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Advancing Productivity, Innovation, and Competitive Success

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Dear Richard,
Your DC Metro News has arrived!

APICS DC Metro Launches New Website!



...and we're celebrating! Come join us Wednesday, February 16 at 6:00pm for a [website launch party](#), followed by our professional development meeting at 7:00pm. Stop by to mix & mingle, learn about the site, and provide feedback.

Based on member and visitor feedback, our [new site](#) is more streamlined, less cluttered

and more integrated.

We would love to know what you think. Email comments to me at webmaster@apicsdcmetro.org

See you at the party,

Rick

Rick Frisby, CPIM PMP
Webmaster - APICS DC Metro

Introduction to CCOR: An Interview with Taylor Wilkerson



Taylor Wilkerson, a Senior Consultant with LMI, presented the Supply Chain Council's new CCOR model at our Professional Development Meeting held on January 20th. ([Click here for presentation.](#))

Taylor spent some additional time with our newsletter editor, Angela Long, to provide more insight into the

new model.

Angela Long: Thanks for meeting today! I know you have a busy schedule, so we'll jump right in. Our readers would like to know more about CCOR, but before CCOR, there was SCOR®. Could you briefly describe what SCOR is?

Taylor Wilkerson: SCOR stands for Supply-Chain Operations Reference model and is owned by the Supply-Chain Council (SCC). It is a framework for supply chain analysis that was developed in 1996. Since then, members of SCC have been continually updating the model with new best practices, metrics and process descriptions. It is currently in its 10th iteration.

AL: What is your role in developing SCOR processes?

TW: SCOR was developed before I joined LMI. We started using it in 1999 as a common structure and framework and it is now a big part of what I use. In fact, I use it whenever I have to do supply chain analysis.

AL: How is CCOR different from SCOR?

TW: CCOR stands for Customer Chain Operations Reference and came out in 2010. It's a model that provides a structured framework around the customer sales process and allows you to understand what processes are involved, develop the metrics that are needed, identify the interaction between the sales/fulfillment and the supply chain and improve how they work together.

[Click here to read more...](#)

Upcoming Events...

Professional Development Meeting **and Website Launch Party!**
February 16, 2011

Customer-Focused Supply Chain Management Overview

We're excited to be previewing our newest workshop at our next professional development meeting! **Customer-Focused Supply Chain Management Overview** is designed to meet the basic informational needs of anyone who interfaces with or supports supply chain professionals.

If your department needs to communicate, persuade, interpret instructions from or makes decisions with Supply Chain personnel, join us for this silo-busting seminar!



Guest Speaker: Ms. Joni Holeman, CFPIM, CIRM, CSCP; DC Metro's VP Education; President of Affirmation Training

Time: 6:00-8:30pm

Location: Marco Polo Restaurant, 245 Maple Avenue West, Vienna VA

Registration: [Click here](#)

Real World Supply Chain

Supply Chain Training You Can Actually Use (*their words*)

We've just discovered the refreshing spirit of the [Real World Supply Chain](#) blog. The site focuses on select supply chain topics and keeps entries short and easy to engage in. The goal of the RWSC team is to ensure that messages are not only read, but also remembered and acted on. They've been live for 10 months and are already up to 600 unique visits a month. What's to come? S&OP and supply chain planning processes. Here's an

excerpt from their blog:

How to Lead When You're Not the Leader

"You're not the boss of me."

If you're a supply chain planner, have you heard that before? If you haven't, trust me, they're saying it.

Well, OK. Maybe they don't say it that exact way. Let's try these:

Procurement: "I have savings targets to meet this year. Buying in the largest volumes possible is the only way I can hit them."

Manufacturing: "Our utilization numbers are low. We have to reduce changeovers by running larger lot sizes."

[Click here to read more.](#)

Question: How do you know where to start filling in your training gaps?

Answer: Use the Professional Needs Assessment

If you know your people need training but aren't quite sure where to start, the Professional Needs Assessment will help. It's a great tool to identify which knowledge, skill or ability is either essential or important for 27 different job titles, which are then mapped to the corresponding training offered by APICS. More than nine sources were researched to develop this reference. Check it out!

Access the Professional Needs Assessment [here](#).

Our Learning Opportunities

APICS DC Metro's main focus is education. We offer a wide variety of training opportunities from professional development workshops to basic principles to certification reviews. Check out our 2011 dates below.

Professional Development Workshops



Is your enterprise ready for recovery?

Are you looking for a catalyst for positive change?

Have business upheavals shredded your strategic alignment?

Responded "yes" to any of the above? Then consider one of our Professional Development Workshops, which will

develop expertise within the exact fulfillment processes needed to create market-winning core competencies in a global economy. For comprehensive information and pricing click on any of the links below.

[Customer-Focused SCM Overview](#)

An insider's view for anyone interfacing with SC teams
3/16 in Sterling, VA

6/15 in Silver Spring, MD

["Expecting & Managing SCM Volatility"](#)

New research on changing needs, applications, SC science
Sponsored jointly by APICS, ASTL, CSCMP, SCC & UMD's Smith School of Business
5/27 in Tysons Corner, VA

Lean Enterprise Series 7/8, 15, 22 & 29 in Sterling, VA
Become a lean leader by wiping out waste at your firm



"I will certainly rely on the knowledge I gained through the APICS CSCP program to implement best practices into the organization. The APICS CSCP body of knowledge encourages you to not just look within the walls of your department's supply chain, but to focus on the entire end-to-end value chain. Next to that, the program forces you to think out-of-the-box and to implement best practices that, at first, might not seem applicable to your own industry."

Danny Raymakers, CPIM, CSCP
Director SCM - Clinical Supplies
J&J Pharmaceutical R & D

Certification Workshops

Basics of Supply Chain Management (BSCM)

Location/Dates:

- Huntsville, AL / Feb 28-Mar 2, 2011 (Mon, Tue, Wed)
- Fairfax, VA / Feb 3-Apr 21, 2011 (Thu lunchtimes)
- [Sterling, VA / Apr 2, 9, 16 & 23, 2011 \(4 Saturdays\)](#)

Certified Supply Chain Professional (CSCP)

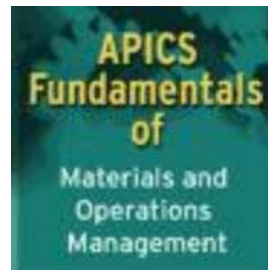
Location/Dates:

- Rosslyn, VA / Mar 4, 11, 18 & 25 (4 Fridays)
- [Sterling, VA / Apr 5-Jun 14, 2011 \(9 Tuesday eves\)](#)
- [Herndon, VA / May 14 & 21; Jun 4 & 11 \(4 Saturdays\)](#)

Master Planning of Resources (MPR)

Location/Dates:

- Huntsville, AL / Apr 4, 5 & 6, 2011 (Mon, Tue, Wed)
- Fairfax, VA / May 19-Jul 21, 2011 (9 Thu lunchtimes)
- [Sterling, VA / Jun 25, Jul 9 & 16, 2011 \(3 Saturdays\)](#)



Upcoming Fundamentals Workshops

Robust, challenging principles for frontline employees.

Fundamentals/Intro to ERP (IERP)

Location/Dates:

- Sterling, VA / Apr 30 & May 7 (2 Saturdays)

Fundamentals of Inventory Control (FIC)

Location/Dates:

- Sterling, VA / Mar 14, 21 & 28 (3 Mondays)

- Sterling, VA / May 11, 18 & 25 (3 Wednesdays)

Fundamentals of Manufacturing Control (FMC)

Location/Dates:

- Sterling, VA / Mar 8, 15 & 22 (3 Tuesdays)

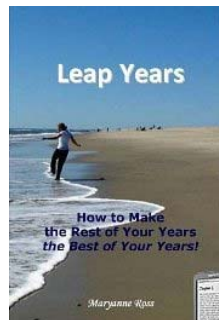
Fundamentals of Materials Handling & Warehousing (FMHW)

Location/Dates:

- Sterling, VA / Jun 3, 10 & 17 (3 Fridays)

HOT OFF THE PRESS!

Leap Years: How to Make the Rest of Your Years the Best of Your Years!



Have you ever thought that the life you're living is not at all the life you envisioned?

Have you spent too many years ministering to others and now worry about not having enough time left to do what you really want?

Are you a financial casualty of the recent economic downturn, fearing that you won't have time to recoup your lost investments?

If YES was your response to any of the above questions, this new book is for you! While these and other challenges may have set you back, use the simple life lessons outlined in **Maryanne Ross' first book** to LEAP into the best years of your life. Join us March 17 for a special "Launch Party" in addition to our PDM. **Maryanne is a former President of DC Metro, a long-time chapter Instructor and a dear friend to many of our students and members.** A signed copy of "Leap Years" will be raffled off to a lucky attendee. More details coming soon!

To exist is to change, to change is to mature, to mature is to go on creating oneself endlessly."

- Henri Bergson, French philosopher

From the Editor...

APICS DC Metro News strives to continuously bring relevant information to you...are we on track? What topics interest you? Please let us know!

Angela

Angela Long, MsM - Newsletter Editor

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APICS DC Metro

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