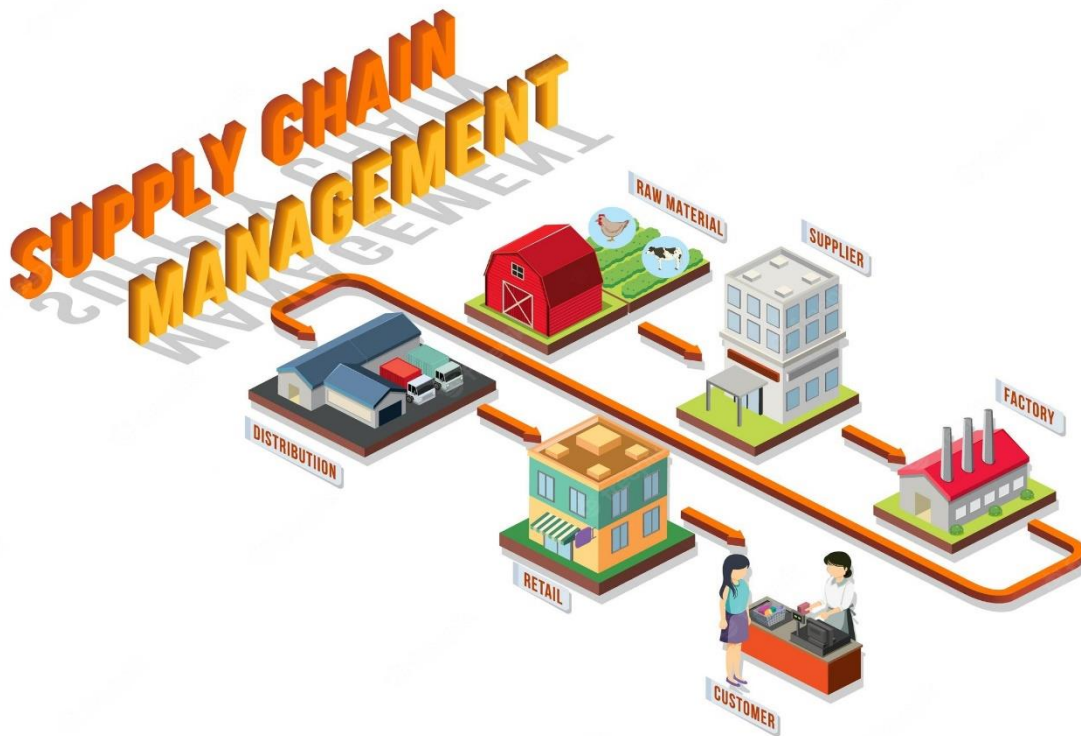




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Meet Your Main Presenter

Patrick (Pat) S. Woods, CPSM, CPSD, C.P.M., CPIM



For the past 30 years, Pat has had the phenomenal opportunity to work with over 300 companies in the U.S., Asia, Russia, Iraq, Middle East, Africa, India Central America, U.K. and Costa Rica in various facets of SCM, including training, certifications and consulting. Pat is a Past President of ISM-Dallas (one of the largest chapters in the U.S.) and under his leadership, ISM-Dallas was presented the *Affiliate Excellence Award*.

For the past 26 years, Patrick has led and presented C.P.M. and CPSM review training for both corporations and ISM/APICS chapters resulting in numerous participants achieving certification

status and is also the GLOBAL BEST PRACTICES (GBP) Chair for ISM-Dallas. He previously held the role of Professional Development Chair for NAPM-National Association of Purchasing Management (the forerunner of ISM) and had responsibility for seven Southeastern U.S. states and Puerto Rico.

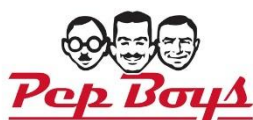
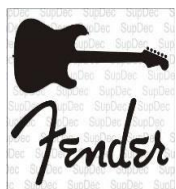
Now, in a collaboration with Missouri State University, Patrick is conducting professional development trainings for key corporations in the U.S., Iraq, Africa, the Middle East and India. Participants to each program receive a prestigious certificate from MSU.

As founder of **SCE-Supply Chain Education**, Patrick has worked with major corporations such as Alcatel, Boeing, Fujitsu, Halliburton, Ingersoll-Rand, Atlas Copco, Verizon and Pertamina – the Indonesian owned oil entity, in the areas of supply chain and materials management, traveling extensively in Asia and the former Soviet Union. He has also founded the current on-line learning initiative that has been a huge success with such companies as Halliburton, Ingersoll-Rand, Atlas-Copco and Verizon, resulting in both a U.S. and world-wide roll-out with approximately 3,000 participants, primarily in the areas of C.P.M, CPSM, CPIM and Six-Sigma.

Patrick has a wealth of experience in materials management and supply chain consulting solutions for high volume, fast paced organizations such as Emerson Electric, EDS, Clark Equipment, Intergraph, Perot Systems and NEC. He was also an adjunct professor at the University of North Texas specializing in logistics, transportation and marketing. His expertise includes extensive knowledge of ERP, MRP, CRP and various inventory control systems, international procurement, management of cross-functional teams, including buyers, engineering and multi-international SCM teams.

He has implemented, taught and achieved results for two Fortune 100 corporations in both Michigan State University and A.T. Kearney strategic procurement methodologies. Patrick is one of the first group to be both a Certified Professional in Supply Management (CPSM) and a Certified Professional in Supplier Diversity (CPSD) as well as a Certified Purchasing Manager (C.P.M.), both through ISM – The Institute for Supply Management and is certified in Production and Inventory Management (CPIM) through APICS. He has a degree in Industrial Management with a minor in Economics from the University of Alabama.

Below is a partial list of major firms that have benefited from Pat's Training:





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Featured **MASTERCLASSES:**

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ACOWL - Summary

Advanced Certificate in Operations, Warehousing and Logistics

Logistics is defined as the process of planning, implementing & controlling the efficient, cost-effective flow and storage of raw material, WIP, finished goods and related information from point of origin to consumption for the purpose of conforming to customer requirements. More simply put, it involves the three movements of into the facility, within the facility and out-to the customer. Many companies have exhausted opportunities in product redesign and material substitution, but Logistics affords an opportunity to recoup additional benefits. This course will take you into the key areas of **Logistics Management** including a look at the international arena which provides the largest challenges in Logistics. It is organized into eight modules:

1. Logistics and Supply Chain Overview
2. Capacity Planning and Demand Management
3. Order Management
4. Inventory and Warehouse Management
5. Transportation
6. Global Logistics Considerations
7. Logistics Network Design
8. Reverse Logistics and Sustainability



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MASTERCLASSES:

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ACOWL – Learning Outcomes

Advanced Certificate in Operations, Warehousing and Logistics

1. Understand how Logistics fits with SCM
2. Align supply (both make/buy) w/ Demand Mgmt.
3. Plan, align and control customer orders
4. Optimize inventory levels and smooth warehouse movement
5. Select and contract w/ inbound/outbound carriers
6. Understand international regulations and currency fluctuation issues
7. Design a distribution network and manage risk
8. Incorporate Reverse Logistics and Sustainability



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Featured **MASTERCLASSES:**

All on-demand (through our Digital Learning portal)

BSCM - Summary

Basics of Supply Chain Management

We will explore the basic concepts of managing the flow of materials in a supply chain. In the Basics you get a complete overview of material flow, from internal and external suppliers, to and from your organization. Key topics include:

- Elements of the Supply Chain
- Just-in-Time (JIT)
- Total Quality Management (TQM)
- Manufacturing Resources Planning (MRP II)
- Demand Planning
- Capacity Management.



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Featured

MASTERCLASSES:

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BSCM – Learning Outcomes

Basics of Supply Chain Management

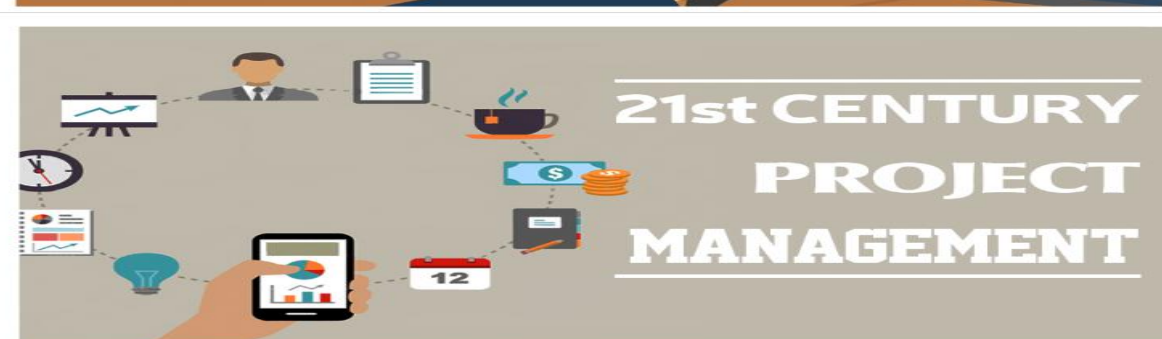
1. Accurate forecasting for streamlined operations
2. Enhanced supply chain management
3. Just-In-Time delivery of products and services
4. Getting maximum performance from systems and technologies.



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Featured **PRO-D COURSES:**

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COURSE OUTLINE (RS)



This course focuses on 13 key objectives, including a review of 6 risk categories, the application of the Law of Agency and SOX (its effect on Supply Management), managing hazardous waste and preventing employee discrimination and/or harassment with fundamental exercises and case studies.



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COURSE OUTLINE (DF)



This course focuses on 16 key objectives, including managing demand (orders vs. forecast) and calculating for Error and how does this play into how we strategically plan with our suppliers. The techniques of Regression Analysis and CPFR, which is *Collaborative Planning, Forecasting & Replenishment*, a program pioneered by Walmart is explored as well as fundamental exercises and case studies.



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COURSE OUTLINE (IM)



This course focuses on 16 key objectives that address the conflicts between sales, operations, and finance, types vs. classifications of inventory, how to properly use safety stock and reviewing and accounting for inventory including BIC formulas with fundamental exercises and case studies.



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COURSE OUTLINE (OL)



This course will take you into 13 objectives of Logistics Management including a look at the international arena. Next, the focus is on warehousing and distribution which provides the interface between the factory and the customer. We then focus on transportation including modes and pricing.



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COURSE OUTLINE (PM)



This course focuses on 14 key objectives including the specific activities that occur in each stage above including the CPM – *Critical Path Method* and EVMS – *Earned Value Management System*, the interaction of Six Sigma with DMAIC, including the importance of a good cross-functional team with fundamental exercises and case studies.



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DELIVERY VENUES



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- ✓ **At your convenience from home or office**
- ✓ **via our Collaborative Partner -**
g and their unique e-Learning system.
- ✓ **Additionally, you are provided deep and rich supplemental materials to reference before/during/after.**
- ✓ **Each Zoom meeting is recorded and sent to you for reference and you can share with your colleagues.**



Are you ready to get started?



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SUPPLEMENTAL MATERIALS

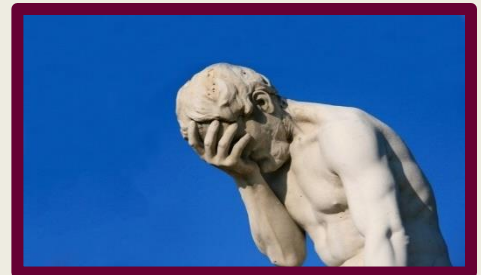


Studies show that:


- ✓ after 1 hour, you retain less than 50%
- ✓ after 1 day, you retain less than 70%

➤ Have you ever attended an educational event only to receive a slide deck?

➤ To top it off, were the slides disappointing?



➤ Would you like to receive supplemental materials with BIC techniques that you can directly apply on the job?

➤ If the answer is  to any of the questions above, then you will

our materials!

