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Sent on behalf of Anthony Zampello and the Channel Partner Agreement Task Force.

Dear Henri:

Below is a link to the first draft of the channel partner agreement from the task force. We realize this is **NOT** the final draft that will be submitted to the board of directors. Rather, it is our first draft to you. As a chapter officer, you now can review and comment on the draft.

[Download the draft agreement here.](#)

This letter and link are being sent to all chapter officers of record as of today as listed in My Chapter and copied to District Managers, District Staff, and the APICS board of directors.

Your input is critical and essential to this process of drafting a channel partner agreement for North American chapters. We realize chapter officers are volunteers and there is always a flow of new officers coming on board. Please pass this along to individuals joining your board in the near future so their voices also are heard.

Next steps

1. Immediately upon receipt but no later than May 20: Chapters review the draft of the agreement and send their comments, questions, and suggestions to Pamm Schroeder at pschroeder@apics.org. All comments, questions, and suggestions will be recorded.
2. The board of directors received an update at their recent meeting and provided feedback to the task force on benefits of signing or the impact of not signing the agreement. The task force will discuss these items at their next conference call Wednesday, May 4 at noon CT and will report back to all chapter leaders.
3. Also, beginning on May 4 and ending no later than July 1, the task force will
 - a. address all open comments, questions, and suggestions
 - b. work on reducing the legal language and converting it to plain English
4. No later than July 1, the task force will submit draft to the board of directors in preparation for their July 30 meeting.
5. On July 30, The board of directors will discuss the draft and decide on next steps.

Important Notes

Today your chapter is chartered. The granting of a charter does not establish a legal affiliation. This agreement is intended to establish legal standing between APICS and your chapter. This affords protection for both entities that does not exist today.

As you read this draft, you will see that the task force has made every attempt possible to include language that protects both parties to the agreement (i.e. your chapter and APICS). You also will notice that there are sections in the agreement that your chapter should already be using to protect itself whenever it conducts business.

The questions of "Why?" and "Why Now?" have already come up. Last week, we sent a note

from Eric Schaudt, APICS Board of Directors Chair, answering those questions and giving some history explaining how we've gotten to this point. Eric and Abe Eshkenazi, APICS Chief Executive Officer, are putting together a Webinar to further elaborate on these questions.

Thank you for your time and efforts. Your passion for APICS is what makes this association the success that it is!

Sincerely,

Anthony Zampello
Channel Partner Agreement Task Force Leader

Channel Partner Agreement Task Force:

Chapter Representatives

Ron Gilmour (Canada)	Erica Dickson (Pacific Western)
John Drzik (Great Lakes)	Dave Lehman (Southeast)
Lyle Henning (Heartland)	Buck Crouch (Southwest)
Tom Geraghty (Mid-Atlantic)	Wayne Collins (Terra Grande)
Jim Timmons (Northeast)	

Board Representative	Rick Leach
APICS Staff Liaisons	Abe Eshkenazi
	Pamm Schroeder

This email was sent to: hwingfield@apics.org

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