IACCM's Supplier Relationship Management (SRM) Learning and Certification Program

Drive Increased Value from your Supply Relationships

Supplier Management has become a critical enabler of business performance, whether in the public or private sector, with the potential to drive both value and reputation.

Competence is achieved through a combination of operational experience, structured learning and rigorous assessment.

The IACCM Supplier Relationship Management Program supports the journey to individual and organizational excellence.

What's Included in the IACCM SRM Certification Program?

Skills Assessment: identification of personal and/or team development needs against external benchmarks in the key areas of commercial skills and knowledge.

Development Plan: a personal report with gap analysis, together with learning and experience recommendations.

Learning: a flexible yet structured online program with student and instructor interactions covering the full contract lifecycle.

Certification: an internationally recognized certification in supplier relationship management at Associate, Practitioner or Expert level.

Three SRM Levels of Certification

SRM ASSOCIATE
Possesses the skills to understand and apply SRM principles and techniques in operational role with regular supervision.

SRM PRACTITIONER
Works with autonomy on a variety of supplier relationship initiatives with experience in advanced operational techniques.

SRM EXPERT
Leads on complex and strategic relationships and portfolio management. Influences policies and practices and champions their professional function.

PROGRAM BENEFITS

Employers

✔ Confirm and benchmark employee credentials

✔ Make visible commitment to employee growth and excellence

✔ Provide positive benefit for new hires and support employee retention

✔ Achieve a compelling return on investment from improved performance

✔ Enhance functional status and influence through unique reporting and competitive insight

Individual

✔ Achieve world recognized accreditation

✔ Gain detailed knowledge of leading SRM practices

✔ Raise personal status and career path opportunities

✔ Join one of the fastest growing global communities

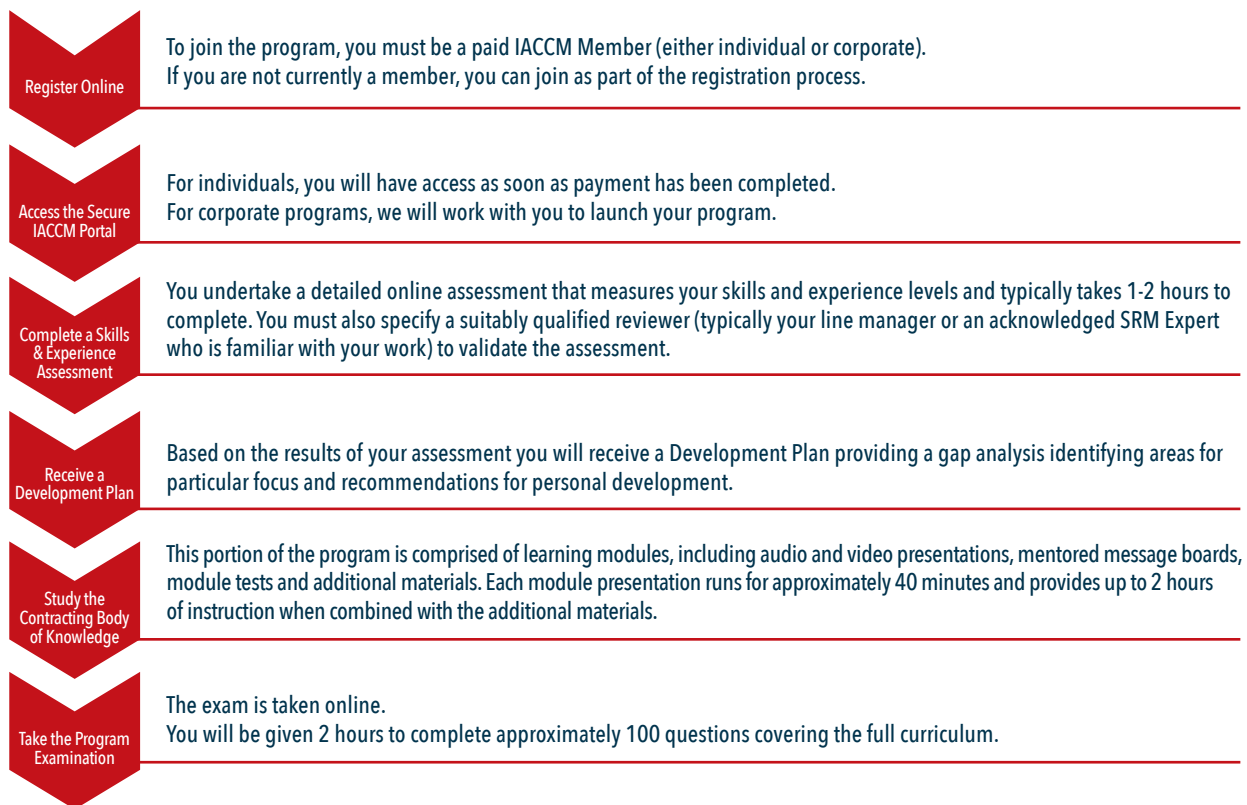✔ Demonstrate your commitment to excellence and world class standards

How does the SRM Certification Program work?

IACCM Certification is based on a holistic assessment of skills, experience and professional contribution, supported by examination and at Expert level, demonstrated leadership and judgment. Each component of the program is mandatory and candidates accrue points that count towards their final certification level.

The program is taken online on the secure IACCM Learning Portal. Each certification program is self-paced but typically takes 3-6 months to complete. It can be taken individually or, for teams of 6 or more, as an exclusive corporate cohort. You will have up to 12 months to complete the program.

The process of completing the program and achieving certification is as follows:

The journey to SRM Certification

Register Online
To join the program, you must be a paid IACCM Member (either individual or corporate).
If you are not currently a member, you can join as part of the registration process.

Access the Secure IACCM Portal
For individuals, you will have access as soon as payment has been completed.
For corporate programs, we will work with you to launch your program.

Complete a Skills & Experience Assessment
You undertake a detailed online assessment that measures your skills and experience levels and typically takes 1-2 hours to complete. You must also specify a suitably qualified reviewer (typically your line manager or an acknowledged SRM Expert who is familiar with your work) to validate the assessment.

Receive a Development Plan
Based on the results of your assessment you will receive a Development Plan providing a gap analysis identifying areas for particular focus and recommendations for personal development.

Study the Contracting Body of Knowledge
This portion of the program is comprised of learning modules, including audio and video presentations, mentored message boards, module tests and additional materials. Each module presentation runs for approximately 40 minutes and provides up to 2 hours of instruction when combined with the additional materials.

Take the Program Examination
The exam is taken online.
You will be given 2 hours to complete approximately 100 questions covering the full curriculum.

SRM Expert Certification

Applicants wishing to achieve Expert Certification must first achieve the requirements for Practitioner level certification. They will then be tested on the practical application of their skills.

Following qualification for the program (based on a case study) candidates will be invited to develop a business case on an issue of policy or organization. Successful submissions will be invited to present the business case to an expert panel and gain the benefit of personal feedback from the panel.

Success

When you successfully complete the training, you will be awarded the status of SRM Associate, Practitioner or Expert. Your certificate will be sent by mail, generally within 2 weeks of program completion and will be valid for 2 years.

You will be able to download one of the three badges associated with the program to list on your electronic signature and your online credentials.

Progressing to the next level of Certification

If you wish to advance to the next certification level, you may apply no sooner than 1 year after the date of your current certification award. Upon application, you will be requested to update your skills and experience assessment to verify eligibility for the next level of certification.

SRM Learning Modules Overview

Introduction

- Introduction to SRM
- Defining SRM and its Value

Principles of SRM

- Sourcing Options
- Who are your Suppliers?
- Segmentation Models
- Creating the Agreement
- Understanding the Base Principles for Delivery of your SRM program

Building and Deploying SRM

- Benchmarking
- The Business Case for SRM
- Stakeholder Management
- Implementing your SRM Program
- Communications Management

Managing SRM

- Measuring Success
- Balanced Scorecard
- Governance
- Personal Attributes of a Supplier Relationship Manager
- Culture and Ethics

SRM and Contract Management

- The Supplier view of SRM
- Claims and Disputes
- Contract Change Management
- Exit Strategy
- Summary Module; bringing it all together

Pricing: SRM Certification Program for Associate and Practitioner

Individual Program investment*
US$ 1,050 / person
(12 month access)

Corporate Program investment*
US$ 1,050 / person
(12 month access)

> Minimum 6 persons
> Additional one-time charge of US$ 1,500 required to set up your company-specific learning portal
> Includes up to 3 webinars 12 months access

* Note
Price relates to a single program.

Applicants must be a paid member of IACCM to participate in the Certification and Learning program.

Prices include examination fees at Associate and Practitioner Level.

Pricing: SRM Certification Program for Expert

Individual and Corporate Program investment

US$ 400 / person
(12 month access)

Organizations that Have Adopted IACCM Certification Include:

Accenture, Alcatel-Lucent, Allianz Managed Operations and Services SE, Aquatic, Atos, Australian Tax Office, Babcock, BAE Systems, BC Hydro, Bell Canada, Bombardier Transportation, BT Global Services, CGI, Chevron, Cisco Systems, ConocoPhillips, Crown Commercial Service, CSC, De La Rue, Dell, DMO Australia, Dupont, DWS Holding and Service Gmbh, EE, Elbit Systems, Embraer S/A, Emerson, Ericsson, EY, Fujitsu, GE Oil and Gas, Grainger, Home Office, Honeywell, HSCIC, L-3 Communications, Lindahl, Lloyds Banking Group, Lockheed Martin, Marshall Aerospace and Defence, Microsoft, Meggit, Ministry of Defence, Nexen Energy ULC, Nokia Solutions and Networks, Oracle, Orange Business Services, Parker Aerospace, Phillips, Praxair, PwC, RasGas, Raytheon IDS, QinetiQ, Ramboll, Roche Diagnostics, Rockwell Automation, Schlumberger, Steria, SunPower, Telefonica, Telstra, UK Government Ministry of Justice.

Get SRM Certified Now! www.iaccm.com

IACCM
International Association for
Contract & Commercial Management