

## FOR IMMEDIATE RELEASE

### ASCM Launches New Procurement Certificate Program to Help Fill Critical Talent Gaps

[CHICAGO] — April 6, 2021 — The Association for Supply Chain Management (ASCM) today launched its new [ASCM Supply Chain Procurement Certificate](#) program. The new educational program is designed to help both entry-level and experienced supply chain professionals expand their procurement knowledge and skills.

This certificate program comes just in time to help fill a critical talent gap. Deloitte [reports](#) that leaders' confidence in their procurement teams' skills is slipping. More than half (54%) of [surveyed chief procurement officers](#) said the skills and capabilities of their current teams are not sufficient to execute on their procurement strategies.

“Procurement has long been a critical link in the supply chain, but most recently procurement professionals have played a significant role in keeping supply chains moving during these ‘black swan’ events throughout the past year,” said ASCM CEO Abe Eshkenazi, CSCP, CPA, CAE. “Companies are realizing that procurement is more than just purchasing or sourcing. The strategy behind it can be used as a competitive advantage within their industries that has a direct impact on the bottom line.”

The APICS Dictionary defines procurement as, “The business cycle of procurement planning, purchasing, inventory control, traffic, receiving, incoming inspection and salvage operations.” The new ASCM Supply Chain Procurement Certificate is a foundational program that provides an overview of these fundamentals as well as sourcing strategies, supplier relationship management, negotiations, evaluation metrics and more.

In addition to entry-level practitioners, the ASCM Supply Chain Procurement certificate program is suitable for professionals already working in sourcing, purchasing, supplier relationship management or contract management as well as individuals [looking to get into the supply chain field](#). There are no prerequisites for the program.

After completing 18-20 hours of education and passing a comprehensive final exam, participants will have the knowledge to:

- Develop a strategic sourcing strategy.
- Establish effective procurement policies.
- Effectively evaluate supplier capabilities and select optimal suppliers.
- Engage in more effective contract management negotiations.
- Trace the purchase order flow from requirements identification to purchase order close-out.
- Review supplier and internal procurement organization performance using data and metrics.
- Engage in sustainable and ethical sourcing.



Individuals who complete the certificate program will be awarded a printable certificate along with a digital badge that can be displayed on social media and in email signatures. Unlike with ASCM certification programs, such as APICS Certified in Planning and Inventory Management; APICS Certified Supply Chain Professional; and APICS Certified in Logistics, Transportation and Distribution, individuals who earn the ASCM Supply Chain Procurement Certificate will not need to earn continuing education credits to maintain the achievement.

To learn more, visit [ascm.org/procurement](https://www.ascm.org/procurement)

### **About ASCM**

The Association for Supply Chain Management (ASCM) is the global leader in supply chain organizational transformation, innovation and leadership. As the largest nonprofit association for supply chain, ASCM is an unbiased partner, connecting companies around the world to the newest thought leadership on all aspects of supply chain. ASCM is built on a foundation of APICS certification and training spanning 60 years. Now, ASCM is driving innovation in the industry with new products, services and partnerships that enable companies to further optimize their supply chains, secure their competitive advantage and positively influence their bottom lines. For more information, visit [ascm.org](https://www.ascm.org).

### **About APICS Training and Certifications**

APICS training and certifications, now under the ASCM umbrella, have been a global standard in learning and professional development for more than 60 years. These highly sought-after certifications used by companies when recruiting and making hiring decisions include:

- Certified in Planning and Inventory Management (CPIM)
- Certified Supply Chain Professional (CSCP)
- Certified in Logistics, Transportation and Distribution (CLTD)

For more information about these and other educational programs, visit [ascm.org/certification](https://www.ascm.org/certification).

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