

Supply Chain Management in e-Commerce

Tuesday, May 16, 2000

Dr. Plenert, PhD, CPIM

The next wave of enterprise changes will focus on e-Commerce in a Supply Chain-focused world. This presentation will discuss why these changes are occurring and how our enterprise can be ready for them. It will include examples of enterprises who have prepared themselves for these changes, and enterprises who will get run over because they are not ready.

Enterprises of the next generation will have the following characteristics:

- A globalized management style
- A core competency focus of business creating smaller companies
- Smaller companies cause more companies in the supply chain
- e-Commerce business methodologies
- Web based data and information sharing for planning and scheduling
- Advanced planning and scheduling methodologies for supply chain efficiencies

- Finite Capacity Scheduling with mathematical tools
- Strategic partnerships and alliances
- Network based competitive practices
- More indirect selling through web based tools
- More customer customized products
- Faster customer service through shorter cycle times
- Value chain analysis which goes beyond materials and labor efficiencies
- Motivation focused measurement tools
- An empowered and responsive workforce

ABOUT THE SPEAKER:

Dr. Plenert, PhD, CPIM, has spent twenty years working in executive level management. He has traveled extensively, giving seminars and solving industrial management problems. His

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RSVP by Friday, May 12, 2000

To RSVP for this dinner meeting, please call 916.650.8660 or e-mail Ed Mercado at edmercado@email.msn.com and provide the attendee's name, company, telephone number, fax or e-mail address.

5:30 Registration	\$22.00	Member
6:00 Dinner	\$25.00	Non-member
7:00 Membership meeting	\$18.00	Full-time student
7:20 Presentation	\$5.00	Speaker only

Presentation will be held at the Hungry Hunter Restaurant on Bercut Drive in Sacramento. Please call Hungry Hunter at 916.441.2844 for directions. Check our Web site www.apicsacramento.com for maps of the area.

President's Message

"Thank you for taking a CPIM certification exam. Here's fifty dollars!"

No, you're not dreaming. And I've got it in writing. Take one of the 4 new CPIM exam modules in September and walk away with \$50.

Now you're probably asking, "why would APICS offer me money to take an exam I'm already planning to take anyway?"

Because it's the beginning of the revised exam content to echo the CPIM 2000 education reconfiguration I told you about last month. But this time, they don't want you to wait.

APICS needs regular testing candidates (yes, like you) to complete the exams so that we can "normalize" the scoring and establish the pass/no pass threshold. Those of you that studied statistics in college or have been involved in other testing programs know that any new test must be given to a large enough sample size to validate and establish scoring boundaries.

So, if you're partway through your CPIM testing (or just beginning) and have either attended classes or participated in a focused self-study activity, here's your chance.

Sorry, CPIMs and instructors are not eligible for this incentive. That's like normalizing the GMAT with a bunch of Ph.D.'s in business administration.

It's a goal. And for those of you concerned with the cost of certification, this could be your golden opportunity to stop procrastinating and get certified.

As always, if you have any questions or need further assistance, please email or phone me.

Karen Hess, CPIM, CIRM
President

Online CPIM Reconfiguration Tool

Find out which exams or combinations of exams you will have to take to become certified under the reconfigured CPIM program. It's as easy as 1,2,3. Visit the downloadable mapping program at http://www.apics.org/Certification/tool_reconfiguration.htm to get a personalized response for planning your



APICS Sacramento Calendar

May

- 2 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 16 Professional development meeting. Gerhard Plenherth will present: "Supply Chain Management in e-Commerce."

June

- 6 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 20 Professional development meeting. Speaker and topic to be announced.

July

No Board of Directors meeting scheduled this month.

No professional development meeting scheduled this month.

August

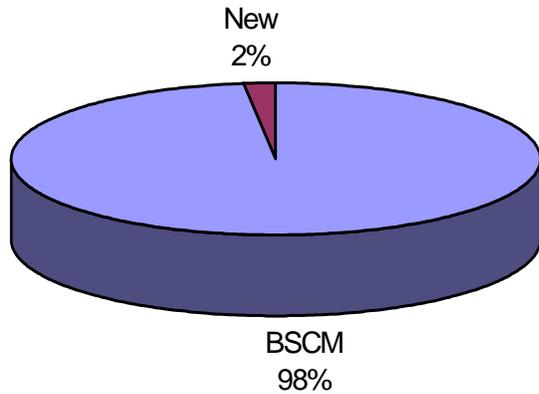
- 1 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 15 Professional development meeting. *Jill Becker-Bossi will present: "e-Procurement Lessons Learned: Experiences from the Battlefield"*

September

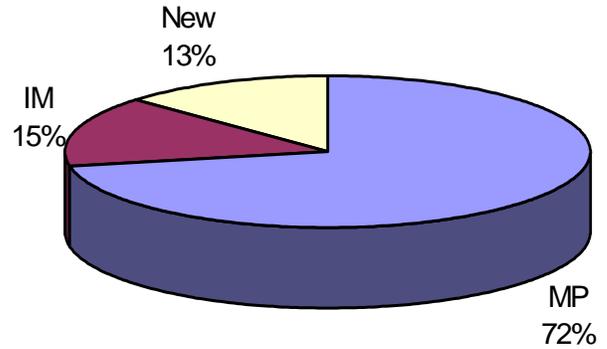
- 5 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 19 Professional development meeting. *Robert Couch will present: "ERP Implementation at Apple"*

CPIM 2000 Reconfiguration: The Changes Revealed

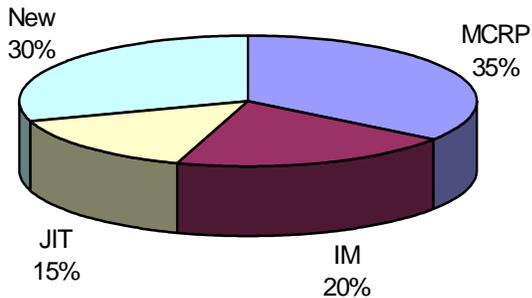
Basics of Supply Chain Management



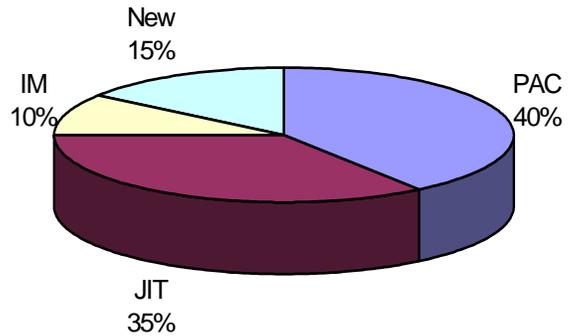
Master Planning of Resources



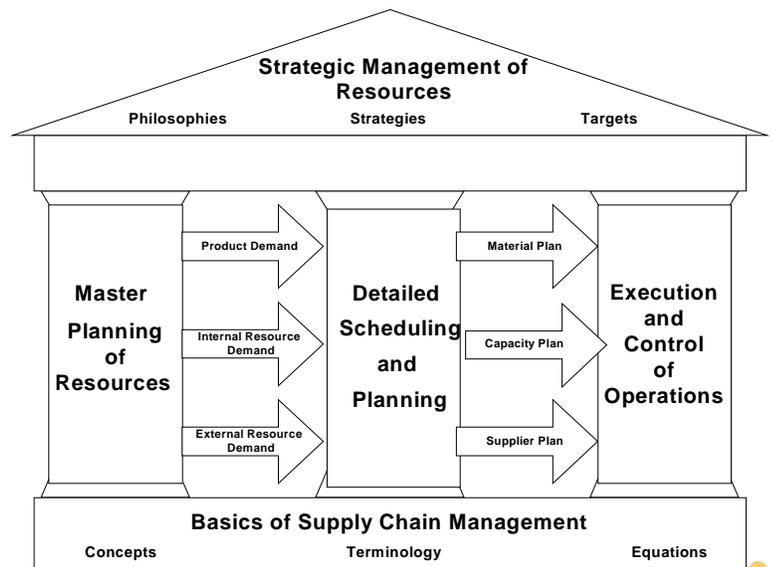
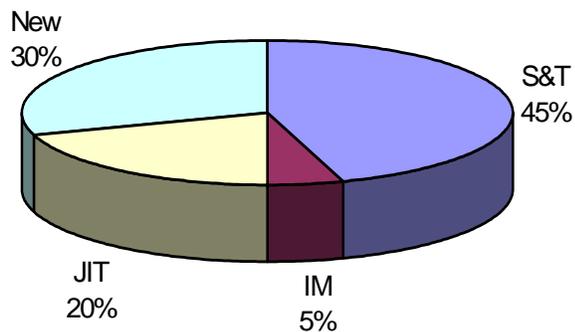
Detailed Scheduling and Planning



Execution and Control of Operations



Strategic Management of Resources



Five Classes of APICS Membership

- **Corporate Membership**

Corporate membership entitles a company to designate five employees as its representatives to receive APICS mailings. All employees at the same corporate location receive member prices for all society services. **Note:** *Some chapters offer full chapter benefits only to the five designated employee members.*

- **Individual Membership**

Each person holds his or her own membership and is entitled to full member privileges.

- **Student Membership**

This membership is available to those pursuing a degree at an accredited college or university and engaged in the study of resource management or related fields. Note: Students receive a reduced membership rate.

- **Retired Membership**

Individuals who have reached the age of 62, retired from formal employment, and been APICS chapter members for a minimum of five years are eligible for this membership classification upon approval by their chapters. Retired members receive the monthly magazine, discounts on programs and materials, and 50% off society dues.

- **International Membership**

Each person holds his or her own membership and is entitled to full member privileges. ☀

Decision makers support APICS

Fact:

Seventy-eight percent of APICS members report that their annual dues are paid for by their employer

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specialty is in e-Commerce based Supply Chain Management and Value Chain Management in an e-Commerce environment. He has worked and lived in Mexico, London, and Malaysia. Much of his time has been concentrated in Asia and Latin America. He has published five books and over 140 articles.

Dr. Plenert is an internationally recognized leader and speaker in the areas of Next Generation Enterprises, World Class Management, e-Management, e-Commerce, manufacturing and production. His seminars are informative as well as thought provoking. His books include Concept Management, World Class Manager, International Management and Production -- Survival Techniques for Corporate America, Finite Capacity Scheduling, and Plant Operations Handbook. He has been endorsed by Stephen Covey, Black & Decker, Federal Express, AT & T, and Mitsubishi.

During his last few years of consulting and seminar work, Dr. Plenert has done programs for companies such as Ritz-Carlton, Hewlett Packard, Seagate Technologies, Precision Bearing, Applied Magnetics and Motorola. Having experienced the academic world, Dr. Plenert is now devoting himself full time

to an executive management career. He is currently Senior Principal at American Management Systems and has just completed a project as the Executive Director of Quality, Engineering, R&D, Customer Service, and Facilities Management for a high-tech manufacturer.

Dr. Plenert and his wife have achieved productivity with their 8 children (4 at home). They are still working on quality. ☀

The Lighter Side

On the limits to throughput:

"To infinity and beyond!" - Buzz Lightyear (from the film Toy Story)

The pessimist thinks the glass is half empty.

The optimist thinks the glass is half full.

The cost accountant thinks you have twice as much glass as you need.

The throughput accountant thinks you have room for twice as much stuff. ☀

BENEFITS OF CPIM CERTIFICATION

Certification enables you to gain the technical and functional know-how, plus the confidence, to enhance your job performance and your strategic advantage. Join the more than 55,000 professionals who have earned the prestigious CPIM designation, and enjoy the benefits they have derived from their achievements, including :

- increased technical and functional knowledge
- widespread recognition of professional competence
- enhanced credibility with both employers and customers
- demonstrated levels of professional expertise and skill
- evident commitment to professional growth and development.

New skills and abilities that you acquire during

the certification process will improve your on-the-job-performance. You will be able to understand how to :

- increase profitability by optimizing your inventory investment
- satisfy your customers by delivering products and services Just-in-Time
- streamline operations by accurately forecasting to meet your master plan
- increase productivity by using material requirements planning and capacity planning to consistently meet your long-, medium-, and short-range goals
- improve customer service by understanding and managing all aspects of the supply chain
- gain a competitive advantage by maximizing your systems and technologies. ☀

APICS Electronic Mailing Lists

Join the ongoing dialogue

Two easy ways to JOIN NOW!

1. Send a blank e-mail message to join-<listname>@lists.apics.org
Example:
join-cirm@lists.apics.org
2. Visit the APICS Web site at <http://www.apics.org/joinlists.htm>, choose which list(s) you want to join, enter your e-mail address, and click on the "Join" button.

Priority Code: CPM

APICS Lists

- CISIG (Complex Industries SIG)
- CIRM (Certified in Integrated Resource Management)
- CPIM (Certified in Production and Inventory Management)
- CMSIG (Constraints Management SIG)
- PISIG (Process Industries SIG)
- REMANSIG (Remanufacturing SIG)
- RMGSIG (Repetitive Manufacturing SIG)
- SMSIG (Small Manufacturing SIG)
- SVCSIG (Service SIG)
- TASIG (Textile & Apparel SIG)
- WhatsNew

APICS
THE EDUCATIONAL SOCIETY FOR RESOURCE MANAGEMENT

CSUS/RCE Materials Management Certification Class Schedule

The Spring and Summer 2000 semester classes for the Certificate program are as follows:

May 15-June 12, 2000

Just In Time Manufacturing

July 10-Aug 2, 2000

Systems and Technologies

Classes are held at Hewlett Packard in Roseville on Mondays and Wednesdays from 6:00 to 8:30 PM. For additional information, please contact Jackie Branch at 916.278.4433 ext. 115 ☀

APICSacramento e-Mail List

Would you like to receive local chapter news updates, seminar and course announcements, and upcoming meeting highlights via e-mail? Stay informed with late breaking chapter news. Send an e-mail with your area of interest to:

rbeck@apicsacramento.com and we will add you to our e-mail list. This list is confidential, and will not be sold or given to anyone outside the chapter board of directors, and will be used only for chapter business. ☀



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