

Growing Your Professional Reputation in Supply Chain Management



ABOUT SCMA

- Established on September 3 2013, as the result of an amalgamation of the former Purchasing Management Association of Canada and the former Supply Chain and Logistics Association of Canada
- Premier end-to-end association for Canadian supply chain professionals
- More than 7,500 members across Canada
- Grants the SCMP designation – highest level of achievement in the field – over 3,000 designation holders in Canada
- Provides Continuous Professional Development opportunities to members and designation holders (conference, Symposium, webinars)
- Unparalleled learning and networking for SCM professionals

SUPPLY CHAIN MANAGEMENT IN CANADA

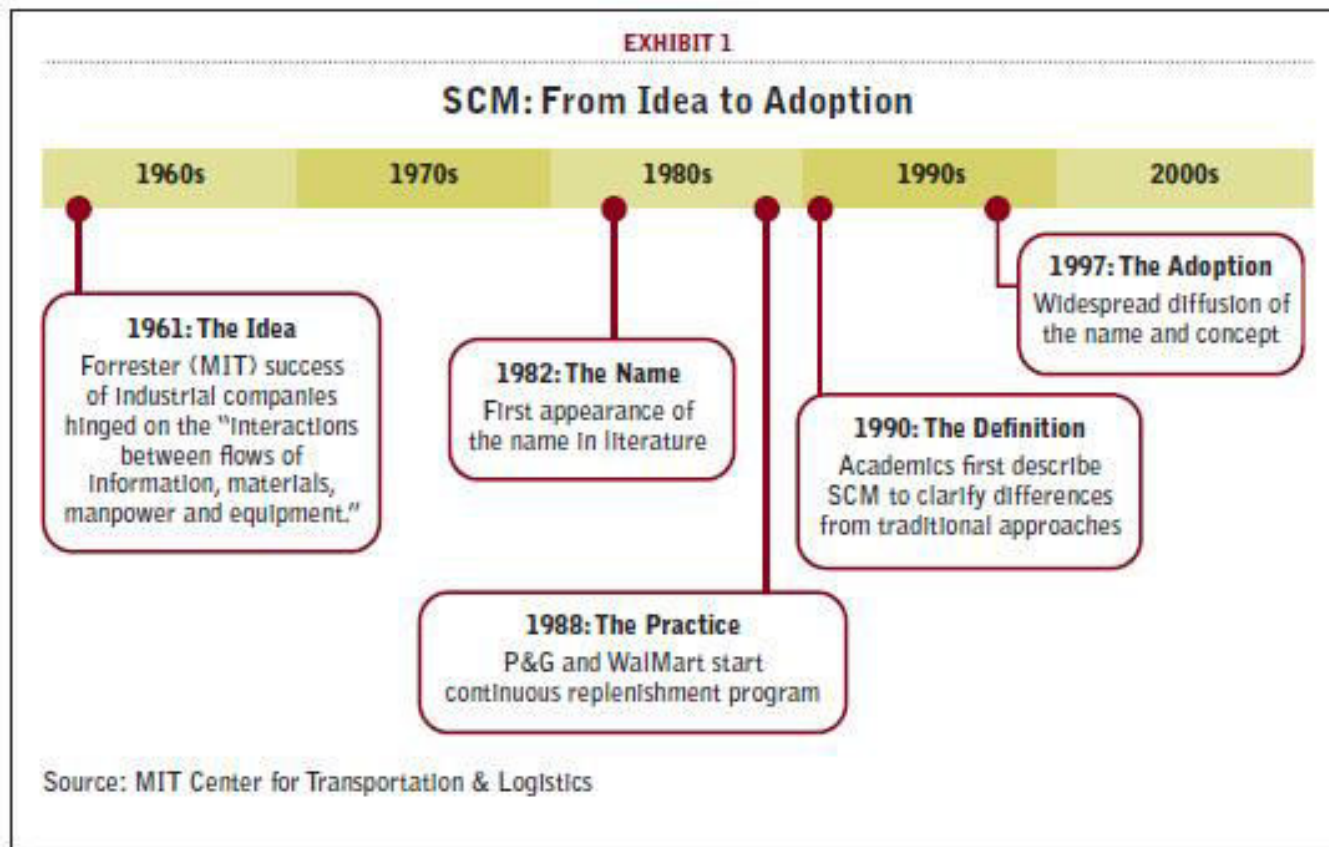
The Canadian supply chain sector employs an estimated 767,000 workers.

1. Senior Management	1.2%
2. Logistics Information Systems	5.5%
3. Warehousing	45.2%
4. Transportation	22.1%
5. Inventory/Material Control	14.1%
6. Purchasing	10.6%
7. Marketing and Sales	0.5%

I DON'T GET NO RESPECT!



EVOLUTION OF SCM



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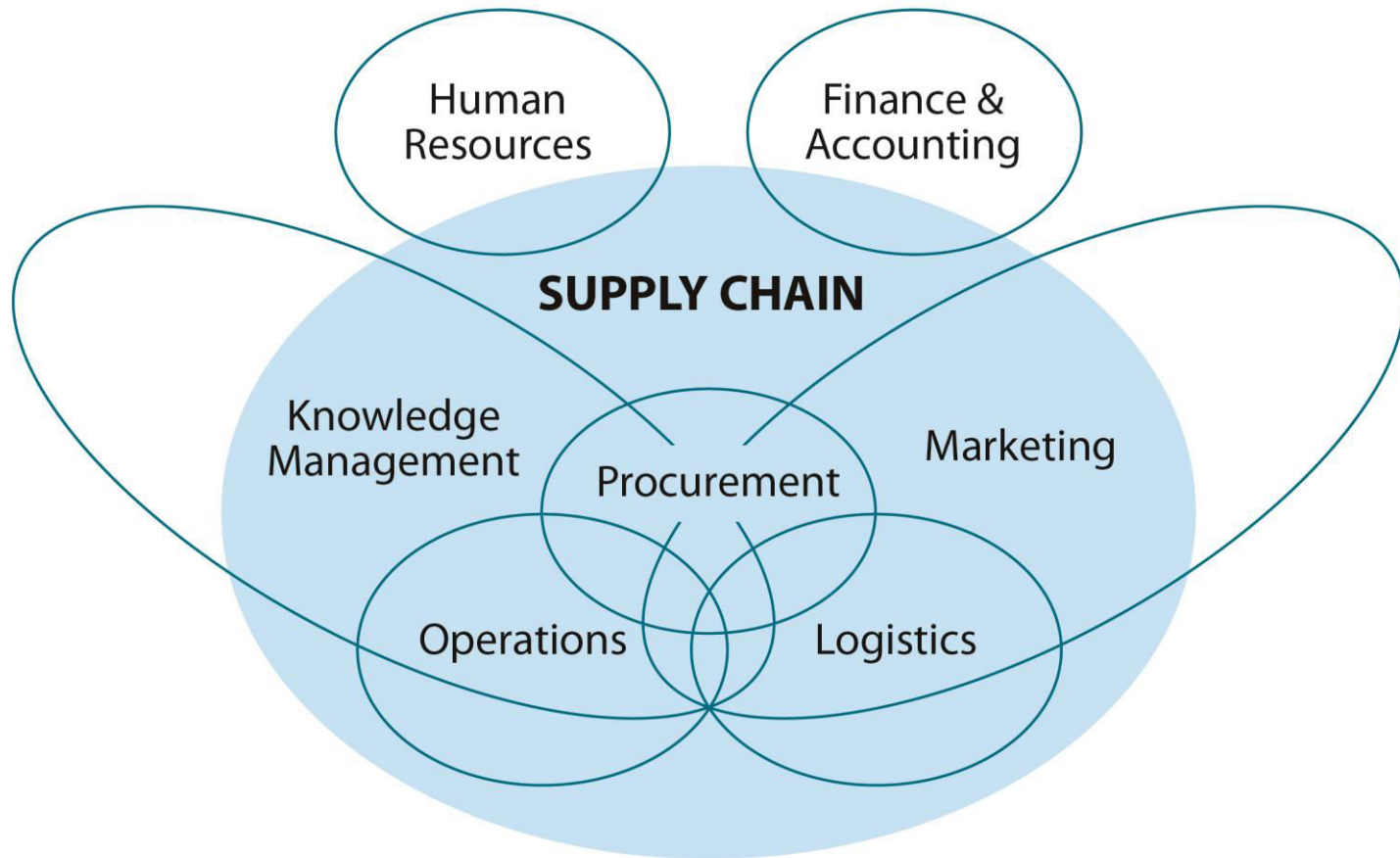
- Started out as siloed, fragmented, tactical functions
- Current association structure internationally is a legacy of that fragmentation
- Impacts of globalization and increasingly complex and interdependent business environment
- Technological innovation and value of knowledge management
- Recognition of potential for strategic contribution to competitive advantage
- Results in the evolution of the role from tactical to strategic

WHAT IS STRATEGIC SCM?

Definition

The process of strategically managing flows of goods, services, finance and knowledge, along with relationships within and among organizations, to realize greater economic value through:

- Supporting enterprise strategic objectives
- Contributing to the achievement of strategic competitiveness of the enterprise
- Contributing to the enhancement of the competitive advantage of the enterprise
- Enhancing customer satisfaction



DO YOU HAVE A SEAT AT THE TABLE?

- According to our 2013 Annual Survey of the Canadian Supply Chain Professional, 42% of respondents indicated that they had influence at the C-suite level (or were at the C-level), and 29% indicated that they would like to have more influence

14. Do you have influence at the C-level (e.g. CEO, CFO, COO, CIO etc.)?

BASE: All Respondents	2009	2010	2011	2012	Total 2013
	n=1929	n=2209	n= 1567	n=2405	n=2177
	%	%	%	%	%
Yes, I am at the C-level	9	4	3	4	4
I have influence at the C-level	35	39	45	40	38
I would like to have more influence	27	28	26	27	29
No, I don't need to have influence	17	21	21	23	23
Don't know	9	5	4	5	5

IF NOT, HOW DO YOU GET ONE?

- Can you articulate how you/your department support the overall objectives of your organization?
- Do you have key performance indicators that assist you in articulating your contribution – e.g. ROI, continuous improvement, benchmarking vs. the industry
- Can you quantify that contribution?

PROFESSIONAL DEVELOPMENT

- Again, in the annual survey results, just under 70% of respondents felt that ongoing professional development was important for career advancement, and that is a pretty consistent statistic over time.

62. Personally, do you feel you need further education/ professional development to progress

BASE: All Respondents	Total 2009	Total 2010	Total 2011	Total 2012	Total 2013
	n=1929	n=2209	n=1567	n=2405	n=2177
	%	%	%	%	%
Yes	70	68	68	65	68
No	29	32	31	35	32

PROFESSIONAL DEVELOPMENT

- If you hold a designation or have met the European Purchasing Standard, are you promoting it internally? You are the brand!
- Do you share and follow PROLOG's Code of Ethics?
- Are you keeping current? Taking advantage of PROLOG's free training programs?

SCMP DESIGNATION

- Advanced training for SCM professionals
- Competency-based, strategically aligned and dynamic
- Covers all aspects of SCM and includes soft-skills
- Prepares graduates for management and senior management roles
- International designation reciprocity agreements with ISM/CIPS
- 2nd program internationally to be accredited by IFPSM's Global Standard

SCMP DESIGNATION

- Work experience & university degree pre-requisites
- Four 13-week modules
- Four 7-week modules
- Six interactive workshops
- On-line delivery of modules is being piloted
- Culminates in In-Residence Week for all candidates across Canada and a 2-day case-based final exam
- CPD required to maintain designation
- Equivalent in rigour to a Masters program

THE COMPETENCY PROFILE

Functional Competencies (13 week modules)

- Supply Chain Management
- Procurement and Supply Management
- Logistics and Transportation
- Operations and Process Management

THE COMPETENCY PROFILE

Functional Competencies (7 week modules)

- Knowledge Management
- Global Sourcing
- Supply Chain Management for the Public Sector
- Supply Chain Management for Services, Capital Goods and Major Projects
- Competitive Bidding, Contract Preparation and Contract Management (Interactive Workshop)

THE COMPETENCY PROFILE

Management Competencies

- Leadership and Professionalism
- Negotiation Skills
- Communication and Relations Skills
- International Business and Multi-Cultural Skills
- Ethical and Social Responsibility Skills

HOW ASSOCIATIONS HELP

- Links with IFPSM – connecting with other professionals globally
- Professional development and networking events, like this conference
- Development of a code of ethics
- Access to resources to help you do your job better (advisory services, sharing best practices, research like the annual salary survey)
- Representing and promoting common interests

MAKING A DIFFERENCE

- Protecting the environment
- Transparency in the supply chain to support corporate social responsibility
- Supplier diversity
- Community partnership

THANK YOU!

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