



*The Educational Society for
Resource Management*



PDM Dinner Meeting

How to Tackle the CPIM Exams

Tuesday, June 15, 2004

Speaker: Mr. J.T. Smith

(See Bio on page 3)

Volume 19 Issue 10

Inside this Issue

CPIM applies to many supply chain tasks and provides the necessary knowledge to thrive in today's global competitive environment-both in terms of reducing costs and increasing customer loyalty.

Since 1973, the CPIM program has educated more than 75,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement. *(Continued Page 2)*

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RSVP by Friday, June 11, 2004

<u>Agenda</u>	<u>Location</u>
5:30 Registration	<p><u>Hungry Hunter Steakhouse</u>, 450 Bercut Dr, Sacramento. . Please call (916) 650-8660, or email Ed Mercado at edmercado@msn.com and provide the attendee's name, company, telephone number, fax or email address. \$23.00 all attendees (includes dinner), \$5.00 for speaker only.</p>
6:00 Dinner & Networking	
7:00 Membership Meeting	
7:10 Presentation:	

Message from the Board

APICSacramento Calendar



Applying Best Practices to Offshore Sourcing

U.S. companies requiring that best practices be integrated into the process of procuring business and IT services offshore, IDC study finds

Framingham, MA — June 4, 2004 — U.S. companies are not only leveraging offshore to source a wide variety of supply chain requirements and IT services but also requiring that key best practices be integrated into the process of procuring these services, according to a new study from technology research firm IDC.

Based on interviews with 30 U.S. enterprises that currently leverage offshore as part of an overall sourcing strategy to support their supply chain and business services needs, the results of a new demand-side IDC study also reveal that enterprises are looking to increase their offshore spending for these types of services by approximately 25 percent over the next 12 to 24 months.

While the share of budgetary investment currently made by companies in procuring offshore services is still small relative to total budgetary expenditures, the interest in increasing spending on offshore highlights that overall offshore expenditures in the coming years will become a larger share of total spend. A major impact of this increased spending will be the need by service providers to seriously adjust their service delivery capabilities in order to support the broader set of services required by companies going offshore.

"While integrating an offshore business strategy has now become a requirement for services companies to leverage in order to meet the primary customer need of lowering costs, it also brings with it a broad array of opportunities and challenges that will likely impact not only the makeup of the competitor landscape, but also the structure of how services will be delivered in the future," said David Tapper, director for outsourcing, utility and offshore services at IDC.

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June 2004

- 15 Professional Development Meeting. ERP Implementation Lessons presented by Bill Caskey
- TBA Board of Directors meeting 6:00 PM at Lyons near Richards Blvd and I-5

Summer Break

PDM Dinner Meeting: Cont.

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A CPIM education can help you to:

- Increase your functional knowledge of production and inventory management
- Improve efficiency across the processes of your organization's supply chain
- Streamline operations through accurate forecasting
- Predict outcomes more accurately
- Maximize customer satisfaction by delivering products and services Just-in-Time
- Increase profitability by optimizing your organization's inventory investment
- Enhance your credibility among peers, employers, and customers

Materials Management Certification Program

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. Please contact Jennifer Williams at jennifer.williams@csus.edu or (916) 278-4268 or visit www.cce.csus.edu and look for Business Operations under Courses & Programs. Each of the six Materials Management courses are offered once each year. Please call (916) 278-4433 to register.

All courses are held at CSUS Campus, Sacramento on Tuesdays and Thursdays. Dates and times are subject to change. Please visit www.cce.csus.edu for up-to-the-moment course schedules. Call Tanis Perez for more information at 916/748-8194.

PDM Dinner Meeting: J.T. Smith's Bio

J.T. Smith, CPIM is a supply chain and logistics professional with 14 years of experience resource management. He has had both staff and management experience in a variety of environments. He currently is Logistics Manager for Maxximum Logistics Inc., independent contractor for the operations sector of a major market wireless communications company.

Abstract:

Obtaining your certification can be an intimidating process, but the potential for reward on both a personal and professional level is well worth the effort. JT Smith will share his recent personal experiences in successfully navigating the process of obtaining his CPIM. Areas of discussion will include:

- Review classes
- Study habits
- Reference materials
- Testing facilities
- Testing hints

For Sale!



APICS
Sacramento
Denim Shirts
\$25.00

Contact Melanie Hoots at melanie_hoots@hp.com to purchase.

Computer Based CPIM Exams

Computer based CPIM exams are offered by Promissor.

All of the info you will need to register for an APICS exam can be found at <http://www.promissor.com/>

- Select "Professional Certification Exams" under the "Find Test Information" section.
- Select the "APICS..." option.

Read the "Description of New Registration Process (pdf)".

It has all the info you should need including how to get dates, locations, cost, and registration process.

Weber State University On-line APICS Certification Courses

SU Online is the virtual campus for Weber State University, delivering online courses via the World Wide Web. Five courses are offered in partnership with APICS:

- * Basics of Supply Chain Management
- * Master Planning of Resources
- * Detail Scheduling and Planning
- * Execution and Control of Operations
- * Strategic Management of Resources

Exam review courses can be taken collectively for CPIM certification or taken separately to suit the needs of the company or individual. For more information, go to <http://www.wsuonline.weber.edu>. Remember to tell them you're a member of Sacramento APICS! ☀

CIRM Courses Available On-Line

CIRM is a comprehensive educational program designed to help you understand the power of collaboration among organizational resources such as product development, marketing/sales, human resources, finance, and operations. The CIRM program enables you to effectively interact with cross-functional departments for more strategic decision making, enhanced collaboration, and improved productivity

On-line CIRM Courses are available at www.epiweb.net. Be sure to reference Sacramento APICS when registering.

CPIM Courses Available On-Line

CPIM applies to many supply chain tasks and provides the necessary knowledge to thrive in today's global competitive environment-both in terms of reducing costs and increasing customer loyalty.

Since 1973, the CPIM program has educated more than 75,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement.

To register for your next CPIM exam, visit www.asivcs.com/publications/html/faq_apics.asp or call Promissor Customer Care at 1-800-274-8399 or 610-617-5093.

APICS Sacramento Company Coordinators

Our Company Coordinators serve as the principal communication links between the Sacramento Chapter of APICS and their companies and fellow employees. If you work for one of the companies listed below and need APICS Chapter information of any kind, please feel free to contact them.

If you do not see your company listed below, it is because *you* haven't volunteered. To become a coordinator, call Melanie Hoots at (916) 785-1186 or JT Smith at (916) 359-2289.☀

Aerojet: Steve Reingold—(916) 355-2552
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hbooze@attbi.com☀

Notable Quotes

People prefer to follow those who help them, not those who intimidate them.

- C. Gene Wilkes -

Don't measure yourself by what you have accomplished, but by what you should have accomplished with your ability.

- John Wooden -

Check Out the APICS Career Center Online

Whether you are in the market for a job or just want to keep your options open, you'll want to search the APICS Career Center for available jobs, or to post your resume...the perfect fit could be waiting for you!

http://www.apics.org/CareerCenter/careercenter_gateway.htm

And don't forget that APICS is a great place to network with the employees of the region's leading employers. Not only can you mix, mingle, and network but you also receive valuable professional development information. A job opportunity can be discovered anywhere, don't miss the chance to find one through your own local network

Carol Thompson
VP Job Opportunities

Message From the Board: Interview Skills

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The study also identifies what offshore service providers will need to do in order to fulfill the growing needs of companies who source their business and IT services needs from offshore/near shore locations such as Asia, Latin America and Central and Eastern Europe.

Key criteria include providing the appropriate business and service delivery model as determined by customer and country criteria; meeting customer expectations regarding benefits, drivers, and provider requirements; utilizing customer contract and pricing preferences; and building a value proposition that meets customer requirements while mitigating concerns.

"For players to compete successfully they will need to develop robust investment strategies across infrastructure, geographies, capital equipment, and operational skill sets as well as take advantage of revenue opportunities emerging from utilizing offshore locations with particular focus on emerging supply services.

Get Involved

- Become an APICS member
- Attend PDMs, seminars, or classes
- Present at PDMs, seminars
- Help the APICS Sacramento chapter with special projects/programs
- Become an APICS Board member
- Become an APICS Instructor

APICSacramento Job Opportunities Notes



Are you seeking another job or career change? Don't forget to check out the APICS-Sacramento Job Opportunities located at <http://www.apicsacramento.com>. You can also find national job opportunities by checking out the national APICS web site located at <http://www.apics.org>.

There are also many companies, consultants, and career counselors who can assist with items such as: resume writing, cover letters, interviewing skills, negotiating skills, as well as personal goals and objectives. Check out the yellow pages under Career or Vocational for this type of assistance.

Carol Thompson, VP Job Opportunities

Certification Maintenance Notice

If you earned your CPIM before 1999, you must submit a maintenance application by the month of your original certification. Find out more at <http://www.apics.org/Certification/Maintenance/maintenance.asp> If you would like a handy spreadsheet to calculate your point, send an email to tanis.perez@hp.com and put "certification maintenance" in the subject. Don't delay! Once the deadline passes for you, you must earn additional points to regain your certification status.

APICS Webinars

Get Tangled in Our Web of Education

APICS is pleased to announce the latest development in training and education—APICS Webinars. Each APICS Webinar lasts approximately 60 minutes and features educational discussions, case studies, and a Q&A period. All you need is an Internet connection and telephone to participate. Invite your colleagues to join you. As an added benefit, you will receive a CD-ROM of the presentation after the event.

Upcoming APICS Webinars

View a list of upcoming APICS Webinars topics and dates. Go to <http://apics.webex.com> for quick and easy access to the latest information on future topics, dates, and presenters.

Registration Information

To register for an APICS Webinar, visit and select Enroll.

Archived Events

Were you unable to participate in an APICS Webinar? Each APICS Webinar is archived and available for \$99 per viewing. Visit <http://apics.webex.com> and select Recorded Events on the left navigation bar to view an archived APICS Webinar. The archived APICS Webinar begins at time of purchase.

CPIM and CFPIM designees: Earn one professional development point toward Certification Maintenance by participating in an APICS Webinar.

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Chapter Voice Mail:	916/650-8660	Chapter Website:	www.apicsacramento.com

International Conference

Going to the International Conference this fall? Live in California?? If yes, then you are eligible to get an additional \$50 off! It's cheaper than the early bird special!

Just go to the below url to learn more:

<http://www.apics.org/conference/california/CARegistration.pdf>

Please note, you can't register online for it though. You must fax in.