



# APICS CLTD

**Certified in Logistics, Transportation and Distribution**

Logistics Management  
Supply Chain Management  
Demand Forecasting  
Performance Improvement  
Purchasing management  
Tailored Training  
Cloud Based Training

**Post-bachelor  
Supply  
Chain &  
Logistics  
Courses**

APICS

Premier  
Channel Partner

## APICS CLTD

APICS CLTD (Certified in Logistics Transportation and Distribution) is the training program that sets the standard for logistics certification. In the next few years, there is a shortage of trained professionals in the field of logistics, transportation, and distribution. APICS CLTD meets the growing need for professionals to apply innovative concepts in their supply chains. These innovations are necessary for organizations that want to take advantage of the rapid developments in transportation and distribution. This is due to further internationalization and the booming online sales.

## Visie Partners

Visie Partners is specialized in supply chain courses. We only offer courses in the field of Operations Management, Supply Chain Management, and Purchasing Management that have a high international reputation. We offer our courses with the following options: teaching in class, in-company, and e-learning. We aim and try to transfer our knowledge to our course participants. We achieve this by only having experienced teachers and an ongoing focus on development and innovation.

With our study programs we use the following core values:

- The course is always in the same place on the same day and time.
- Using only official course material from the course's institute .
- All courses can be given in Dutch or English.
- All our teachers follow a training program to continuously improve their teaching skills and are certified for the course they teach.

## APICS

Since 1957 the American APICS (Association for Operations Management) has been the standard for courses in operations and supply chain management.



APICS is a leading supplier for research, education and certification programs. With more than 45,000 members and training partners worldwide, APICS determines the way people work and do business globally.

APICS's programs are regularly improved based on trends and developments to meet the demand of course participants.

APICS terminology is the standard for software producers for production planning and control. This includes IT companies such as SAP, Oracle, QAD, and Exact.

Visie Partners is the **Premier Channel Partner** of APICS in the Netherlands. Premier Channel Partners are distinguished from Channel Partners by the quality of their teachers, the dedication to the APICS community, the number of trained professionals and they work according to the APICS guidelines.

## Suitable for

The APICS CLTD training is designed for professionals who are responsible for the management of the processes of transportation and distribution. This can be for example:

- |  |                                 |
|--|---------------------------------|
| • Logistics managers/engineers               | • Transportation/fleet managers |
| • Warehouse operations/distribution managers | • Reverse logistics managers    |
| • Supply chain logistics managers            | • Traffic managers              |

## Benefits

The program allows the employee to:

- design a logistic system in line with the supply chain strategy of the organization
- make integral trade-offs with respect to the delivery performance, inventory levels and the mobilization of logistics capacity
- conduct an analysis of the costs and benefits of policy alternatives
- give advice on possibilities to shorten the logistics processes
- provide an opinion on the effectiveness of processes based on performance indicators
- indicate how IT can be used to realize logistics goals
- make risk assessments based on the understanding/insight of cost patterns

## Required knowledge

To be allowed to take the CLTD exam, a participant must meet one of the following criteria:

- a bachelors degree in higher education or university level
- CPIM, CSCP, CTL, CFPIM, CIRM, SCOR-P, C.P.M., CSM or CPSM designations
- 3 years' related business experience.

English reading skills are required as the material and the multiple choice-questions on the exam are in English.

## Contents & structure

The program consists of 8 modules and is examined with a single exam. The course focuses at the design of the logistics network and how it can be adapted to the developments in the internal and external environment. Based on this design, attention is paid to how managers should control processes such as order management, transportation, warehousing and reverse logistics. For a calculation needed for logistics capacity, forecasting will be explored. For the various processes methods are discussed for the optimal use of logistical capacity. During the course, aspects of international logistics will be discussed with topics such as Incoterms, duties, taxes, and differences in legislation and regulations. The course also addresses determining the optimal use of modes of transportation to meet the organizational and logistical goals.

Please find below an overview of the modules:

### Module 1: Logistics and Supply Chain Overview

- Managing logistics as a cohesive system
- Understanding trade-offs to present a logistics strategy that aligns with the organizational strategy
- Finding the most effective mix of revenue producing services for the cost of providing that service

- Developing strong relationships across the supply chain
- Designing key performance indicators to encourage desired behaviors
- Using continuous improvement to exceed customer expectations

### Module 2: Capacity Planning and Demand

#### Management

- Understanding the concepts behind forecasting and its application to logistics decisions
- Creating efficient forecasts to better align supply with demand
- Translating demand information into high-level capacity plans for warehousing and transportation
- Collaborating between procurement and logistics
- Understanding key processes, including S&OP, MPS, MRP and DRP
- Delivering customer service at a consistent level

### Module 3: Order Management

- Planning, designing and controlling processes which manage and execute customers orders
- Implementing a customer relationship management (CRM) process
- Understanding key logistics systems, such as EDI and TMS to enable visibility throughout the order process
- Tracking and measuring supplier and carrier performance to improve efficiency and effectiveness
- Managing relationships with the supply chain partners
- Developing a customer service management strategy
- Enhancing long-term customer satisfaction and creating lifetime customers

### Module 4: Inventory and Warehouse Management

- Maintaining inventory levels to align with the business strategy and goals, supporting the coordination of supply and demand, while protecting inventory value
- Creating an inventory management strategy that meets competing goals of minimizing inventory costs and maximizing customer service
- Managing the movement of materials and goods into and out of storage efficiently, safely, and with minimal inventory damage
- Adapting to new distribution channels and customer expectations by creating new processes that deliver the desired results
- Implementing efficient and effective warehouse processes, while utilizing appropriate warehouse technology
- Using appropriate packaging to promote safe and efficient materials handling during storage and transportation

### Module 5: Transportation

- Understanding transportation fundamentals, including key stakeholders, intermediaries, and carriers involved in transporting product from origin to destination
- Understanding the characteristics of the different transportation modes to make appropriate selections based on speed, availability, dependability, capability, frequency, and cost
- Moving goods and services throughout a firm's supply chain, between where products are produced and where they are consumed while allowing for competitive growth
- Effectively manage the entire transportation process—from long-range strategies and operational planning to day-to-day execution
- Utilizing transportation technology to manage and control visibility and communication between multiple stakeholders and transportation managers

### Module 6: Global Logistics Considerations

- Identifying macro-environmental factors of global logistics that impact countries and organizations around the world to better manage logistics service providers, related transportation costs, and substitute product offerings
- Working knowledge of international trade theories and practices, including trade agreements and trading blocs
- Understanding the infrastructure, systems, and regulations of the countries to which goods are imported/exported
- Understanding customs clearing and documentation requirements for each shipment as dictated by each country and transportation mode used
- Preparing all required documentation needed to ensure shipments arrive safely, securely, without damage, and on time at their final designation
- Using the Harmonized System Classification codes to properly specify the goods for export and dictate the corresponding tariff rates charged
- Identifying which financing and payment options are most appropriate and amenable to the parties involved
- Deciding what currency will be most appropriate for global trade participants, balancing levels of risk exposure between buyers and sellers

### Module 7: Logistics Network Design

- Designing the network of warehouses and transportation lanes to enable supply to be provided at the place and time of demand
- Analyzing transportation and distribution requirements, while understanding key tradeoffs, to assist in planning and deployment of network
- Using decision support tools to determine the optimal number, location, and type of warehouse facilities
- Employing modeling techniques to help find the right balance among competing needs of involved stakeholders
- Implementing risk management strategies to minimize uncertainty and provide more reliable organizational results
- Creating prevention and mitigation plans, as well as providing business continuity if a risk event occurs

### Module 8: Reverse Logistics and Sustainability

- Developing a comprehensive reverse logistics strategy
- Recommending whether the reverse logistics strategy can be handled internally by creating a central returns center or by hiring a third-party provider to coordinate the activities
- Managing product returns in ways that turn the reverse flows into quantifiable value streams, to contribute to profitability and strengthen commitment to sustainability and social responsibility
- Demonstrating social responsibility that is valued by customers, shareholders, and the community, to help the organization be a good environmental steward for the long-term
- Implementing sustainability initiatives to impact the organization's triple bottom line (TBL)



## Study options

- **Class:** APICS courses are given as day or evening courses. The course always takes place at the same location and day of the week. In the course an APICS trained instructor teaches his knowledge using practical examples (from students and instructor). The instructor have followed a specific training that taught how they can transfer their knowledge in the best way. Because of the interactive approach with their fellow students and the by APICS recommended number of study hours Visie Partners ensures informative course evenings. The students also have access to the Visie Partners online learning system. All of this results in a high passing rate.
- **E-learning (blended learning):** you can determine your own planning and the contact moments are personally guided with one of our experienced and recognized teachers. Contact can be established using e-mail, web conference-software or a phone. You can start and finish your course at your preferred time.
- **Self-study:** with self-study you study the available learning materials and you have access to the online learning environment. There's no contact with the teacher. You can start at any time.
- **In company:** When a company has sufficient number of participants, it is also possible to take this course as an in company training. This saves time and travel costs and we can also offer an in company course at a reduced price per participant. Special emphasis can be placed on elements of the training that are important to the company. You can contact us for a tailor-made offer.

All the study forms include:

- Study materials developed and published by APICS
- APICS learning system
- Visie Partners learning system
- You can always ask questions by email to a teacher
- We are your contact partner at APICS
- Guidance with purchasing an examcredit
- We offer the possibility to obtain your maintenance points

## Course approach

The participant studies the subject prior to the session and can make questions in the online learning environment. Through the learning environment, the teacher can monitor the progress of the participants. As a result, problems they may encounter can be discussed. Insights from practice are used in the preparation of the course, in addition to the course material. There is plenty of room for personal input and discussion. The course is given in English and ends with an exam training.

## Course material

During the course the official and most recent English course material is used:

- APICS learning system
- APICS student slides

APICS online learning system:

- Online exam questions and module specific tests
- Online glossary
- Online study guide
- Download course books for e-reader or tablet
- Study planning tool based on a knowledge test

Online learning environment Visie Partners.

Visie Partners has developed its own online learning environment. With this unique learning environment, Visie Partners offers online study opportunities with background information and practice questions. These extra exercises provide insight to the participant and teacher into the study progress. This online learning environment is available for both the e-learning participants and for participants who attend course sessions.

## Prices and planning

You can find the course prices and planning on our website: [www.visiepartners.nl](http://www.visiepartners.nl) on the courses page. This is listed underneath the APICS CLTD course.

## Time investment

The study time of APICS CLTD will be between 90 and 140 hours. The study time varies on the experience and training of each participant. The study effort will consist of the following:

- Day course (approx. 7 hours) or evening course (3 hours)
- Preparation course meeting (approx. 5 - 10 hours)
- Exam preparation

## Exam and maintenance

After passing the exam, you receive the official certificate and are officially certified for 5 years. You then have the right to use the name of the course as a title behind your name. The certificate can be extended by 5 years if the student maintains the acquired knowledge. Examples to do this are organizing or attending supply chain related activities or participating in courses.

We offer certified professionals that have obtained their certificate via Visie Partners the opportunity to earn maintenance points for maintaining their title. Customers of Visie Partners have the opportunity to take part in company visits and network meetings related to operations- or supply chain management. No membership is required for this.

**Thank you very much for reading this brochure.**

**In case that not all questions have been answered you can contact us via:**

**Website    [www.visiepartners.nl](http://www.visiepartners.nl)**

**Email      [office@visiepartners.nl](mailto:office@visiepartners.nl)**

**Telephone 0598 381274**

**Registration for our courses can be done at our website:  
[visiepartners.nl/registration](http://visiepartners.nl/registration)**



Website: [www.visiepartners.nl](http://www.visiepartners.nl)

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