

To **elevate**, **educate** and **empower**
the community of **Supply Chain Professionals**
across Africa

www.sapics.org

SAPICS 2023 ANNUAL REPORT

May 2024

Dear SAPICS Community,

As I reflect on the journey of SAPICS last year, I am full proud of the excellent progress and results we have achieved together.

In the face of many challenges, the resilience and dedication of the SAPICS members, staff and stakeholders have not only sustained us but propelled us forward.

SAPICS started executing an end-to-end transformation in 2023. The Board took over a more operational role in the running of SAPICS. Each Board member was allocated different operational pillar to focus on to ensure the business model was well managed and supported. This allowed the SAPICS staff to work closely with those board members to create an organisational structure so that SAPICS was able to meet the needs of its community.

The impact of what we started in 2023 is showing results in 2024. The focus was to work smarter, leaner and to concentrate on elements that brought value to the Association, from a network point of view, as well as financially. The first six months of the year was still in the transition phase, but after the conference and the introduction of a new membership software supported by Glue Up as well as transitioning to a simplified financial model using benchmark software things really got going, and the results of this were shown in the balance sheet, and in the increased engagement by members.

The mission statement – to elevate, educate and empower the community of Supply Chain Professionals - was always top of mind, when arranging events, posting on social media, connecting with media partners, liked -minded affiliates and planning education workshops.

SAPICS is particularly excited for the 46th Annual SAPICS Conference being organised with the support and of Upavon Management from the 9 – 12 June 2024 at Century City Conference Centre in Cape Town. Last year’s conference was fantastic and we expect this one to be even better!

We look forward to seeing you there and please spread the word!!! <https://conference.sapics.org/>

MJ Schoemaker

SAPICS President (Chair) 2023



GOVERNANCE

Financial Report

The full SAPICS Audited Financial Statements were sent to members on the 6th May.

2023 year was a turnaround year for SAPICS.

During the year, the management team and Board worked tirelessly to achieve a very satisfactory result. We began the year with just short of R1.8m in debt and by year end our debts were paid off and we had a positive balance of over R350k. This was achieved by hosting a successful conference, whilst reducing our running costs. This multiplier effect enabled us to begin 2024 in the healthiest financial position SAPICS has been in for many years.

Our accounting platform was migrated from Sage to Xero, saving money, and our financial budgeting and reporting process was significantly simplified.

Financial highlights include:

1. Revenue increased by 32% from R14.2m to R18.7m.
2. Operating expenses reduced by 26% from R3.6m to R2.6m. This was achieved through carefully analysing our cost base and eliminating waste wherever possible.
3. Our investment for the professionalisation of our industry was able to be written off (R770k) with the profits that were generated.

Strict financial management will continue to remain an important focus for SAPICS in 2024. We are planning on hosting a highly successful conference this year, which will allow us to continue building our organisational capabilities further and serving our members better than ever.

Thank you to MJ Schoemaker, Elchanet Don and the Board, who worked closely with me during the year to achieve a result that we are very proud of.

Jan Tukker | *Finance Pillar*

Management Structures and Governance

The volunteer contribution to the operational side of SAPICS has become more and more important and our thanks once again to those who have volunteered to work with SAPICS to contribute to the growth of the organisation on Board Level. There were 9 nominees to sit on the Board in May 2023, and this indicates that SAPICS is attracting more and more engagement.

SAPICS Board of Directors 2023

MJ Schoemaker led the association in 2023, and she was well supported by fellow directors Chantalle Wilson, (membership pillar) Solly Engelbrecht (Funding), David Crewe-Brown (Community), Jan Tukker (Finance pillar) Thato Moloji (membership pillar) and Karen Pretorius (Funding).

Thanks must go to MJ for her guidance and operations management. The Staff really enjoyed the Tuesday sessions with her.

Similarly, Karen Pretorius gave a great deal of her time in the transition phase, setting up the new structure for future growth, leading the Change Management and staff management initiatives.

In May 2023, the following Directors were appointed/elected to the board at the Annual General Meeting.

- Nikita Reddy (elected) - Education Pillar
- Jan Tukker (appointed) - Finance Pillar
- MJ Schoemaker (appointed) - Chair and Finance Pillar
- Selepe Phetla (appointed) - Membership Pillar

We are so proud to have such a diverse group of professionals on the Board.

<https://www.sapics.org/about-sapics>

The board continued with focus on the pillars that matched and supported the strategy of the organisation. The pillars are:

- Funding
- Education
- Membership
- Community – Events and Conference

The pillars are led by various Board members with strong and dedicated administrative support from the team.

Simplification of Financial structure

SAPICS moved from SAGE Accounting platform to Xero. The platform is cheaper than SAGE, and much more suited to SAPICS' accounts needs. Elchanet Don and Bev de Sousa got up to speed very quickly with how the platform functions. It has been such a time-saving investment, and the invoices and quotes look more professional. The link- up with the SAPICS bank accounts allows for faster reconciliations and the monthly accounting reports are created in half the time. This allows for a shift of focus to serving the community and less on administration.

Staff and Contractors

Bev de Sousa is the Administration Manager of SAPICS and Gugu Mashiane was the administration assistant in 2023. SAPICS contracted Clare Fincham for 4 hours of work per day as the Marketing Manager. This was increased to 5 hours per day from August 2023.

SAPICS outsources:

- Its digital marketing, Glue Up management and website management to Conor Fincham.
- Its Press Writing to Wendy Zipp
- Its design work to Margie Nolan
- Its accounting and payroll requirements to Elchanet Don.

FUNDING

SAPICS is a not-for-profit company and sources its funds from four areas: Education, Events and Workshops, Membership and the Annual Conference. The board members are continually looking out for further funding opportunities to assist with growing the Association.

SAPICS hosted its 45th Annual Conference from the 11 – 14 June 2023 at the Century City Conference Centre in Cape Town.

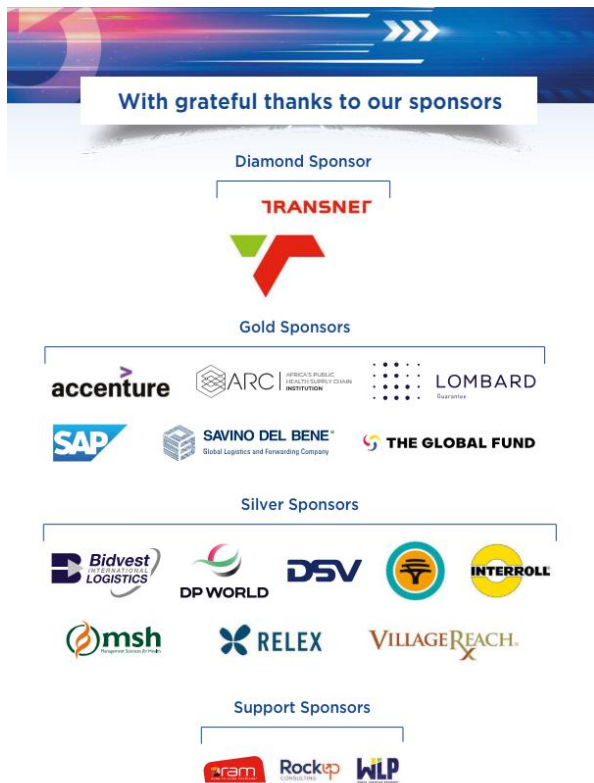


The event was hosted once again at the impressive Century City Conference Centre in Cape Town. 724 people attended the event. We were so excited to witness a sold-out, busy exhibition area, full halls of engaged delegates and the networking amongst the supply chain professionals.



Thank you to those who have supported the Association over the years, by continually attending, exhibiting, speaking, and sponsoring the event.

The conference has been described as a world -class conference by many and it's success can be attributed to the outstanding teamwork from the Upavon and SAPICS staff, the speakers, the volunteer committees and the Board, sponsors and exhibitors.



A comprehensive record of the 2023 Conference can be found here:

https://www.sapics.org.za/sites/default/files/2023-12/2023%20EZINE%20single_compressed.pdf

SAPICS volunteers are wonderful when asked to assist on the speaker selection committee, and exhibition judging panel.

Speaker selection committee members for 2023

- Colin Seftel
- Ken Titmuss
- Liezl Smith
- Wesley Niemann
- Karen Pretorius
- Kholofelo Mabila
- Selepe Phetla
- Kearabetswe Nkwane
- Ruben Lawrence
- Tonya Lamb

Exhibition Judging Panel

- Tony Rice
- Selepe Phetla
- Tracy Cheetham
- Caidan Makin

EDUCATION



SAPICS continued throughout 2023 to promote the education offerings from its international partners as well as the education offerings from local authors and organisations. SAPICS Authorised Education Partners (AEPs) supported candidates in their pursuit of international recognition. The efforts undertaken by several AEPs during 2023 were outstanding and education revenue increased. SAPICS continued its recognition series on social media and was kept busy with so many individuals successfully completing courses and becoming internationally certified.

A SAPICS Knowledge Junction newsletter was created in Q3. This was well received and resulted in an increase in education enquiries. The education page of the website was revamped and simplified. The enquiries through the website is growing monthly, and leads are sent to the AEPs for follow ups.

SAPICS partners with The Association for Supply Chain Management (ASCM), Demand Driven Institute (DDI), The International Supply Chain Education Alliance (ISCEA) and The Institute of Business Forecasting and Planning (IBF) to bring a wide range of relevant and important courses, certifications, and workshops to its community. SAPICS thanks these partners for their support.



Through **ISCEA**, 36 people in the SAPICS Community have earned their Certified Supply Chain Analyst (CSCA) certification since 2020.

The below table shows the total number of people, residing in South Africa, who have earned and maintained their APICS Certifications as at December 2023.

Country	CPIM-F	CPIM	CSCP	CLTD	SCOR-P	CIRM	Total
South Africa	22	1 231	625	36	71	9	1 994

SAPICS thanks its Authorised Education Partners (AEPs) and would like to express sincere gratitude to them for their hard work and commitment to the SAPICS Community for offering high quality courses and ensuring the success of candidates from South Africa and across the continent.



SAPICS thanks its Administration Manager, Beverley de Sousa, for her continued efficient and wonderful support of the AEPs and the SAPICS learning community.

COMMUNITY



SAPICS, like many Associations, relies on its community and partners to meet the needs of the members and its community. SAPICS is extremely fortunate to have many partners who assist with spreading the message and giving the brand exposure.

Media partners

SAPICS is grateful to its media partners who continue to provide SAPICS with substantial value to promote our activities and services to the broader supply chain community, through barter agreements. As a not-for-profit company, SAPICS relies heavily on these publications to advertise the Annual Conference and place the press articles, if they are relevant to their readers. SAPICS, in turn offers exposure of the publication through its various platforms.



Affiliate partners



Supply Chain Now

Supply Chain Now (SCN) is the Voice of Supply Chain and broadcasts out of Atlanta, Georgia, USA. This outstanding communication portal for supply chain professionals around the world continued to support SAPICS. In 2023 the Supply Chain Leadership across Africa continued to grow and shone the light brightly on supply chain excellence across the continent. Many SAPICS members, including SAPICS President, MJ Schoemaker featured on a variety of programmes. Scott Luton, CEO of SCN, attended the Annual Conference, and many wonderful and interesting interviews were recorded during the event. SAPICS received excellent exposure from this initiative.

All the interviews can be found via the Supply Chain Now website and are all well worth a listen.

www.supplychainnow.com

Africa Supply Chain in Action



SAPICS and Smart Procurement hosted the 3rd ASCA conference online in March 2023. SAPICS appreciates its relationship with Smart Procurement and the team has worked hard to arrange this event. The event went well and was well attended. Thanks to Jenny Froome, who was an MC and moderator at the event. www.africainaction.com

Africa Supply Chain Excellence Awards

The Africa Supply Chain Excellence Awards celebrates organisations excelling in Supply Chain Management in Africa. SAPICS was proud to be an Association partner of ASCEA in 2023 and supports the initiative through messaging. SAPICS is grateful to David Crewe Brown for his assistance by representing SAPICS as an ASCEA judge. www.ascea.co.za

Events

An important part of the SAPICS community is the offering of a wide range of events, courses and workshops that talk to all the needs of the membership.

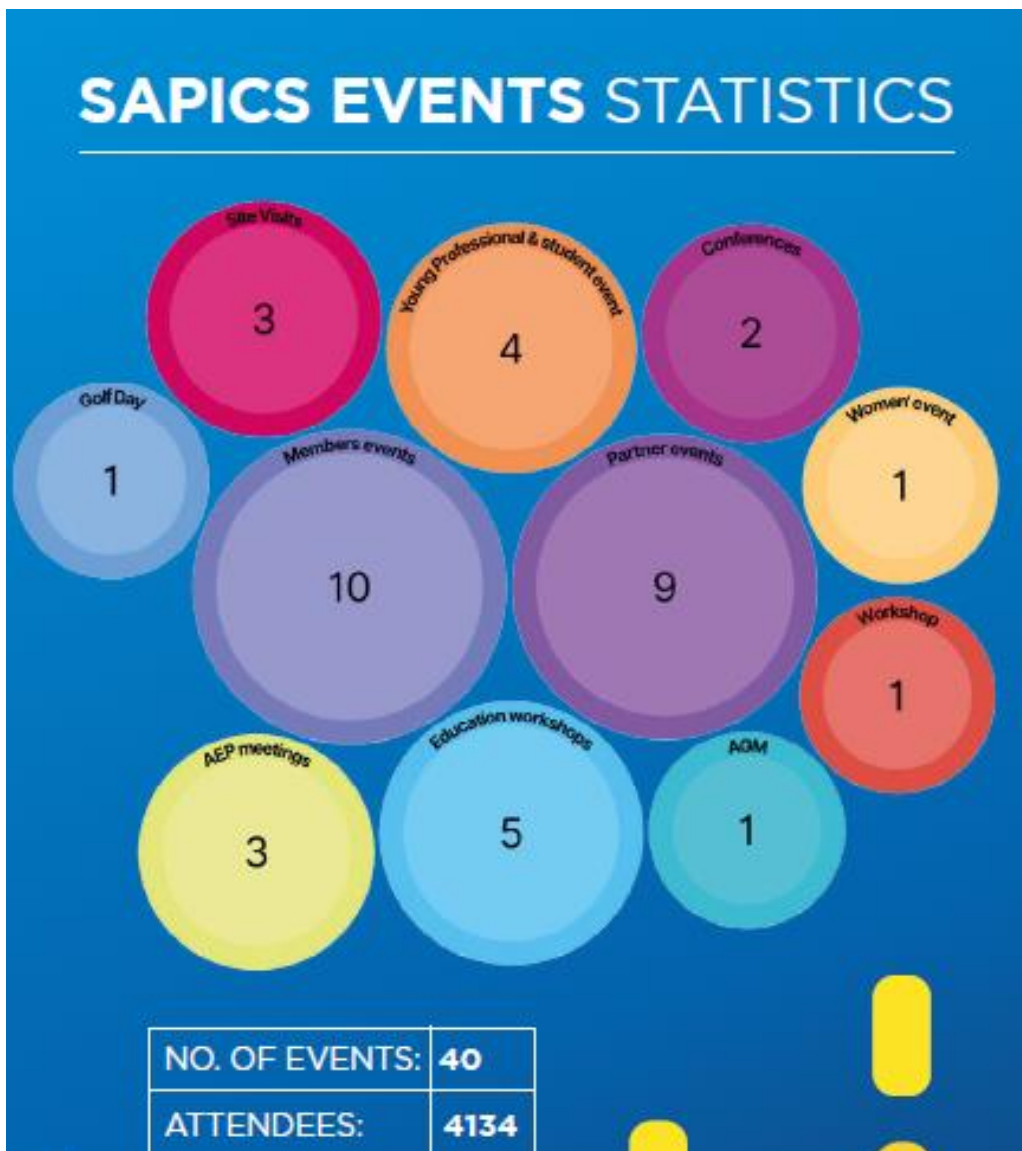
More member's only events were held. These included webinars and site visits in Durban, Cape Town, and Johannesburg. SAPICS volunteers visited Universities on career days.

SAPICS hosted its Spring Conference in September 2023, at the Indaba Hotel and Conference Centre in Fourways, Johannesburg. Just under 100 delegates attended, and the programme included elements and updates from the Annual Conference, as well as other topics. A blood drive was arranged, and this was well supported by the delegates.

The SAPICS Annual Golf Day has become an anticipated event on the calendar for the SAPICS community. The 2023 Golf Day did not disappoint with a great line up of activities and entertainment planned. The Golf Day was held at Modderfontein Golf Course in October. The field was full, the weather was magnificent, the holes were tough and the prizes plentiful. It was a wonderful day for those who attended. Thanks to the Upavon Team for organizing the Golf Day and Spring Conference.

Social Media and Marketing

PLATFORM	JANUARY 2023 # OF FOLLOWERS	DECEMBER 2023 # OF FOLLOWERS
LinkedIn	6902	9230
Facebook	2731	3021
Twitter	1701	1873
You Tube	404	457



Thank you to the speakers at all the above events, for their time and expertise. The SAPICS community is supportive of these events and 4134 delegates attended the above.

All content created from these events can be found on the SAPICS You Tube channel [SAPICS - YouTube](#)

MEMBERSHIP



Without a doubt, SAPICS membership continues to be beneficial. That is why over 800 Supply Chain professionals are members of the Association. Membership of the Association grew in 2023, both in numbers and in revenue. The memberships fees were increased in line with inflation, and this element was good source of reliable income for the Association during the year.

Glue Up Associations Management Platform

One of the highlights of the year was the investment in Glue Up. This highly efficient platform makes managing an Association more visible, in touch with members, and administratively – smarter and simpler.

The platforms integrate with the Xero accounting system.

Event set up is well-organised and the staff have a much better idea on how the members are interacting and engaging.

The staff spent 3 months training on the platform, and it was launched to the members on the 1 July.

Membership Offerings

SAPICS' dynamic community opens the door to a myriad of opportunities, including:

- **Professional Development:** Access a rich array of activities such as site visits, webinars, conferences, workshops, and courses.
- **Networking:** Join an expansive network of supply chain professionals who share your passion for excellence.
- **Knowledge Sharing** Engage in discussions, collaborate, and exchange ideas with like-minded professionals.
- **Legacy of Excellence:** Since 1966, SAPICS has been committed to educating, developing, and growing the supply chain profession.
- **Job opportunities, Brand exposure, opportunities to speak at events and to host site visits.**

- Opportunities to volunteer, mentor or be an ambassador, and serve the Industry Association in various ways.

These categories were offered to the Supply Chain Community in 2023.

SAPICS Individual Membership

This membership category is for the supply chain professional who not only wants to benefit from attending SAPICS professional development events but also to access the professional community networking platform that SAPICS has to offer.

This category of membership grew by 82 members during the year.

Joint SAPICS/ASCM Membership

This membership category offers the advantage of discounted rates for all APICS International Certifications as well as the benefits associated with the SAPICS Individual membership. The Joint SAPICS/ASCM Membership package includes membership of the international body ASCM in the USA as well as individual membership of SAPICS. ASCM is the leading professional association for supply chain and operations management and the premier provider of research, education, and certification programs that elevate supply chain excellence, innovation, and resilience. SAPICS is proud to represent ASCM as the exclusive Premier Elite Channel Partner in Sub-Saharan Africa. SAPICS individual membership benefits are listed above, or on our website.

This category of membership remained consistent during the year in terms of numbers.

SAPICS Global membership

This package is ideally suited to those individuals who are already APICS certified and who need to maintain their certifications. Membership benefits are the same as those of the Joint SAPICS/ASCM Membership but do not include the discounted rates for exams and self-study education materials.

This category of membership increased slightly in terms of numbers.

SAPICS Young Professional Membership

This membership category is applicable to Supply chain professionals who are just starting out in their careers and are under 25 years of age. There was not much change in this category during the year.

SAPICS Student Membership

Our student membership category is for full time tertiary students. These are our aspiring supply chain professionals who haven't yet entered the world of work. This membership is intended to introduce students to the working world and what will be expected of them. Work was done with four universities to garner support for this membership type, and the fruits of these efforts is being seen in 2024.

SAPICS Corporate Membership

A SAPICS Corporate Membership demonstrates that an organization is clearly committed to advancing supply chain growth and development. These businesses understand that in order to thrive in today's VUCA environment it is no longer enough to embrace the core elements of supply chain management, but they must focus on creating future-proof, agile and competitive supply chains.

Alignment with SAPICS validates that an organisation actively promotes Supply Chain improvement initiatives and skills development, this in turn, attracts like-minded clients and partnerships, it also signifies to potential future employees that organisations are leaders in Supply Chain Management, thus making the organisation appealing to work for.

SAPICS Corporate membership doubled in numbers in 2023. These Corporates offer excellent products and services and solutions.

Check out the Corporate membership directory in our 2023 Ezine from page 30.

<https://www.sapics.org.za/sapics-ezine>

SAPICS Small Business Hub Membership

This category of membership was created to assist small business owners with guidance and resources on the supply chain and operations aspects of their business, and to promote their products and services through the SAPICS distribution and marketing platforms. This initiative has not reached its full potential, and more resources will be given to this membership category in 2024.

Volunteers and Mentors

SAPICS asked its members to join up as volunteers in Jan 2023, and received 35 responses. Monthly meetings were held, and it was great for the team to interact with members and learn to improve our offerings and efficiency.

SAPICS thanks each and every one of you for paying your membership dues and engaging in various ways with this exciting community of supply chain professionals. Your passion, dedication, and generosity inspire us every day, and we are grateful to have you as part of SAPICS.

