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College

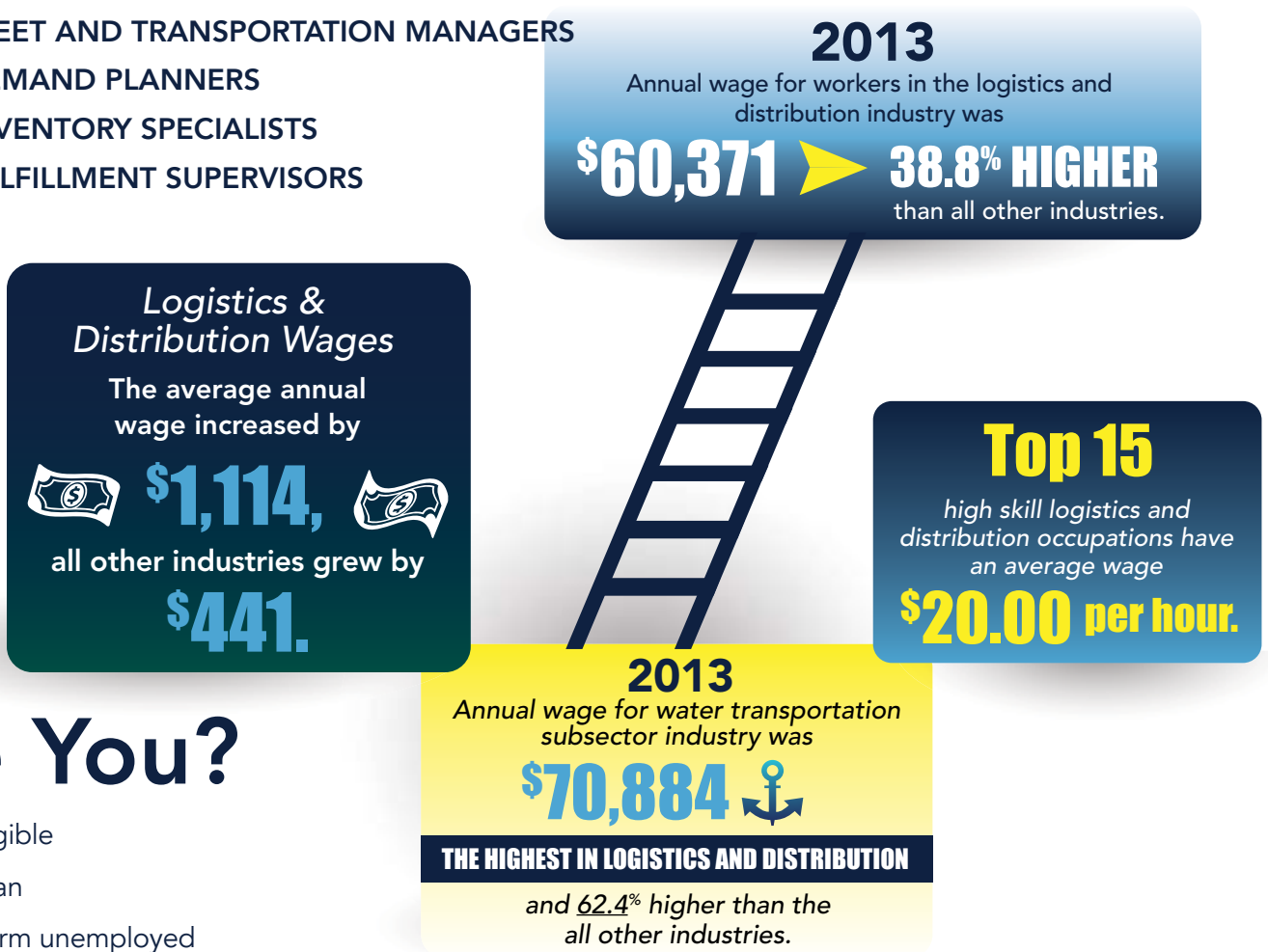
 **LINCS**
SUPPLY CHAIN MANAGEMENT

Earn a Certification in Supply Chain Management

Becoming a supply chain professional means you play a critical role in capturing customer demands and maximizing their satisfaction. Through the LINCS Supply Chain Management Certification Program, you are introduced to the fundamentals of the supply chain industry.

According to the U.S. Bureau of Labor Statistics, the demand for supply chain talent has been rising and jobs in logistics are estimated to grow by 26 percent between 2010 and 2020. Career paths span a variety of functions covering planning, procurement, manufacturing, and logistics. Possible job roles are:

- LOGISTICS ASSISTANTS
- WAREHOUSE AND PRODUCTION ASSOCIATES
- SUPPLY CHAIN SPECIALISTS AND ANALYSTS
- PURCHASING ASSOCIATES AND BUYERS
- FLEET AND TRANSPORTATION MANAGERS
- DEMAND PLANNERS
- INVENTORY SPECIALISTS
- FULFILLMENT SUPERVISORS



Are You?

- ✓ TAA Eligible
- ✓ A Veteran
- ✓ Long-term unemployed
- ✓ At a crossroads in your career
- ✓ Looking for something different

At St. Petersburg College, you can earn the following industry certifications, endorsed by the Council of Supply Chain Management Professionals (CSCMP):

SUPPLY CHAIN MANAGEMENT PRINCIPLES

The supply chain function is estimated to control as much as 90% of the costs associated with delivering a final product or service. This percentage of costs means that supply chains have an opportunity to reduce some of that cost or expense. For this reason, the supply chain function has increased in complexity and importance within organizations in recent years. From global sourcing to global customers and from brick and mortar stores to e-commerce, the function coordinates and integrates the processes to procure, plan, produce, and deliver products to customers when and where they want them.



WAREHOUSING OPERATIONS

Warehousing is another function of logistics and controls the receiving, storing, retrieving, and distributing of inventory. In many companies, warehousing also provides additional services that provide new value to customers. Functions performed within warehouses or distribution centers have increased significantly; therefore, this function now plays a greater role in the overall supply chain. The complexity of warehousing has resulted in greater focus on the efficiency of these operations and how they impact the deliveries of customer orders.



CUSTOMER SERVICE OPERATIONS

Customer service is, essentially, the delivery of satisfaction and covers all aspects of the supply chain, but it is generally assigned to either logistics or sales. Customer service focuses on identifying and meeting customers' needs, wants, and expectations before, during, and after they buy products. It interfaces greatly with logistics and transportation to get products where and when they belong. Customer service also interfaces with operations, warehousing, and inventory, which assists in ensuring that customers get products when they need or want them.



TRANSPORTATION OPERATIONS

Transportation focuses on the timely movement of materials and products within and between organizations. In order to control costs, goods must move at the right time from the right place and to the right place, all while ensuring the right product, quantity, and quality. Transportation is more complex now than ever because the use of multiple modes of transportation and the combination of these transportation codes can vary daily depending on a number of factors: cost, values, dimensions, weights, time-definite delivery requirements, and other requirements (e.g. hazardous or refrigerated cargoes).



"I have a college degree in accounting, but I've actually been out of college for a while. It was intimidating for me to get back into any kind of school. The LINC program is flexible enough to where I can get back into the swing of college. When I'm finished, I'll have certification; as a new supervisor, with a credit union, I'm looking for opportunities to grow and show how well-rounded a person (and employee) I am."

- Bill Brooks (no prior SCM experience)

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DEMAND PLANNING

Demand planning consists of two parts: forecasting and demand planning. Forecasting focuses on what is needed to have ready for customers. Demand planning focuses on what is needed in order to meet inventory levels from forecasting. Demand planning is the process of planning materials from inbound to manufacturing, which is critical in today's environment of lean inventory and just-in-time manufacturing. This function also includes the processes needed to address corrective actions when demand is out of balance with supplies and strategies for recovery.



MANUFACTURING & SERVICE OPERATIONS

Operations departments are the core of delivery by controlling the conversion of materials into products and services. In order to meet the needs of manufacturing as well as service delivery, there needs to be an accurate forecast of demand. In turn, this forecast is converted into demand for raw materials, equipment, space, and other resources. The systems that assist in this include the following: forecasting, requirements planning, work order scheduling, and other systems that may be stand-alone or modules of a robust ERP system.



"I've been in supply chain management for 15 years, and I figured this [program] would be a good opportunity to learn different terminology and more aspects to the business than what I'm already accustomed to."

- Theresa Sims (15 years' SCM experience)

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INVENTORY MANAGEMENT

Inventory management is seeing, controlling, and managing inventory levels to maximize efficiency and profitability. Inventory management controls how efficiently resources are consumed in producing products and services for customers. Inventory management interacts with warehousing, transportation, demand planning, and other areas. Since the late 1980s, companies operating domestically and globally have reduced their levels of inventory and their inventory carrying cost; these are ongoing trends that make the management of inventory important in the supply chain function.



SUPPLY MANAGEMENT & PROCUREMENT

Supply management and procurement is an area that has grown in importance over the last fifty years. Today, this department is global sourcing (i.e., finding materials from around the world in a timely and cost-efficient manner). It must take into account many risks based on climate, political, and social risks. It must protect the reputation of corporations by ensuring ethical and socially responsible actions by suppliers and requires economic and financial understanding to monitor the fluctuations in availability, pricing, and currency fluctuations.





Supply Chain Certifications: A Valuable Investment

- Supply Chain Management (SCM) certifications are increasingly becoming the prerequisite in the industry.
- Eight certification tracks to choose from, each focusing on a specific SCM skill set.
- Flexibility to earn one certification or select multiple.
- At the end of each six-week, non-credit course, you will have the opportunity to earn a national industry certification endorsed by the Council of Supply Chain Management Professionals (CSCMP).
- Certifications enable you to jumpstart your career and add a recognition of professional achievement.

*Our course in
Supply Chain
Management
Principles is
FREE to
all students!*

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What is LINCS?

LINCS (Leveraging, Integrating, Networking, Coordinating Supplies) is a national supply chain management education and training program funded by a \$24.5 million U.S. Department of Labor TAACCCT grant.

The Trade Adjustment Assistance Community College and Career Training grant program is a multiyear, nearly \$2 billion initiative to expand targeted training programs for unemployed workers, especially those impacted by foreign trade.

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Interested in becoming an employer partner?

Contact us today to find out how!



**Pinellas County
Urban League**

*Empowering Communities.
Changing Lives.*



Advancing and Connecting the World's
Supply Chain Professionals



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