



SUPPLY CHAIN MANAGEMENT

AN EXCEPTIONAL CAREER OPPORTUNITY

EARNING POWER

IMPACT

ADVANCEMENT

SATISFACTION

GLOBAL PERSPECTIVE



PURCHASING MANAGEMENT ASSOCIATION OF CANADA

ACCELERATE YOUR CAREER

Through the Purchasing Management Association of Canada (PMAC) you will gain access to the highest calibre of education, training and support required to launch or accelerate your career in supply chain management.

WHAT IS SUPPLY CHAIN MANAGEMENT

Supply chain management is the process of strategically managing flows of goods, services, finance and knowledge, along with relationships within and among organizations, to support and achieve enterprise objectives.

It involves the integration of core areas of knowledge (procurement, operations, logistics) and supporting knowledge areas (marketing, finance and accounting, human resources, knowledge management).

CRITICAL, STRATEGIC AND DYNAMIC

Globalization, sustainability, information technology – these are just a few of the many issues that businesses are wrestling with today. In this dynamic environment, improving supply chain performance has become essential for companies to remain successful. It's a growing trend that will only intensify.

CONTRIBUTION TO THE ECONOMY

The supply chain management profession makes a significant contribution to Canada's economy. PMAC members control more than \$130 billion in annual spend. The standard of living we all enjoy through timely, cost-effective access to a range of innovative, high-quality goods and services is directly linked to the practice of supply chain management. The profession influences the social and economic success of not only Canadians but citizens worldwide.

VISIBILITY IN THE C-SUITE

Supply chains have evolved from entities that were primarily tactical to strategic sources of competitive advantage. They are no longer vehicles for simply reducing cost; they are now helping firms to deliver significant and real value to customers and to enhance shareholder profit. They are no longer primarily talked of between buyers and suppliers; supply chains are now discussed in boardrooms.

SUPPLY CHAIN IS THE VALUE CHAIN

Organizations cannot compete solely as individual firms. Increasingly, they must rely on effective supply chains to win in the networked economy. With relationships extending beyond traditional enterprise boundaries, organizations are managing business processes throughout an integrated value chain of multiple companies – from the ultimate supplier to the ultimate customer.



The reputation of supply chain management has grown in leaps and bounds as modern organizations have increasingly realized the critical role SCM plays in enhancing business competitiveness. This has resulted in great upward career opportunities to satisfy one's growth aspirations.

I started my supply chain management career in Nigeria and spent significant time in Shell Oman before moving to Canada. My core responsibility now at Shell, Upstream North America is to ensure that inbound logistics is managed in the safest and most cost-effective manner.

Over the course of my career, I have always placed great emphasis on professional affiliation and have benefited immensely from the educational content of accreditation as well as the great opportunity to be current with industry trends through sustained membership. This has been particularly true with PMAC.

Being a rounded professional has directly benefited my organization as I translate the skills acquired into value-adding initiatives, providing commercial, operational and strategic leadership while transferring knowledge through coaching, mentoring and most importantly, developing new talent for the organization.

Asuquo Edem, PhD, SCMP

Onshore Gas Logistics Manager, Shell Canada Limited

CAREERS IN THE PROFESSION

The profession of supply chain management offers a rewarding career. Supply chain management professionals now occupy influential positions across organizations. Those in the field work in senior management, consulting, procurement, operations, logistics, transportation and trade.

Statistics Canada data indicate that the supply chain sector is expanding. More than 700,000 people are employed in some aspect of supply chain management in Canada today. Annually, 80,000 supply chain management recruits will be needed for new or vacant jobs.*

Approximately 150,000 positions in the supply chain are at the professional or managerial level. These positions demand professionals who are both supply chain specialists and strategic business managers.

*Canadian Supply Chain Sector Council

SUPPLY MANAGEMENT TRAINING

Today's global market demands skilled practitioners to support the management of complex supply chains. PMAC's Supply Management Training meets this need with a series of Courses and Seminars. Take one or complete them all to earn a certificate of completion.

Who: Entry to mid-level practitioners

Admission requirement: No prerequisites

Delivery: Courses are in-class or self-study;
Seminars are in-class

Length: Usually two years to complete the full package

Technical Courses (13 sessions per Course)

- Introduction to Procurement
- Introduction to Logistics
- Introduction to Transportation
- Introduction to Operations Management

Soft Skill Seminars (2 days per Seminar)

- Introduction to Business Communications
- Introduction to Negotiations
- Introduction to Contract Law and Administration

Business Management Seminars (2 days per Seminar)

- Introduction to Accounting and Finance
- Introduction to Marketing
- Introduction to Business Planning

Note: Supply Management Training is distinct from the Strategic Supply Chain Management Leadership Program, and cannot be applied towards SCMP accreditation.



DIPLOMA IN PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

This program covers all the necessary elements of procurement and supply chain management for a professional to build a successful career.

Who: Intermediate-level professionals

Admission requirement: A minimum of two years professional experience in procurement, or university degree or college diploma in a business-related field, or equivalent business programs or courses

Delivery: Courses are online; Seminars are in-class

Length: Typically 12 to 18 months, with up to three years to complete

Mandatory Business Management Courses

13 sessions per Course

- The Financial Scope of SCM
- Evaluating Supply Management Costing Data
- Supply Management Business Administration

Seminars

Select five of the six following 2-day Seminars:

- Negotiation Strategies for SCM
- Competitive Bidding and the Tendering Process
- Transportation Services
- Inventory Management
- Purchasing Process and Practice
- Supplier Sourcing & Management

Workshop and Case Study (In-Class)

One 3-day workshop with case study assignment.

Note: The Diploma in Procurement and Supply Chain Management is distinct from the Strategic Supply Chain Management Leadership Program, and cannot be applied towards Certified SCMP accreditation.



CERTIFIED SUPPLY CHAIN MANAGEMENT PROFESSIONAL (CERTIFIED SCMP)

The Certified SCMP designation is the most sought-after achievement in supply chain management in Canada – setting the national standard for excellence in the profession. A comprehensive accreditation program certifies that the Certified SCMP has attained the highest level of competency. Adherence to a Code of Ethics ensures the highest level of integrity.

Employers benefit from the Certified SCMPs unique and distinctive competence. Certified SCMPs are recognized as strategic supply chain management professionals who provide enterprises with innovative leadership to achieve a competitive edge in a global marketplace.

PMAC's professional designation is known as Certified SCMP in Ontario and SCMP elsewhere in Canada.



I have had the tremendous opportunity of working in purchasing and different supply chains for numerous years now and can say with confidence that not one day is like the day before. It is not just your average job; instead, you get to work in unison with talented and dynamic groups that make the flow of product flawless. The challenge of being a part of this is what makes supply chain management extremely interesting and exciting.

In today's marketplace, all leading companies are striving to be the best in cutting-edge technology and as a working professional; you need the best knowledge, skills and training to represent your company. Professional designations like the SCMP introduce you to real and practical scenarios so that you can directly incorporate your training into your every-day work and enhance your opportunities, which is why I have chosen this path myself. The training gives you the chance to look at a wider horizon and know that if you have the will, the sky is the limit!

Maria Taghdisi, MA, CSCP, Certified SCMP Candidate
Buyer, Research In Motion Ltd.

WHY BECOME A CERTIFIED SCMP

IMPACT

Certified SCMPs are seen as the pre-eminent authority in supply chain management. They are the strategic leaders and decision-makers.

ADVANCEMENT

When hiring for positions in supply chain management, employers are regularly asking for the Certified SCMP or enrolment in the Certified SCMP program.

EARNING POWER

Those with the Certified SCMP earn 15% or more annually than their counterparts without the designation.*

GLOBAL PERSPECTIVE

With supply chains that reach around the world, a Certified SCMP is a key contributor to the competitiveness and success of any enterprise, anywhere.

SATISFACTION

Completing a rigorous program, Certified SCMPs achieve supply chain management's most respected credential, and differentiate themselves from others practising in the field.

*PMAC/Purchasing b2b/MM&D Salary Surveys

STRATEGIC SUPPLY CHAIN MANAGEMENT LEADERSHIP PROGRAM

The program leading to Certified SCMP accreditation is called the Strategic Supply Chain Management Leadership Program. It is balanced to deliver advanced supply chain management knowledge and high-level business skills, with learning applied immediately in the workplace.

Who: Those seeking to launch or accelerate their career in supply chain and who work or intend to work at a management or executive level

Admission requirement: Business degree or diploma or equivalent courses. Completion of the Ontario Institute of PMAC's Accelerated Business Management Program (ABMP) also qualifies

Delivery: Modules are in-class or self-study;
Workshops are in-class

Length: Designed to be completed in 36 months

8 Modules

Cover the core areas of supply chain management.

13-Week Sessions

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

7-Week Sessions

- Knowledge Management
- Global Sourcing
- Supply Chain Management for the Public Sector
- Supply Chain Management for Services, Capital Goods and Major Projects

6 Interactive Workshops

Address higher-level business skills in two-, three- or four-day sessions.

- Leadership and Professionalism
- Negotiation Skills
- Communication and Relational Skills
- Competitive Bidding, Contract Preparation and Contract Management
- International Business and Multicultural Skills
- Ethical Behaviour and Social Responsibility



In-Residence Week

Integrates and advances knowledge gained during Modules and Workshops; also provides Final Examination preparation.

Final Examination

Tests knowledge acquired throughout the program and Practical Experience in a case-based Exam.

Practical Experience Requirement

A minimum of three years of progressive experience in any aspect of supply chain management.



Four years ago when I came to Canada from India, my first endeavour was to find a job in supply chain management. The SCMP designation was and is the most sought-after qualification in the field by employers in Canada. Thus it was important for me to immediately start working towards it. The result was instantaneous as I got my first job in the first month of starting

the SCMP accreditation program.

The accreditation program's case study approach brings in creativity and collective discussion in the classroom and helps to broaden your entire thought process. The immense opportunity of networking with fellow classmates who were all supply chain management professionals in different industries and organizations provided an excellent forum for posing questions and getting timely advice.

My experience in working towards my SCMP designation was extremely satisfying and memorable.

Sanjeev Kaul, SCMP

Senior Projects Buyer, Jacobs Engineering Group

CERTIFIED SCMP DESIGNATION

Earn the Certified SCMP designation and convey that you are a skilled professional, expert on the most current supply chain management trends, practices and techniques.



OTHER EXCEPTIONAL PMAC MEMBER BENEFITS

Best practices and professional development

Learn leading-edge techniques and skills through education, training and professional development, including Seminars, Webinars and more.

Supply chain news, research and trends

We keep you up-to-date on supply chain management research and information from around the world through our web site, magazine and e-newsletters.

Advocacy and promotion

PMAC is the voice of the supply chain management profession in Canada. We enhance the recognition of the strategic value of supply chain management within business and government.

Volunteering and leadership opportunities

Members participate at all levels of PMAC on Boards and Committees and contribute to the profession's body of knowledge as education program instructors and developers.

Recognition

Our Awards of Distinction recognize the individuals and organizations that have advanced the profession with their innovative programs and thought leadership.

Professional standards

All of our members adhere to a professional Code of Ethics. PMAC was the first supply chain association in the world to develop a Code of Ethics, setting new standards for the profession.

Valuable savings

Receive reduced rates on all PMAC training. Plus, access discounts on home and auto insurance, professional resources and tools, as well as products you use every day.



As a Strategic Sourcing Analyst, I lead, develop and proactively manage vendor risk and performance with the goal of obtaining best-in-class service levels and pricing. I also mentor/coach our team of procurement officers and business leaders on ways to obtain optimal outcomes on high-risk acquisitions. Also responsible for continuous improvement initiatives, I research and share insights on emerging technologies, global market conditions and manage the implementation of SCM best practices. My work is incredibly rewarding because I regularly witness the direct correlation of my efforts to the attainment of strategic objectives.

My proudest professional accomplishment is the day I received my final SCMP results. But the designation is the tip of the iceberg for me. PMAC membership gives me pride and a sense of belonging to a professional organization that adapts to the ever-changing needs of its stakeholders. Additionally, the networking opportunities have been tremendous. I can now pick up the phone and connect with many seasoned professionals.

Mohammad Fayaz Haq, SCMP
Strategic Sourcing Analyst, Atlantic Lottery

New career opportunities

Members receive access to our national PMAC Career Link – a comprehensive job board, listing positions in the supply chain management field, from entry level to executive.

Networking and peer community

Our National Conference is Canada's premier event for supply chain professionals and the largest of its kind. An online Discussion Forum and social media connect you with your peers.

THE PURCHASING MANAGEMENT ASSOCIATION OF CANADA

The Purchasing Management Association of Canada (PMAC) is the leading, and the largest, association in Canada for supply chain management professionals. The national voice for advancing and promoting the profession of supply chain management, PMAC sets the standard of excellence for professional skills, knowledge and integrity.

With 7,000 members working across private and public sectors, PMAC is the principal source of supply chain training, education and professional development in the country, requiring all members to adhere to a Code of Ethics. Through its 10 Provincial and Territorial Institutes, PMAC grants the SCMP (Supply Chain Management Professional) designation, the highest achievement in the field and the mark of strategic leadership. In the province of Ontario, the designation is known as the Certified SCMP.

OUR HISTORY, OUR FUTURE

Founded in 1919, PMAC has evolved from its roots in purchasing and today embraces all aspects of strategic supply chain management, including:

- Purchasing/Procurement
- Strategic Sourcing
- Contract Management
- Materials/Inventory Management
- Logistics and Transportation

OUR MISSION

The mission of PMAC is to build leadership in supply chain management.

OUR VISION

PMAC's vision is to be the recognized authority for the profession of supply chain management.

PMAC MEMBERS

PMAC members are employed in all industries, from private to public sector to not-for-profit, including manufacturing, retail, technology, financial services, government, health care, education and natural resources.

Our members range from university students readying to embark on a supply chain career, to mid-level practitioners seeking ongoing professional development to senior executives guiding the future of the profession.



My interest in PMAC came over 10 years ago when I made a decision to enter the supply chain profession and needed to update my skill set to reflect that of a trusted advisor in this new field.

The SCMP accreditation program has allowed me to increase visibility in my career and the designation on my resume has been "key" in moving up in my responsibilities over the years. The highlight of my career is my current position that I fulfill today at Microsoft as a global procurement lead.

In this role, I have been living and working the last two years in Singapore. The learnings that I have gathered coupled with the wonderful travel I have experienced in Asia has undoubtedly put me in a position to be highly successful in the future.

My decision to pursue the SCMP is without question the best career move that I could have made and has been a lever to achieving my success.

Bonnie Cowan, Certified SCMP
Senior Category Manager – Global Consulting, Microsoft

CAREER EXCELLENCE

As a PMAC member, you will join supply chain management professionals nationwide in the pursuit of career excellence.

PMAC Provincial and
Territorial Institutes

Alberta

British Columbia

Manitoba

New Brunswick

Newfoundland & Labrador

Northwest Territories

Nova Scotia

Ontario

Quebec

Saskatchewan



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