# Get Certified in Logistics & Supply Chain

Certified International Supply Chain Professional (CISCP)
Certified International Supply Chain Manager (CISCM)

International Purchasing and Supply Chain Management Institute (IPSCMI), USA







Empowering Minds, Widening Horizons

# INTERNATIONAL

# **CREDENTIALS**

Blue Ocean raises the bar in professional training by partnering with prestigious international institutes that are highly regarded by blue-chip multinationals worldwide. Each certified programme has been tried, tested and recommended by top-notch industry professionals. Professionals looking to add value to their organizations or seeking to remain relevant to the changing work scenario need continuous training and certification.







Chartered Institute of Procurement & Supply



International Purchasing and Supply Chain Management Institute, USA



American Purchasing Society, USA



Authorized Training Center



International Quality Federation, USA



Project Management Institute, USA



American Certification Institute, USA



Institute of Management Accountants



Knowledge & Human



**ACAMS** 



ISO-Certified 9001:2015



#### Empowering Minds, Widening Horizons

Blue Ocean Academy, an ISO certified organization is a leading management training and educational consultancy firm, Blue Ocean has sparked the careers of thousands of professionals drawn from different industries who have displayed rare leadership qualities in challenging scenarios. We specialize in designing courses that bridge the gap between infrastructure and knowledge, imparting futuristic skills to a new genre of industry leaders, shaping them into dynamic professionals in an increasingly competitive world.



Blue Ocean is the region's leading knowledge empowerment enterprise. Armed with diverse training and consulting solutions, custom-designed to provide a makeover to individuals, professionals and major companies, Blue Ocean has set a new benchmark in creating professional capabilities translating directly into organizational profits.

Headquartered in Dubai with a Strong Presence in Kingdom of Saudi Arabia, Oman, Qatar, Kuwait, Bahrain, North Africa, India and Srilanka Blue Ocean stands on an enviable reputation built on 20 years of training, 80,000 alumni worldwide and a global network of certified trainers, prestigious international certifications and multinational partners. Blue Ocean Academy's innovative training solutions are particularly relevant in today's resurgent economy, where investing in employee-learning programs showcases a company's commitment in creating a sustainable business culture.

This, in turn, increases profitability, builds loyalty and employees are committed to the success of the organization as a whole. Evidently organizations with a futuristic vision are committed to make training a part of the organizational culture and Blue Ocean is set to help organizations fulfill this very important role.

Continuous training translates into highly engaged employees; employees going that extra mile to meet organizational goals, improved teamwork; increased ability to be competitive and loyal employees.

Competent and well-trained employees are assets for any company that seeks to shine.

Blue Ocean has in-built expertise in training and consultancy assignments that are industry-specific and custom-made. Starting from business process reengineering to logistics and supply chain makeovers, Blue Ocean's consultancy solutions are much sought after by companies looking for a quick makeover or a permanent solution to a recurrent problem.

An impressive range of training, consulting and research services are on offer. Blue Ocean training consultants are renowned names in their field and are ready to share their expertise to help professionals and companies to reinvent and achieve sustainable business goals.

www.blueoceanacademy.com



## **LOGISTICS**

#### **GREAT OPPORTUNITIES, FANTASTIC SALARIES**

Driven by the dynamism of a new world economy, the demand for skilled logistics professionals is spiralling everyday. As opportunities abound and the gap between infrastructure and skills widen in every region, the World Logistics Council advocates a global strategy solution where the thrust is on training modern-day logisticians to handle unique challenges with new found skills, innovation and perfection.

The international freight industry is worth \$ 4 trillion every year and is projected to grow to 14 trillion by 2020. Technology alone cannot do the job, the crucial role of logistics professionals in dealing with myriad shipping, production, and distribution methods as they happen in 'real' time is the key to success for all companies across industries.

Flawless logistics planning ensures that all of the necessary resources, manpower, and structures are in place to complete the entire production and sales process. But as has been effectively demonstrated, the best plans can often fail due to a last minute client need or a production issue. Accidents do happen and planning often doesn't reflect updated information by the minute.

The global logistics industry is under extreme pressure to infuse greater security and efficiency in the flow of commerce from one end of the world to the other. In this trillion dollar industry, millions of jobs are being created and fantastic salaries being offered by logistics service providers. Logistics professionals are just in time to hone their skills and tap into this rapidly growing industry.

#### **BLUE OCEAN & IPSCMI EXCLUSIVE TIE-UP**



#### **International Certifications Knocking At Your Door**

The US-based International Purchasing and Supply Chain Management Institute (IPSCMI) is an elite training institution, offering a complete "portfolio" of training, education, and professional certification programs

The IPSCMI has entered into an exclusive tie-up with the Blue Ocean Management Training & Consultancy to offer logisfics professionals a unique opportunity to upgrade their skills.

There are two premium certifications that they can avail of from IPSCMI –the CISCP or Certified International Supply Chain Professional (foundation course) and the CISCM or the Certified International Supply Chain Manager (Advanced certification for Supply Chain Managers)





#### A TWO-STEP QUALIFICATION TO REACH THE TOP

For all aspiring logistics professionals, the IPSCMI "Certified International Supply Chain Professional" followed by the "Certified International Supply Chain Manager" is a two-step qualification specially designed to carve out top-notch careers. A prestigious qualification recognized all over the world, logistics professionals learn new skills and innovations necessary to deal with modern shipping, production and distribution methods.

In the current global market the demand is shifting from the mere presence of logistics professionals to heads of enterprises who can define and create new processes and ensure that they are consistent with new world procedures.

Certified professionals are paid higher salaries than non-certified professionals. Herein lies the importance of such international certifications: you learn to carve a niche for yourself in the professional world with the aid of the new knowledge you acquire, get paid far more and reach the peak of your career with perfect ease.

The CISCP or Certified International Supply Chain Professional and the CISCM or the Certified International Supply Chain Manager are complementary to each other.

Every logistics professional needs to undertake the CISCP course first before moving onto CISCM. The CISCP is a compulsory foundation course paving the way for the senior and advanced level. Logistics and supply chain is all about strategy, planning and operations. Initially the focus is on operations and planning with the thrust being on planning and strategy at the advanced level.

With such a unique opportunity knocking at your doorstep, this is just the right time to earn an US certification in Supply Chain management. When you enrol for this program, you will join an elite brand of "Certified International Supply Chain Professionals" worldwide who have not only benefited from this program but also moved rapidly up the corporate ladder after gaining the certification.





#### **DESIGNED FOR**

#### Incredible opportunity for all logisticians

#### **CISCP**

The CISCP is designed for all aspiring logistics professionals. More importantly, it is a key qualification for people who are employed in different sectors from construction, automobile to retail and are engaged in different logistics functions.

The IPSCMI CISCP is a crucial certification legitimizing a professional's standing in the world of logistics. A CISCP is held in high esteem by employers, colleagues and peers. When you are certified by IPSCMI, you are well-poised to make a difference to your career as well as the organization that you are working for.



## **CISCM**

CISCM is an advanced level certification program in Supply Chain Management. The pre-requisite for joining CISCM is getting certified as a CISCP first. The CISCM course is designed for logistics professionals who want to grow into a senior management level. The course will mostly focus on the strategic aspects of Logistics and Supply Chain Management. By enrolling into the CISCM program, students are able to improve themselves and contribute successfully to the organization that they are working in. Having the IPSCMI CISCM tag will help students showcase the training, skills and qualification they have acquired to present and future employers.

#### Program Benefits

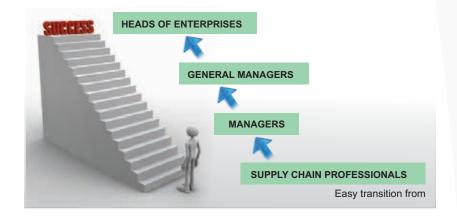
- Opportunity to get certified by the IPSCMI, the leading certification body from USA.
- International certifications that are recognized all over the world.
- New skills and knowledge to deal with complex supply chain scenarios.
- Sharpen strategy, planning skills.
- · Increased pay packet, improved career prospects.

#### Why get Certified?



Research has shown that qualified Logistics and Supply Chain professionals are rare.

A survey by Purchasing Magazine revealed that those certified get 48% more salary than non certified professionals.









#### Module I:

#### **Introduction to Supply Chain**

- → Basics of Supply Chain Management
- → Historical Milestones in Supply Chain Management
- ✓ Evolution of Supply Chain Management
- Physical distribution and order fulfillment
- ✓ Logistics and Supply Chain
- Major Challenges in Supply Chain Management

#### Module II:

#### **Demand Planning and Forecasting**

- Forecasting as an integral part of planning
- Dependent and Independent demand systems
- ✓ MRP, MRP-II, ERP and Extended ERP
- Demand patterns random, trend and seasonality components
- Qualitative forecasting techniques
- Quantitative forecasting techniques
- Accuracy of Forecasting models

#### Module III

#### Inventory Management -I

- Fundamentals of Inventory Management
- Types of Inventory
- Costs Associated with Inventory
- → Economic Order Quantity (EOQ)
- → Limitations of the EOQ approach
- Selective Inventory Control Techniques like ABC, VED, FSN etc.
- ✓ Inventory costing techniques FIFO, LIFO, Weighted Average etc.

#### Module IV

#### Managing Uncertainties in Supply Chain

- Uncertainties associated with Inventory
- ✓ Lead Time Internal and External
- ✓ Service Level
- ✓ Re-order level
- ✓ Buffer stock
- ✓ Replenishment systems P system, Q system etc.
- Improving Inventory Performance

#### Module V

#### Warehousing

- Warehouse design and layout
- Types of warehouses
- Different roles of warehouses
- Warehousing functions Receiving ,storage and retrieval, packaging and shipping
- Material handling equipment Unitization / Palletization
- Automation in warehousing Pick-to-light, Pick-to-Put, use of robots etc.
- Distribution centers and cross docking
- Strategic Warehousing
- Safety and security in warehousing

#### Module VI

#### **Transportation in Supply Chain**

- → The role of transportation in Supply Chain
- Modes of transportation
- ▼ The Intermodal container
- Package Carriers
- Freight forwarding
- Transportation cost optimization
- Inventory aggregation

#### Module VII

#### **INCOTERMS**

- International trade
- → Role of the International Chamber of Commerce
- ✓ INCOTERMS 2010
- Understanding the connotation of each INCOTERM with respect to Task, Cost and Risk Ownerships
- → Multimodal versus Sea/Inland Waterway Incoterms

#### Module VIII

#### **Trade Payments**

- ✓ International trade payments
- Clean Payments
- Documentary Payments
- LC opening and working cycles
- ✓ Types of LC
- Managing discrepancies in LC
- Trade documents Bill of Exchange, Commercial Invoice,
   Bill of Lading etc.





All the modules taught in CISCM are of strategic nature. These modules will teach you to conceptualize the strategy and help planning. The knowledge of planning and operation learned in the CISCP will help a lot in understanding the concepts which are strategic.

#### **Module I**

#### **Procurement in Supply Chain**

- ✓ The Procurement Process
- Procurement versus Purchasing
- Solicitation / Tendering
- ✓ Sourcing
- Negotiation
- ✓ Total Cost of Ownership

#### Module II

#### **Outsourcing and Contract Management**

- Strategic Outsourcing
- Contract Management
- → Terms and Conditions in a Contract
- ✓ Contract Pricing Fixed Price, Cost Plus etc.
- Outsourcing Supply Chain
- Logistic Service Providers 3PL, 4PL

#### Module III

#### **Managing Partnerships in Supply Chain**

- Partnerships in a Supply Chain
- Supply Chain Coordination
- Bullwhip Effect
- Quick Response (QR) /Efficient Consumer Response (ECR)
- Continuous Replenishment Program (CRP)
- Vendor Managed Inventory (VMI)
- Collaborative Planning, Forecasting and Replenishment (CPFR)
- Supplier Relationship Management



#### Module IV

#### **Risk Management in Supply Chain**

- ✓ Impacts of Supply Chain disruption
- Risks associated with Supply Chain
- Classification of risks
- Risk assessment
- Risk management

#### Module V

#### Sustainability in Supply Chain

- Concept of Sustainability
- Understanding Triple Bottom-line
- Green Supply Chain
- Reverse Logistics in Supply Chain
- Closed Loop Supply Chain
- Sustainable Supply Chain

#### Module VI

#### **Supply Chain Excellence**

- Distribution network designs
- Supply Chain strategies and their impact
- ✓ Global Supply Chains
- ✓ Lean Supply Chain
- Agile Supply Chain
- Supply Chain Performance Measurement
- ✓ SCOR Model

#### Module VII

#### **Future Trends in Supply Chain**

- Recent trends in Information & Communication
   Technology and its impact on Supply Chain
   Management
- ✓ Artificial Intelligence
- ✓ Big Data
- Cloud Computing
- The Internet of Things(IoT) and Digital Supply Chain
- **✓** E-commerce
- Supply Chain and Social Networking
- → Block Chains



# BLUE OCEAN ACADEMY

# **AWARDS AND RECOGNITION**



Outstanding contribution to Global Learning at the Middle East Training and Development Leadership Awards, Address Hotel, Dubai Mall.



Golden Globe Tigers award for the Best Training Initiative in Logistics and Supply Chain (Excellence in Training and Development) Pullman City Centre Kuala Lumpur, Malaysia



Excellence in Training and Development at the prestigious Middle East Training and Development Leadership Award held in Dubai. Another feather in the cap of Blue Ocean family!!!



Global Training and Development Leadership Award @ the silver jubilee edition of the World HR Congress presented by Times Ascent and CHRO Asia, Mumbai Taj Lands End



Training provider of the year at the Middle East Training and Development Leadership Awards, Address Hotel, Dubai Mall.



#### CEO of the Year

Dr. Sathya Menon bags the coveted CEO of the Year award at the prestigious Middle East Training and Development Leadership conference held in Dubai.



# PROGRAM DIRECTOR

**Dr. Sathya Menon** is a trailblazer in logistics and supply chain education in the Middle East. He has 25 years of experience (including consulting and training) in the field of Logistics, Supply Chain Management and Purchasing. He has worked with various MNCs like Ericsson, Compaq and large conglomerates like **Samtel, Al Futtaim** helping them to expand their Supply Chain operations. He has trained more than **25,000 professionals** in the field of Logistics, Procurement and Supply Chain.

#### QUALIFICATIONS

- ✓ PhD in Logistics and Supply Chain Management
- ✓ MBA in Supply Chain Management
- ✓ MBA in Materials Management
- ✓ MCIPS from Chartered Institute of Purchasing and Supply (CIPS), UK
- ✓ FCILT- Chartered Fellow of the Institute of Logistics and Transportation (UK)
- ✓ Executive Program in Artificial Intelligence Future and Impact on Business Strategy
  From MIT Sloan School of Management (USA)
- ✓ Certified SAP Consultant for Supply Chain Management from SAP, Germany
- ✓ FCMI from Chartered Management Institute (CMI), UK
- ✓ Certified Purchase Manager (CPM) from Institute of Supply Chain Management (ISM), USA
- Certified International Supply Chain Manager (CISCM) from International Purchasing and Supply
   Chain Management Institute (IPSCMI), USA
- Certified International Commercial Contracts Manager (CICCM) from from International Purchasing and Supply Chain Management Institute (IPSCMI), USA
- ✓ Certified International Professional Training Consultant (CIPTC) from American Certification
  Institute (ACI), USA
- Certified Professional Purchasing Manager (CPPM) from American Purchasing Society (APS), USA
   Certified Purchasing Professional (CPP) from American Purchasing Society



# TRAINING SESSIONS















# **CONVOCATION & SEMINARS**













# 7

# TESTIMONIALS



On the behalf of Shakara Holdings, We would like to extend our appreciation for the excellent and efficient facility to our delegates during the CHRP and CHRM Training course held last 19th and 20th May 2017 at the Hotel Crowne Plaza, Doha. These informative training programs will definitely support our aim to reach key learning objectives for our organizaion.

#### Mohanad Jabari

Group Human Resourses Manager



Your excellent teaching skills and courteous personality has helped me tremendously through my journey at Blue ocean academy. More over you have implemented your real life industry expertise to course materials and it help us to understand materials bit easier too . I have learned so much from you and always look forward to learning more. Thank you for being a remarkable trainers and I am very grateful to have both of you as trainers...!

#### Vinu Venugopal

Senior Trade Operations Executive



The feedback from the participants shows that they have benefited from the training. The practical knowledge imparted during the training will greatly benefit our organization. The trainer, material and training coordination were all good and to our satisfaction.

#### Bhanu Pratap Singh

Director of Procurement



I would like to thank you for your efforts to organize such a useful training session of CPP & CPPM in Riyadh, KSA. I really appreciate that. The arrangement was perfect, well planned and organized in a skilful manner. I have been attended lot of training sessions but I must say that training organized by Blue Ocean academy were superb. I really enjoyed a lot while attending the trainings.

#### Ajial Naseem

Supply Chain Planner



I just wanted to thank you so much for the training program provide by the Blue Ocean Management & Consulting Training Institute. The entire facility, course, set up, hands-on experience were amazing. I like that you refer to your personal work-related situations as examples when teaching a lesson along with regular course outline.

#### Nambirajan Ganesan

Procurement Officer



The participants enjoyed their training with Mr. Percy Engineer for his creative, engaging and interactive session. The practical knowledge imparted during the training has greatly benefited our employees and the organization. We wish Blue Ocean and the team all the best.

#### Lakshmi Kaware

Manager Talent Development



It was indeed a sophisticated and interarctive program, and your trainer was very knowledge-able on the subject. This, coupled with his strong presentation skills and methods of teaching, has helped the team undersand the objectives of the course, as well as made it possible for them to implement the learning into our daily business needs.

#### **Upul Punchihewa**

Asst. Manager - Training



Thank You for helping and collaborating with Redington Gulf to conduct the Basic Principles of Supply Chain Management training as part of our internal GROW Management Development Program (MDP).

The subject matter expert handled and delivered this course with finesse and mastery. The language and methodology used for the delivering the course was simple and easily understood by all delegates who attended the course in person and through video conferencing facility from diffrent countries in Middle East and Africa.

#### Sagar Jayanti

GM - HR & Admin, ME, COE & CIS



The course which I enrolled in widened my knowledge and gave me more ideas on what needs and need not be done for my role as Office Manager. Jessie, our trainer, really did a good job teaching us and providing us all the information and enhancing us to be better professionals. I am looking into taking more courses from Blue Ocean Academy as I see they can really help individuals to grow as the best professionals in their fields.

### **Dianna Grace Victoria-Sucgang**Office Manager

For more Corporate, Students and Video Testimonials Visit:www.blueoceanacademy.com/testimonials





ETIHAD ENGINEERING This training was simply amazing which opened all unexplored avenues in Supply Chain World. Relevant examples of the concepts were taught and strong participation was encouraged from the

Dr. Sathya Menon was at his best to train and provide the delegates with detailed understanding of Supply Chain. He was more than expected and helpful.

Abdulla Mohamed Mujalba Marassas

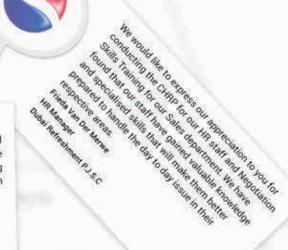
GM-Supply Chain

Etihad Airways Engineering



On behalf of KHDA and development depart and Business Universal Support departments, we would like to express our appreciation and gratitude for delivering an excellent training program for our Procurement team

**Best Practices in Procurement** 



We greatly appreciate the training delivered by Blue Ocean Academy on Project Management Fundamentals. The feedback from the participants shows that they have benefited from the training. The practical knowledge imparted during the training will greatly benefited our organization. The trainer, material and training coordination were all good and to our satisfaction. We wish Blue Ocean and the team all the best and looking forward for more training's in the coming days.

Bhanu Pratap Singh, Director of Procurement, Atlantis The Palm Limited

Side by the Blue Ocean Management & Consuling Program Pro-I lust wanted to thank you so much for the talning program procollise set up hands on experience Institute. The Blue Ocean Management & Consulting Training Service Service Parists on experience The trat so, refer to your personal work related shortons as exandles when leaching a lesson along with regular course outline. To Show and Regard to Some Cornean PSS, Show and Asia OSA Cornean (SACM)

We are very happy wit the results of the inclusive and conducted by Blue We are very happy wit the results of the inclusive and simple to stimulation and dynamic Ocean Academy. The trainer's style and dynamic and dyn presentation along with sumulation and critical and criti exciting challenge P&O Maritime

Were amazing

ADNEC

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co-ontination.



We are pleased to express our feedback with regards to the CPP & CPPM, American Purchasing Society, USA - training conducted in April 2018 for our entire procurement team of 11 participants. Training Institute & Staff We would like to thank Blue Ocean Management & Consulting Training Academy for providing an efficient customer service and suitable consultancy regarding the selection of the course.

Simunovic, Director Supply Chain & ProcurementAMSStores LLC



Planning beats poor performance" Earning DISTINCTION was lot of hard work and time. But that's what makes it ultimately worth.

Elated to share that I have cleared my CIPS UK - Level 4 Diploma in Procurement and Supply Chain Thanks to my teacher Sudipta Chatterjee, and coordinator Sangita At Blue

Parvase Mohamed CIPS Specialist - Supply Chain (Nike) at Sun & Sand Sports



# **GET CERTIFIED**

Train @ Blue Ocean and gain entry into an elite club of certified professionals worldwide



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#### **INTERNATIONAL AFFILIATIONS**































Empowering Minds, Widening Horizons