Measuring the benefits

...of how CIPS qualified members will add value to your organisation

Having CIPS trained professionals in your organisation can bring tangible benefits, measurable results and see you stand out as an employer of choice.

Start your organisation’s journey with CIPS.
CIPS...

The Chartered Institute of Procurement & Supply is the largest organisation in the world dedicated to the profession and acts as the profession’s voice, supporting individuals and organisations to achieve excellence, and providing the Global Standard in Procurement and Supply.

Working with governments, world humanitarian organisations and industry to raise awareness of sustainable procurement practices and legislation, and drive out corruption and modern slavery in supply chains.

CIPS is the awarding body regulated by OFQUAL in England for procurement and supply management qualifications. CIPS has the largest reach of procurement professionals in the world, covering all industries, sectors and job activities in procurement and supply.

200,000 global community in over 150 countries
>800 global events
>190 Study Centres
>350 exam centres
70,000 exams taken annually
>1000 corporate global clients across all sectors
22,000 current MCIPS and FCIPS members
CIPS levels of membership

Our levels of membership all align to the Global Standard, helping individuals gain the best possible skills and qualifications to bring maximum benefits to their organisations.

**Affiliate**
Aimed at giving those with a strong interest in procurement and supply access to the member benefits of knowledge and networking but not to becoming professionally qualified. Affiliate members will stay up-to-date with developments in the profession, with access to all CIPS resources, making them a valuable asset to an organisation.

**Student**
This is our entry level of membership for those at the earliest stages of professional development. Student members can join CIPS at various points in their careers, depending on previous qualifications and experience, and work their way through our levels of qualifications. Students can study for CIPS qualifications anywhere in the world, either at a CIPS study centre, by joining a distance learning programme, through self study or a corporate programme.

**MCIPS***
On successful completion of the Professional Diploma, and in conjunction with three years’ experience in a role of responsibility in procurement and supply, individuals can apply for the full MCIPS membership grade. This is the Professional Licence, signifying high achievement and ongoing commitment to excellence, and it entitles individuals to use the MCIPS post nominals after their name. It denotes an individual’s worth and is a recognition of personal abilities, qualities and ethics. In addition to CIPS qualifications there are alternative CIPS accredited programmes to MCIPS, plus a management entry route and in-company applied learning.

**FCIPS***
This is the highest grade of CIPS membership; an accolade that recognises outstanding achievement, knowledge and experience in procurement and supply, along with the passion, drive and determination to advance the profession for the public good. [https://www.cips.org/membership/fcips/](https://www.cips.org/membership/fcips/)

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**Chartered Professional Status***
Achieving Chartered Professional Status enables our MCIPS and FCIPS members to demonstrate their commitment to maintaining professional standards and current ethical, conduct and provides assurance for employers, peers and clients that they have continued to build on their academic achievements to stay relevant and up to date.

Those with Chartered Professional Status annually evidence that they have up-to-date skills and knowledge of current practices and methods and can prove this through 30 hours of recorded CPD in the previous 12 months. They also have an up-to-date CIPS Ethical Procurement and Supply Certificate.

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**Professional Register – check your current status**
All our members’ current status can be checked via the Professional Register which details their membership grade and ethical training. [cips.org/membership/professional-register/](cips.org/membership/professional-register/)
Setting the *global benchmark* in procurement and supply?

**CIPS Global Standard**

Our Global Standard in procurement and supply sets the benchmark for what good looks like in the profession. It helps individuals identify current skills and abilities, along with any gaps and areas for progression. Organisations can also benchmark their procurement professionals against the competencies set out in the Standard, identifying upskilling needs and helping with job descriptions and design.

**The benefits of working with the CIPS Global Standard**

- Organisations and individuals can identify and measure their own performance levels in procurement and supply.
- Enhance organisational performance
- Enhance recruitment and performance management
- Enhance personal performance
How can CIPS help train your staff?

At CIPS, we provide support to organisations and HR departments looking to invest in their existing teams. Using the Global Standard as the benchmark, we can help your organisation identify the skills and gaps you currently have.

Your team members can also identify their current operating skills and abilities and what they need to progress: as a first step in this, you can simply encourage them to take our online self assessment, from there, we can develop the skills you need to accelerate procurement’s performance. We offer a number of routes for professional development:

1. **Qualifications**
   - CIPS qualifications are globally renowned for driving leading-edge thinking and professionalism in procurement and are aligned to the Global Standard.
   - We offer five levels of qualification which together with 3 years’ experience can lead to our MCIPS award, the Professional License for procurement and supply.

2. **Training Courses**
   - These are all aligned to our Global Standard, aimed at improving knowledge and capabilities at all levels. All our courses include an e-learning element and cover all aspects of procurement and supply from negotiating to contract management and much more. [cips.org/training-courses](http://cips.org/training-courses)

3. **Applied Learning**
   - Our practical, accredited and applied training programme is designed to address your organisation’s specific needs, and offers a professional route to MCIPS. Through the CIPS Corporate Award, individuals will understand how to use what they learn, to drive business improvements and raise the profile of your procurement function’s expertise. They will be able to demonstrate a clear return on your investment and see measurable cost benefits. [cips.org/cips-for-business](http://cips.org/cips-for-business)
   - Other routes to achieving MCIPS are available. [cips.org/qualifications](http://cips.org/qualifications)

Why invest in CIPS qualifications

**and training**

1. Certifies essential knowledge and skills necessary to practice strategic procurement and supply chain management.

2. There is a work experience and knowledge requirement in order to earn the MCIPS designation.

3. CIPS regulates and is accountable for the professional behaviour of its members through the Code of Conduct.

4. Continuous professional development requirements ensure currency in the fields.

5. Globally recognised qualifications.
Results your company can measure

As an employer, you are looking for staff that are highly skilled, dedicated to their role and willing to learn and adapt. Because CIPS members are fully supported to carry out their roles, they can deliver tangible results for your organisation. Investing in CIPS qualifications, training and membership ensures your employees are up to date, aware of new technology and constantly advancing to keep your organisation at the forefront of your industry. CIPS members demonstrate:

1. Increased efficiencies in process, resulting in financial benefit and savings for your organisation.
2. Compliance, ongoing training helps keep employees knowledge and skills up to date with industry regulations.
3. Increased innovation in strategies and products, as members hone their knowledge to understand improved procurement practices.
4. Willingness to adopt new technologies and methods, with up-to-the-minute learning and resources bringing current best practice to your business.
5. Better job satisfaction, motivation and morale resulting in reduced employee turnover. Continued investment in training motivates staff and helps attract and retain talent.

“A CIPS qualification is a strong foundation upon which Eskom’s procurement practitioners can help to build one of the world’s leading utility companies.”
Category Manager, Commodity Sourcing

Results your employees can measure

We provide our members with essential resources to professional knowledge, and networking opportunities to help them carry out their day-to-day roles more effectively. CIPS members benefit from:

1. CIPS Knowledge, a comprehensive online hub that provides best practice insights, guidance and tools.
2. Supply Management magazine and daily news alerts delivered straight to their inbox to keep members constantly updated with current affairs.
3. Member and corporate events where we bring together expert speakers offering their industry insights.
4. Branch networking and social media groups, for sharing ideas, news and best practice with colleagues in the profession.
5. Discounts on training, events and professional books are available to all our members, helping them to access these resources in a cost-effective way.

Plus much more

“My MCIPS qualification has helped me understand the core bases of procurement and supply chain management, while enhancing my work performance. It further helped me perceive the world of procurement in a different fashion. I now understand the dynamics and principles of supply chain management.”

Boiketlo Mashila, Shipping Manager and Corporate Academy Student

*As reported by a Corporate Award client
$250m predicted by BP Angola

BP spends approximately $60 billion annually with third parties. The role of the procurement and supply chain is to ensure they get the right products, services and goods to the right place at the right time and cost. In Angola, a small market of talent with little experience presented BP with a serious challenge. It was with these limitations in mind that BP engaged CIPS to train its Angolan Procurement and Supply team.

Why CIPS Corporate Award?
CIPS has run many successful learning and development programmes throughout BP and so was the first port-of-call for BP’s operations in Angola. The pool of procurement and supply chain talent in Angola is particularly small, making training and development a critical requirement. In developing countries, access to high quality procurement training is limited or non-existent as are qualified personnel. Typically a manager works with a very limited number of properly trained, local people, hence the role of CIPS was to develop and deliver a training programme based on the needs of the business in this very specific market.

Benefits of CIPS Corporate Award
• Talent: Well trained professional teams are priceless helping to unlock potential, develop expertise and increase talent management opportunities
• Business improvement: CIPS Corporate Award is proven to deliver marked business development and significant improvement in professionalism and knowledge
• Behaviour: CIPS Corporate Award helps bring about positive changes in performance, attitude and behaviour that greatly benefit organisational reputation
• Accreditation: The award provides a route to professional membership status – MCIPS – the globally recognised standard in procurement and supply
• Value: The CIPS Corporate Award delivers proven ROI and other measurable cost benefits from practical, work-based projects.

Corporate Award Highlights

$250m Savings
BP Angola project savings of $250 million following introduction of CIPS Corporate Award

Met significant training challenges in developing country

Training programme delivered to meet very specific market needs

Measurable business benefits through improved management and evaluation skills.

About BP
BP’s core activities range from finding, drilling and extracting oil and gas, to moving, making and selling fuel products. BP has operated in Angola - one of the largest world-class oil producers in Southern Africa - for nearly 40 years. Angola has been an effective OPEC member since 2008 and currently holds the presidency of this organisation. BP Angola aims to be involved in the local Angolan community at every level and to bring real benefits to the country through engaging with stakeholders.

Key facts
Revenues of $240 billion
74,000 employees
18 million barrels of oil reserve
18,000 retail sites
Refineries handling more than 1.7 million barrels a day

“The CIPS Corporate Award has helped introduce compliance with current legislation and best ideas, and ensures that students are better equipped for the dynamic industry they work in. They are now more able to deal with important issues such as tenders and negotiations with suppliers – to drive value for BP.”
On the up...

In our Procurement Salary Guide and Insights Report 2018, commissioned in partnership with Hays, a large proportion of our respondents with responsibility for recruiting stated that they requested MCIPS as a preference, particularly in the Charity/Not For Profit (74%) and Public Sector (74%). In fact, there are now government and Private Sector organisations that require MCIPS as a minimum achievement. Plus we are also seeing FCIPS becoming increasingly important at more senior levels with 46% of private sector senior vacancies preferring FCIPS.

Source: CIPS/Hays Procurement Salary Guide and Insights Report 2018

Growing recognition

All of this signals the growing recognition of CIPS qualifications and membership as a reassurance for employers that individuals are: committed and experienced; have attained a certain standard of knowledge capability; adhere to professional values and ethical principles; are committed to, and supported in, CPD; and crucially, have the ability to accelerate the influence and performance of procurement.

61% of recruiters are prioritising MCIPS candidates

Supply Management Jobs

...is our official job site. It’s the first place candidates look when searching for their next career move. Our job site is the largest serving our profession and is the go-to destination for both candidates and recruiters.

Reach the qualified candidates you are looking for

The wider Supply Management portfolio provides a wealth of promotional channels to ensure your vacancies get maximum exposure. Alongside Supply Management Jobs, this includes the print magazine Supply Management, editorial site, email bulletins and social media groups. Employers advertising with us receive up to 20 applications per job.

The cost effective way to target relevant candidates

Supply Management Jobs enables you to reach the qualified candidates you are looking for. Plus, if it’s a senior audience you are focused on, 71% of our users are management level or above. Targeting candidates in Australasia, the Middle East, Asia and Africa has never been easier. Jobs are featured on a dedicated news bulletin sent to members in each region every week and promoted in the respective region’s news section on. SupplyManagement.com

To discuss your recruitment requirements in more detail, call the team today on +44 (0)20 8267 4965

cips.org

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