APICS

Frequently asked questions

Will we be full APICS Channel Partners?

Yes. All partners start as **Authorized Channel Partners** and based on annual results, they migrate to **Premier Channel Partner** and **Premier Elite Partner**. Each position has its advantages.

Branding: would it be possible to brand the training materials?

Official APICS documents may not be modified. However, if you create additional materials, those should be branded with the partner's identity. It has to be clear that those materials belong to the partner and not to APICS.

Instructor Kits:

Every instructor needs their own Instructor Kit. The partner may provide its instructors with one.

Exam Process:

Partners will sell an exam voucher to their students. All APICS certification exams will be hosted by a Pearson Vue accredited center.

Marketing Support:

Once Partners have signed the contract, APICS will provide them with official Marketing Support Materials.

Payments:

- Partners do not pay a monthly fee to APICS. They pay only for **materials** purchased and the **exams** vouchers the partner sell.
- The rest of the revenue generated by the partner, is retained by the partner.
- The students must purchase **the materials** to participate in the course.

The process to become an APICS Training Instructor:

Partners need to have a Certified APICS Instructor to deliver the courses.

▪ Trainers have to be <u>Active ASCM Members.</u>

(https://www.apics.org/apics-for-individuals/membership/categories)

▪ They must maintain an APICS Certification (CPIM, CSCP, CLTD) and complete the APICS Instructor Training Course.

▪ The <u>Train the Trainers course</u> is a two-day course that provides eight lesson plans for instructors. The cost of this training is between €500 and €700. It is offered in several locations around the globe. You can check the APICS website to find out which location suits you best.

(http://www.apics.org/learning-opportunities?it=live%20events&eventtype=Instructor%20Training)

▪ APICS will provide a list of certified Instructors to support the partner while their own instructors are getting the certification.

ASCM Membership:

▪ Students don't need to be APICS/ASCM members to be able to apply to do a course, but **Instructors** must be members.

▪ ASCM members benefit from advantages in the community and certain discounts. (https://www.ascm.org/membership-product/?from=apics_redirect)

Accreditation Maintenance:

▪ Certified students must keep accreditations up-to-date.

▪ For CPIM, CSCP and LCTD they accreditation expires after 5 years, during which they must participate in CPD activities and gather the points required to maintain accreditation.

▪ CPD activities include conferences, seminars and workshops, among others.

▪ APICS publishes a table of available CPD points and the conditions required to achieve them. (https://www.apics.org/credentials-education/credentials/maintenance/5-easy-steps-to-maintain-your-certification)

▪ If the student fails to achieve the necessary CPD points, the accreditation will expire and they will have to retake the exam.

Are there sales targets?

Yes. This information will be delivered by our colleagues from ASCM/APICS.