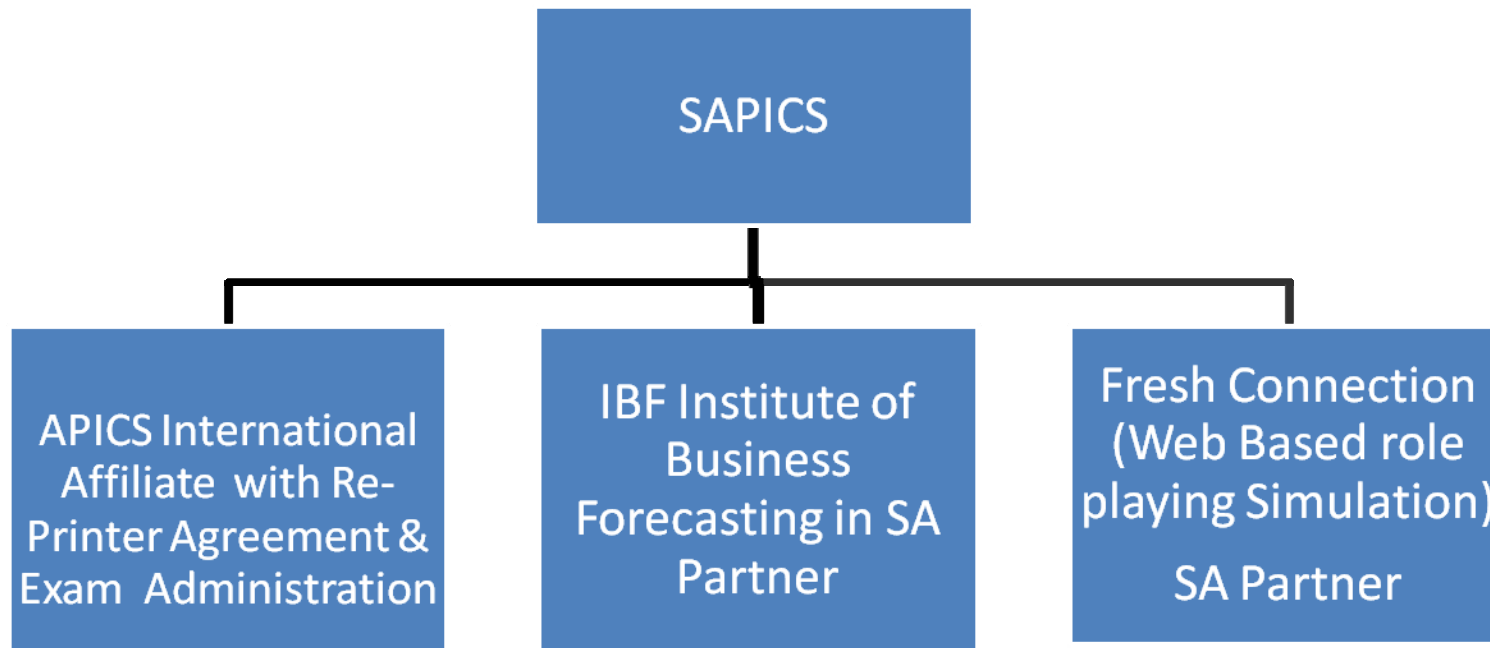
SAPICS Offerings



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SAPICS & International Partners



Revenue Generating Partners



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SAPICS & Other Associates

CIPS

(Chartered Instituted for
Purchasing and Supply

Oliver Wight
International

Supply Chain
Council

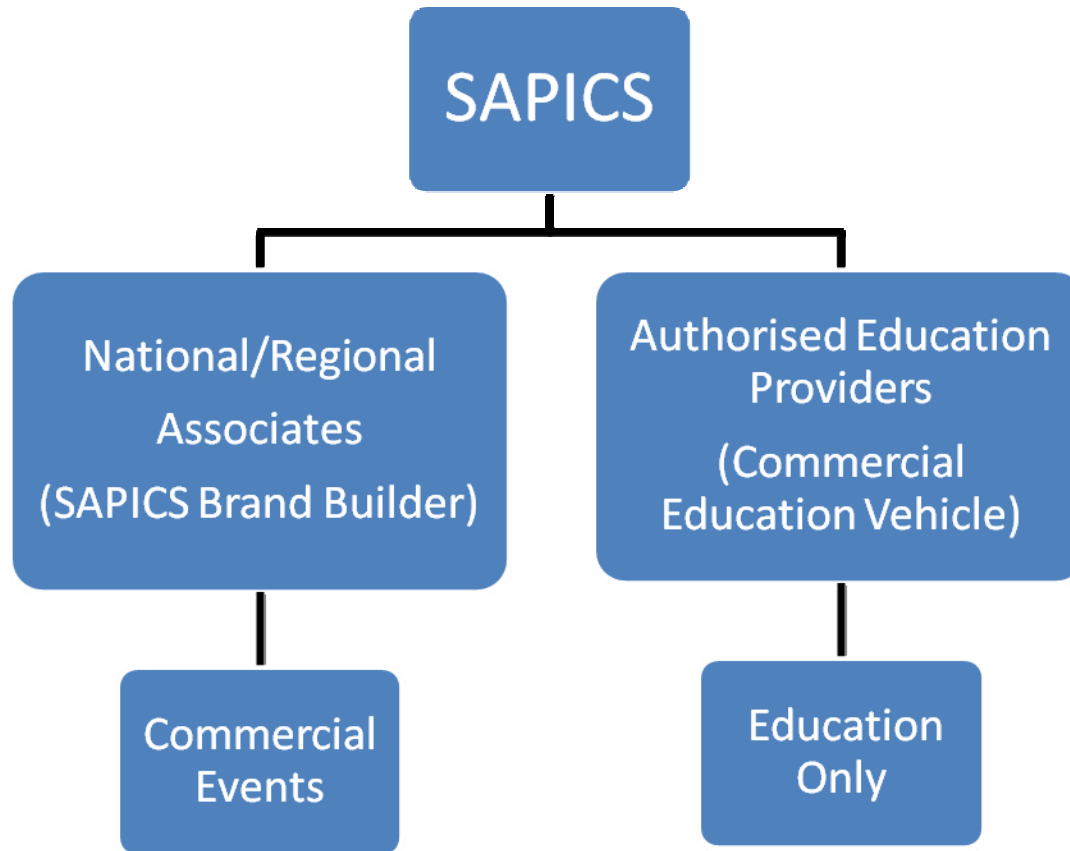


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SAPICS Structure



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National/Regional Associates

Commercial Organisation in Specific Region

- Develops SAPICS brand in designated regions
- Hosts events such as workshops, breakfast sessions, site visits in these regions
- Develops contacts and database for the region
- Generate leads for conference and membership
- Community builder
- APICS Certification maintenance points



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Authorized Education Providers

- **Commercial Organisations that sells both SAPICS and APICS courses**
- AEPs are made up of the following types of companies: training organisations, consulting companies or “one man” businesses
- Focus of different audiences:
 - In house Training
 - Public Training



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Authorized Education Providers

- AEPs either employ or contract APICS/SAPICS registered lecturers to run their courses
- AEPs *collaborate* in a region with each other for skill sets and business



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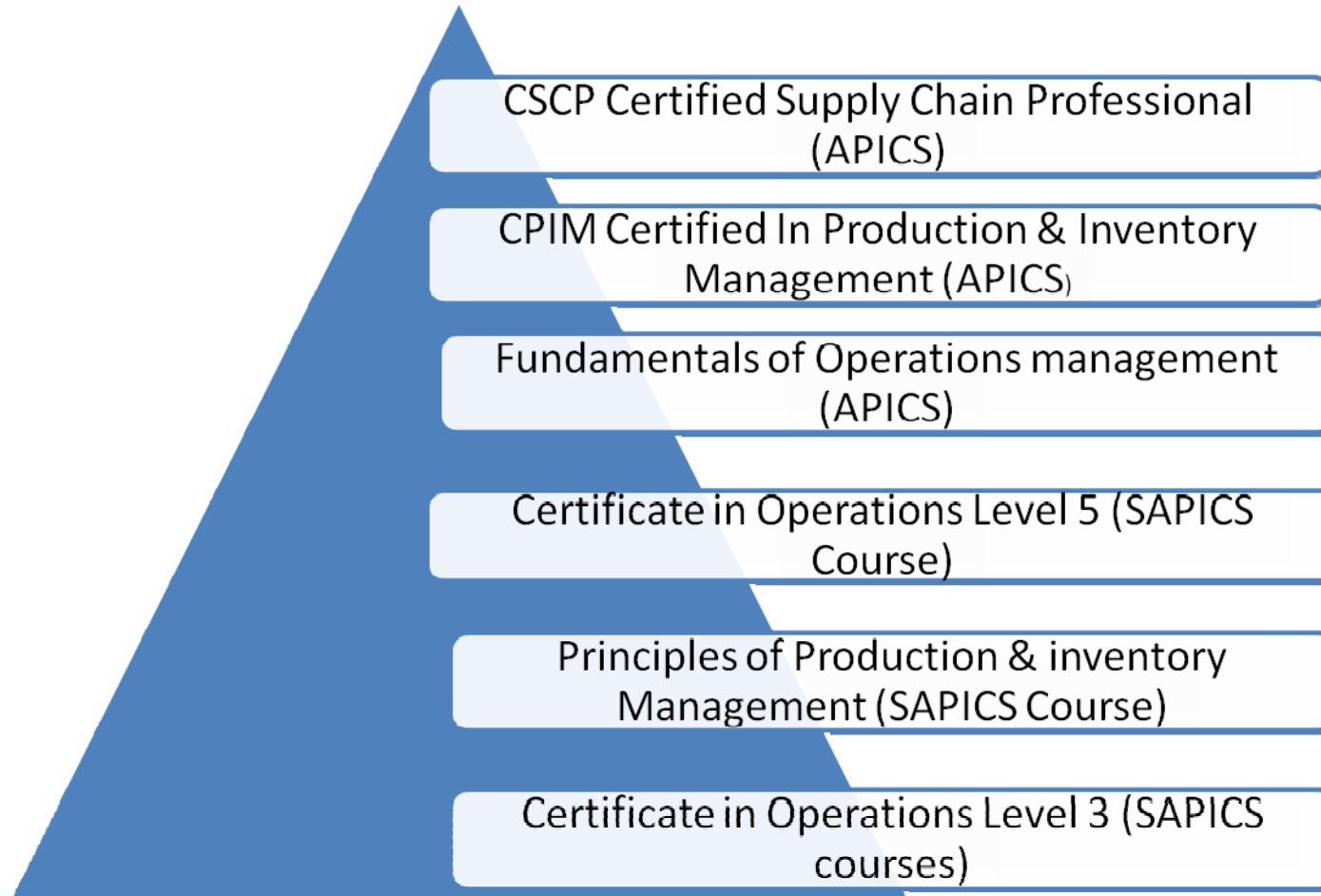
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Map of AEP & National Associates



Education Offering by AEP



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Education Sales

- 2007 R 1 108 753
- 2008 R 1 452 436 31% Increase
- 2009 R 1 858 514 28% Increase



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SAPICS Strategy

Develop “home grown” courses

- Costs Benefits
- Industry and language benefits
- Limited reliance on APICS
- Maintain existing and develop new relationships
- Generate new revenue streams
- Identify and establish new AEPs / Associates
- Source large national clients
- Identify potential for national events
 - workshops, breakfast meetings, site visits, etc



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Tools for Development & Success

- Build reciprocal relationships with organisations / associations within the SC / operations BOK
- Barter agreements with industry and publications
- Profession Development
 - Breakfasts/workshops/seminars
 - Sponsored Golf Day
 - Supply Chain Education Excellence Awards
- Build database from hosting topical events that generate interest in the market/industry



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Tools for Development & Success

- Comprehensive and informative Website
- Develop relationships with Universities or Colleges



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In Conclusion

Lastly, all you need are the **RIGHT
PEOPLE, PASSION and
LOTS OF HARD WORK!**



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