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Dear Channel Partner Leaders,

During the last three years, APICS made considerable progress in creating and updating products to meet the needs of the marketplace. In particular, the APICS Certified in Production and Inventory Management (CPIM) courseware needed to be improved. Although it was clear a significant investment would be required to fully update the course, the changes were necessary to ensure APICS core products retain their leadership position. It was decided that each APICS CPIM module would be entirely rewritten, modernized, and redesigned.

The final APICS CPIM updates will be complete later this year; the completed modules have been very well received by APICS members and customers. When the project began, it was communicated that the price of the product would increase at its completion.

Prices have not changed for several years, not even to keep pace with inflation. As an example, pricing for the APICS CPIM courseware has remained the same since 2003.

We recently have completed a review of the pricing of all product lines. In order to continue to offer members a high quality educational experience, prices for APICS products must be adjusted. Because of the current economic environment, it was determined the price adjustment could not increase to the level needed to recover the investment in the APICS CPIM, but there will be future price adjustments to address this need. However, all product prices will need to increase to align with inflation. Effective January 1, 2011, APICS will have new prices for products.

Below are examples of the new pricing structure.

Product	2010 Channel Partner Price	2011 Channel Partner Price
APICS CPIM Participant Guide	\$70	\$82
APICS Dictionary	\$25	\$30
APICS CPIM CBT Exam	\$135 (member price)	\$145

A list of the 2011 price changes can be found [here](#).

APICS CSCP and Fundamentals program prices will not change in 2011, but as planned updates are completed; the price will be adjusted to reflect the investment in those products. From this point forward, the APICS CPIM will be regularly updated and the pricing will be reviewed as well. In addition, APICS will review pricing on all products at regular intervals to ensure the pricing structure aligns with investment recovery objectives, inflation, and the organization's strategic priorities.

If you have questions, please contact an APICS Customer Support associate at (800) 444-2742 or (773) 867-1777 or e-mail service@apics.org.

Best regards,

Abe

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