

APICS Programmes
**Building World-Class
Supply Chain Teams**



ASCM - Association
for Supply Chain Management



Advance Premier ELITE ASCM/APICS Partner

For over 20 years, Advance School has helped more than 300 organizations elevate their Supply Chain performance by developing the capabilities of their 4000+ people.

As Premier ELITE Partner of ASCM, the Association for Supply Chain Management, the school delivers advanced level APICS training, assessments and Supply Chain development programmes.



Why supply chain capabilities matter more than ever

The last decade has changed the rules of Supply Chain management.

Global volatility, labour shortages, the digital transformation, geopolitical disruption and unexpected events like COVID-19 have proven that processes and technologies are not enough.



Companies increasingly understand the strategic value of developing the skills of their organization because:

a. **Impact**

Training teams before redesigning processes or investing in systems multiplies the impact of those investments.

b. **Continuous Improvement**

An organization with solid competencies is able to sustain its Supply Chain performance and achieve continuous improvement

c. **Speed**

When everyone speaks the same language - the APICS language - transformation accelerates.

Investing in people has become a competitive differentiator. Many leading companies worldwide already run internal Supply Chain Academies and APICS-based development programmes to create and maintain a sustainable competitive advantage.



The value of standardized, global knowledge

Supply Chains operate better when knowledge is **standardized, measurable, and aligned to global best practices.**

APICS standards offer:

- A shared operational language
- Clear definitions of roles, processes, and performance metrics
- A unified framework for planning, inventory, logistics, and S&OP
- Common maturity levels for evaluation
- A reference point for cross-site, cross-country alignment

This is why APICS has become the benchmark for companies in sectors such as automotive, pharma, food, machinery, medtech, aerospace, luxury and others.

Leading businesses in the sector adopt APICS programmes year after year to stay competitive - because capability is no longer optional: it is strategic.



Why supply chain capabilities matter more than ever

Below we illustrate the **approach** adopted by **Advance School**, which follows a consolidated Roadmap that it has successfully applied over the years to various multinational businesses that have chosen our school as Partner of Choice.



The Academy roadmap includes:

- 1. Definition of competencies**
Tailored to strategy, industry, and organizational needs.
- 2. Assignment of TO BE maturity levels**
Created with internal stakeholders during structured workshops.
- 3. Mapping of current skills (AS IS)**
Through assessment tests hosted on Advance's dedicated LMS platform or via the free ASCM assessment tool that our school makes available to companies.
- 4. Gap analysis**
Comparison of AS IS and TO BE to identify training priorities.
- 5. Design of the Academy training plan**
Selection of programmes in line with identified training priorities and implementation.

Our school supports the Client in defining the make-up of classes and timeframes, and in selecting the faculty instructors who best match the class needs.

The Client will work together with the school to ensure **constant monitoring** of the roll-out.



Tailored approach

While some Clients may want to implement the entire **Roadmap**, from assessment to the delivery of training, others may have **already identified the courses they want to provide but want to centralize training** and are looking for a reliable Partner with the capability to deliver best in class content, experienced Instructors/Senior Managers, and a broad training catalogue.

Our School, building on its long-standing experience as an **ASCM ELITE Partner**, has the necessary **expertise** and **knowledge** to advise and **support companies** at all stages of the Roadmap, adopting a customized approach tailored to the specific environment in which they operate, **that takes account of context, maturity level, values and objectives**.



Learning by doing - Train for performance

Our programmes can also be supplemented with additional modules that form part of our **Train for Performance (T4P)** methodology. These aim to accelerate the transition from Knowledge to Application and to increase the ROI of training.

A few examples:

- **Serious Games / Business Simulations**
Participants experience the consequences of planning, logistics and inventory decisions in a controlled, dynamic environment.
- **Custom Case Studies**
Using real challenges faced by the company to ensure immediate relevance and impact.
- **Improvement projects and coaching**
Participants are involved in improvement projects identified by the company sponsor, receiving support and coaching from a senior Advance consultant.



Start with a diagnostic: supply chain talent assessment

A skills assessment is a snapshot of the AS IS level of expertise of the professional and the entire company organisation and, together with the strategic medium-term TO BE skills objectives, helps Supply Chain Leaders to identify training gaps and priorities.

Our school has worked with leading multinationals in the area of talent and skills assessment for several years.

Today the school is able to offer **two different talent assessment tools**:

→ **ASCM assessment - standard - complimentary**

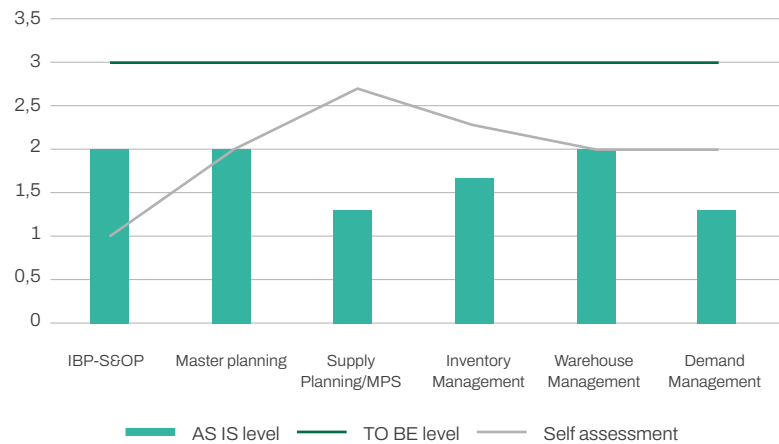
→ **The Advance proprietary assessment – customizable**

ASCM makes its assessment tool available free of charge via our school, which launches the assessment shortly after receiving the go-ahead from the Client.

The results of the talent assessment will provide an indication of the current level of all individual and aggregate skills, by site, by continent and by role, identifying clear skill gaps and priorities.

→ Vertical Assessment Per Competence

Aggregated assessment outcome. Representation of the overall maturity level of the entire Supply Chain organization.

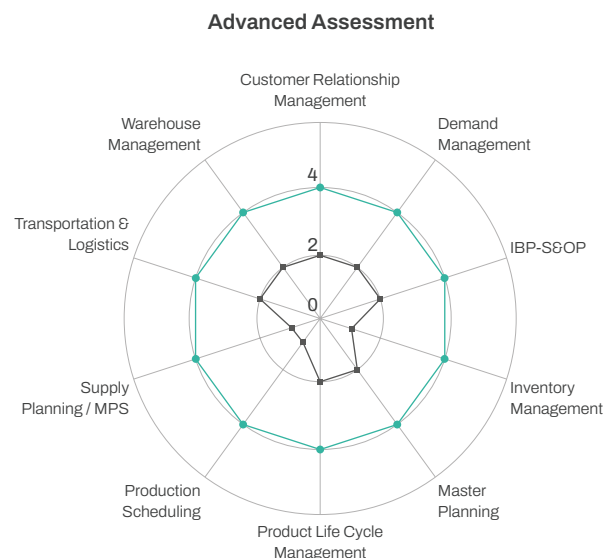


→ AS IS vs TO BE (Desired level) competency spider chart

This chart shows the AS IS and TO BE level for each competency for the particular user.

● TO BE level
 ■ AS IS level

Individual assessment outcome. The maturity profile of a single professional, showing strengths and gaps across all evaluated competencies.





Apics certification programmes: the heart of the academy

→ Advance delivers the full portfolio of ASCM/APICS programmes, from foundations to certifications, taught by Senior Instructors with extensive operational experience.

Below is a list of the APICS globally recognized certifications in our training portfolio:

CPIM – Certified in Planning and Inventory Management

Mastering planning, scheduling, inventory, MRP, and execution.

CSCP – Certified Supply Chain Professional

The global benchmark for end-to-end Supply Chain excellence.

CLTD – Certified in Logistics, Transportation & Distribution

Excellence in logistics, warehousing, transportation, and distribution.

SCOR DS – SCOR Digital Standard

The leading framework for process optimization and performance management.

CTSC – Certified in Transformation for Supply Chain

For Leaders steering the digital and organizational transformation.

Complete Training Portfolio

In addition to APICS Programmes, Advance has a complete catalogue of knowledge content and courses thanks to 20-year Partnerships with renowned global associations with state-of-the-art Bodies of Knowledge in different areas:

- Procurement
- Lean
- Six Sigma
- S&OP and Demand Planning
- Demand Driven MRP
- SAP customization
- Project Management

Our school can also design brand new courses and customize programmes based on the needs of its Clients.



Case Study

Global Automotive Company

Context

A global automotive manufacturer - heavily impacted by COVID and operating in a highly competitive environment - needed to accelerate its Supply Chain transformation.

Challenge

Align the competencies of 160+ professionals worldwide (Europe, America, Asia) across many roles and experience levels.

Advance Solution

- Defined key competencies
- Conducted workshops to define TO BE levels
- Built assessments per role
- Communicated to employees globally (town halls, internal sessions)
- Ran the assessment in 20+ sites across multiple time zones
- Produced detailed maturity reports by site, region, and global cluster
- Designed the Supply Chain Academy roadmap
- APICS Training implemented in waves across the Supply Chain organization.

Results

- Transparent AS IS and TO BE competencies mapping
- Identification of clear capability gaps to close
- Launch of a Supply Chain Academy with APICS programmes
- After 18 months, achievement of the maturity target in the Supply Chain organization
- Significant improvement in Supply Chain KPIs

Pharma HQ Switzerland

Challenge

To harmonize planning and logistics skills across teams in Switzerland and India.

Advance Solution

- Launched multi-year APICS training waves
- Delivered CPIM and foundational programmes
- Integrated simulations and T4P modules
- Facilitated cross-regional learning groups
- Structured a multi-year Academy with clear role-based pathways

Results

- Shared processes and terminology
- Improved collaboration between regions
- Review and improvement of planning processes by the Supply Chain team, in line with international best practices
- After 12 months, significant improvement of service level and inventory.



“We are really happy with the SC Academy Assessment performed by Advance: their expertise and effective approach made it possible to involve members of our organisation at global level and achieve really important results in terms of skills development within our Supply Chain Team.”

Marco Tumini, Global Planning Manager Aptiv.

“At ST, we have been working with APICS tools and certifications for a long time, and we consider APICS best practices as a fundamental part of the training and professional growth of our people in the Supply Chain. The collaboration with Advance School has allowed us to achieve excellent levels of competence and increase our competitiveness in the supply chain, thanks to the training provided by Senior Managers who bring their experience to the classroom and present cases very close to the challenging reality we face in a global world.”

Alberto Della Chiesa, VP Global Supply Chain STMicroelectronics.



ADVANCE SCHOOL - KEY FIGURES

Premier ELITE Partner of ASCM, The Association for Supply Chain Management
Ranked Among the Top 3 in Europe, more than 20 years of experience

Trusted by 300+ companies

Across more than 10 industries, 4000+ professionals trained globally

40 Senior Instructors worldwide

with 20+ years of real industry experience

International delivery capability

Experience running programmes across Europe, America and Asia

Full Training Portfolio in Operations and Supply Chain Management

Supply Chain, Procurement, Lean, Six Sigma, Demand Management, S&OP,
Demand Driven MRP

Proprietary tools and platforms

LMS, assessment systems, serious games, and custom simulations

For more information on our services email us at: info@advanceschool.ch
or call us on +41 61 2254332 or +41 79 5974100

About ASCM

ASCM, the Association for Supply Chain Management, is a non-profit organization based in the US which offers the opportunity to acquire excellent skills through internationally recognized **APICS certification programmes**.

To date, the association coordinates an international network of hundreds of companies and universities in five continents in order to promote and disseminate their professional certification programmes, recognized as benchmarks of excellence in **Supply Chain Management**. With more than 50,000 members, it is one of the largest professional associations in the world.



Advance
OPERATIONS MANAGEMENT SCHOOL

**Advance Operations
Management School**

Switzerland

**info@advanceschool.ch
advanceschool.ch**

Aeschengraben, 29
4051 Basel, Schweiz
Phone +41 61 2254332

Italy

**info@advanceschool.org
advanceschool.org**

Via Massimo D'Azeglio, 35
40123 Bologna
Tel. +39 051 19907026
Via Vincenzo Monti, 8
20123 Milano
Tel. +39 02 46712715