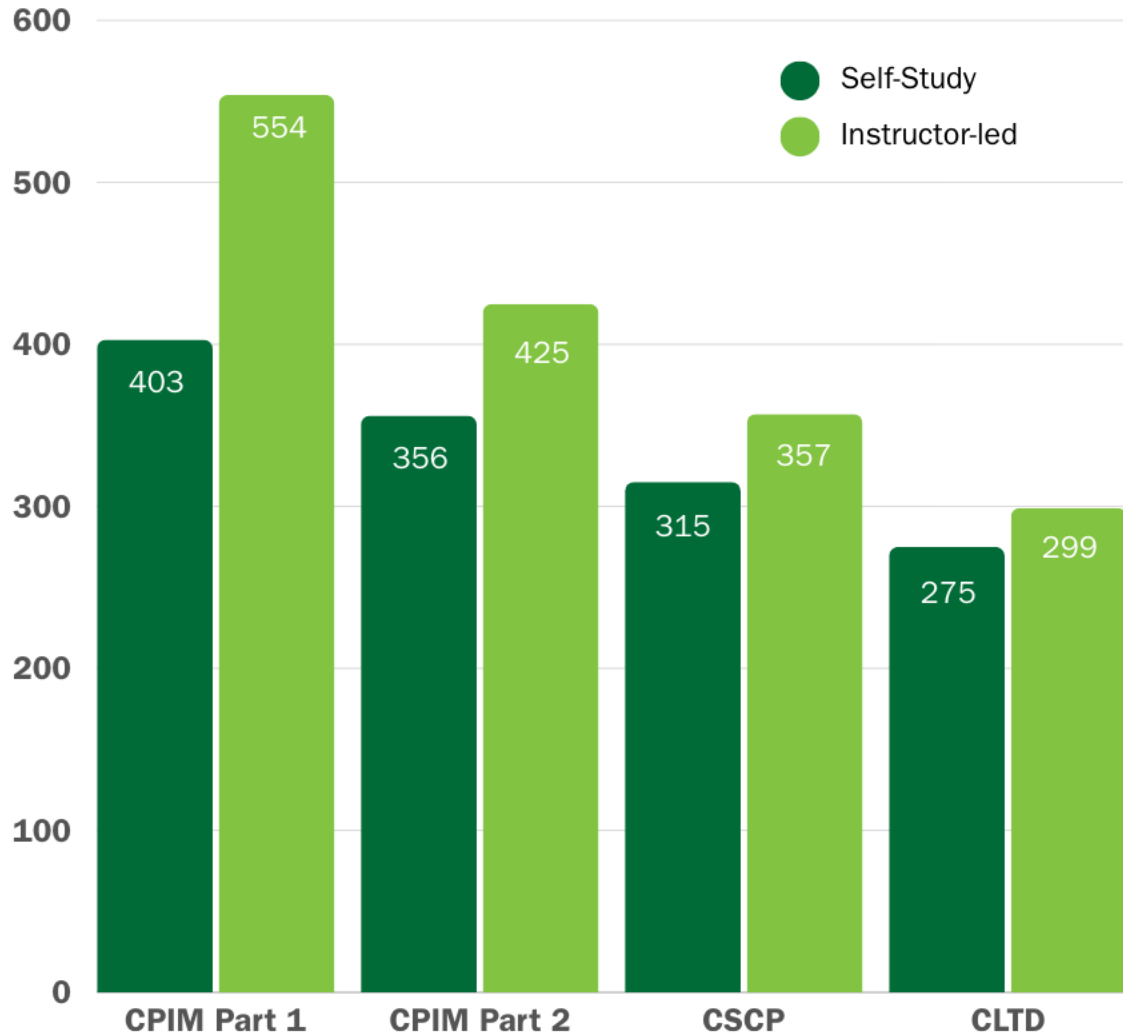


2019 - 2021 Train-to-Test Analysis

Prepared by: Holmes Corporation


October 2023

2019 - 2021 Train-to-Test Summary



Days from LS Purchase to Certified


+9



Global Pass Rate

Students who prepare with a Learning System are **9%** more likely to pass their certification exam

+6



Self-Study vs. Instructor-led

Self-Study students are **6%** more likely to pass their certification exam than Instructor-led students



On average, purchasers take **47 days** to login to their Learning System after purchasing.



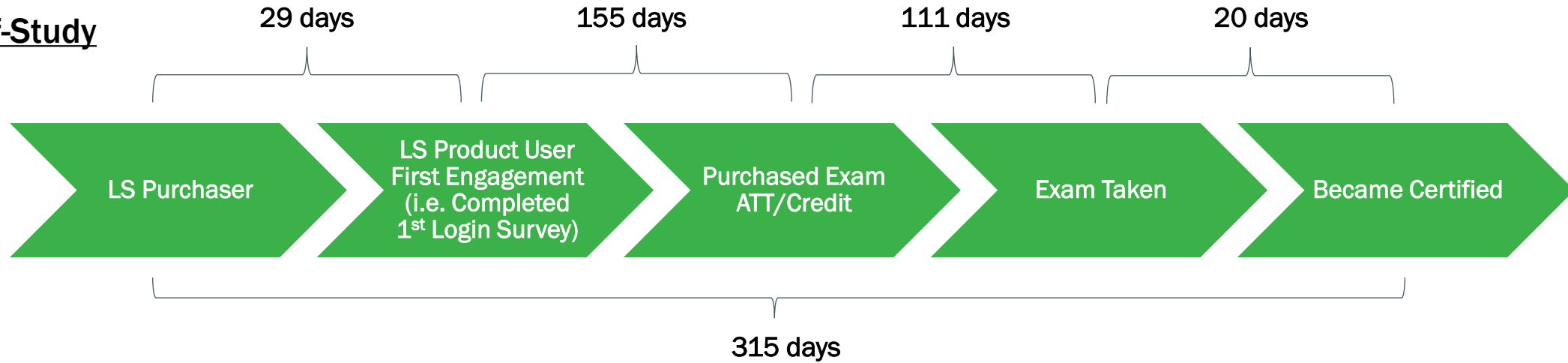
42% of Learning System purchasers move on to purchase an ATT for their exam; **down 12%** from 2019.



The overall Learning System average from product login to certification is just over a year, **378 days**.

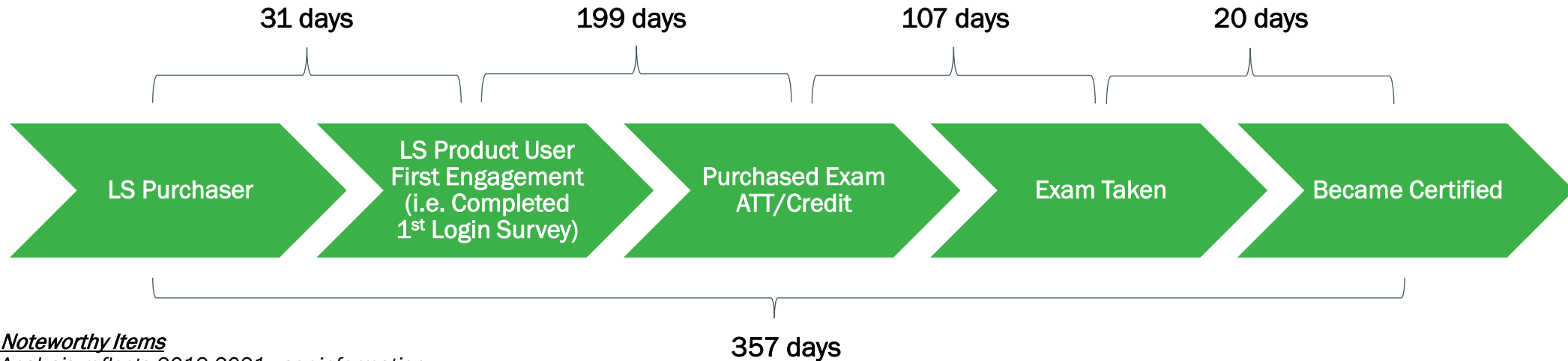
APICS CSCP Learning System User Certification Journey (Avg. Days)

Self-Study



Avg. Days from LS Purchaser to Certified

Instructor-Led



Avg. Days from LS Purchaser to Certified

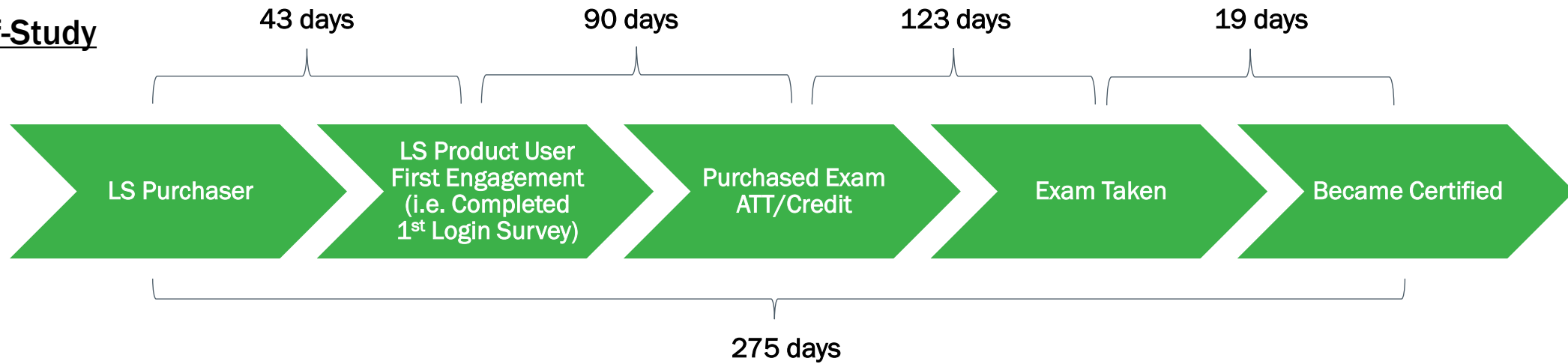
Noteworthy Items

Analysis reflects 2019-2021 user information

LS User Certification journey represents candidates who purchased and logged into LS, purchased Exam ATT/Credits, sat for the Exam, and became Certified

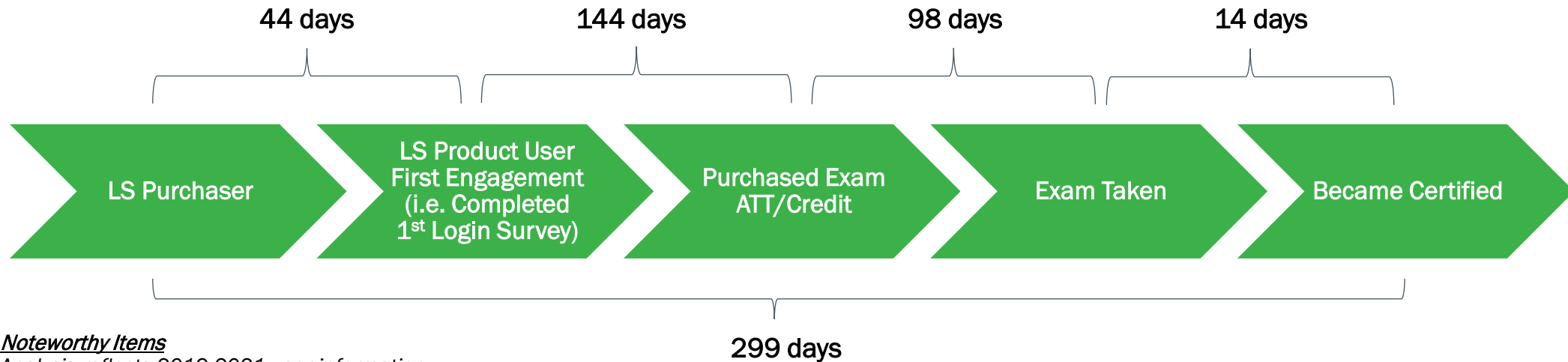
APICS CLTD Learning System User Certification Journey (Avg. Days)

Self-Study



Avg. Days from LS Purchaser to Certified

Instructor-Led



Avg. Days from LS Purchaser to Certified

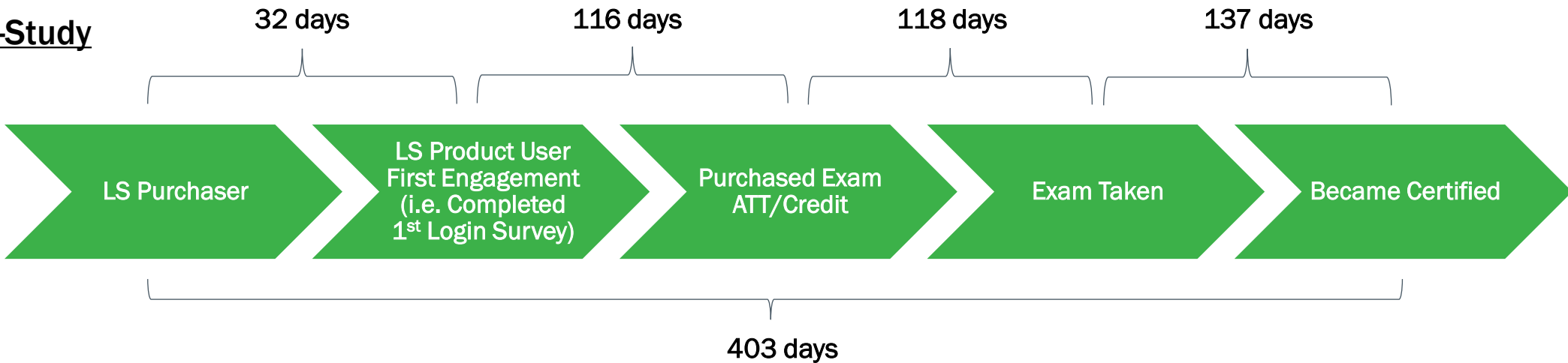
Noteworthy Items

Analysis reflects 2019-2021 user information

LS User Certification journey represents candidates who purchased and logged into LS, purchased Exam ATT/Credits, sat for the Exam, and became Certified

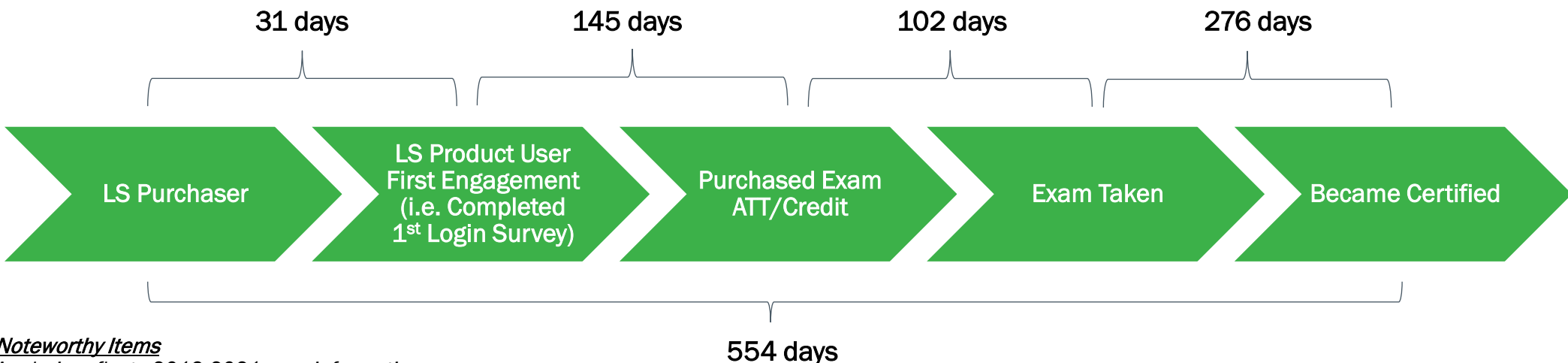
APICS CPIM Part 1 Learning System User Certification Journey (Avg. Days)

Self-Study



Avg. Days from LS Purchaser to Certified

Instructor-Led



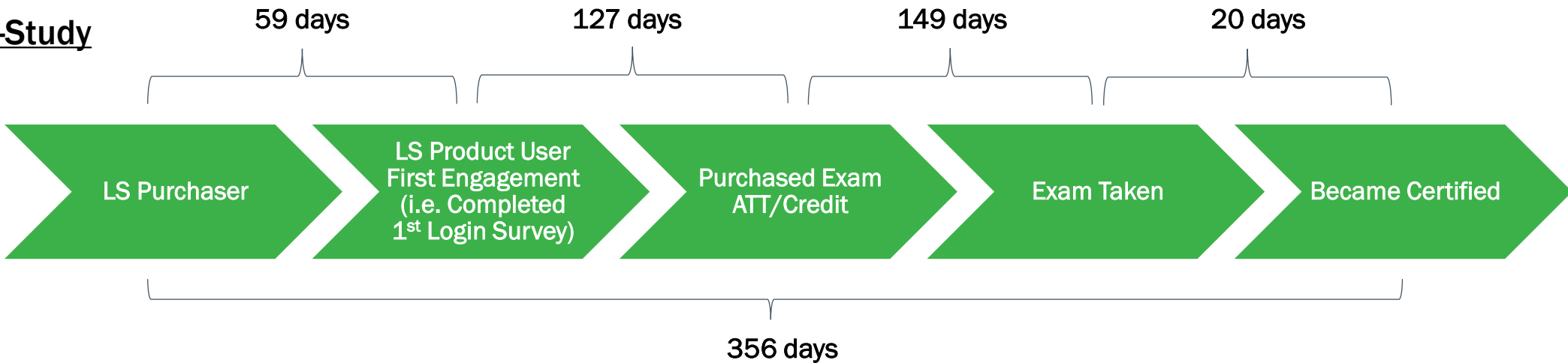
Avg. Days from LS Purchaser to Certified

Noteworthy Items

Analysis reflects 2019-2021 user information
LS User Certification journey represents candidates who purchased and logged into LS, purchased Exam ATT/Credits, sat for the Exam, and became Certified

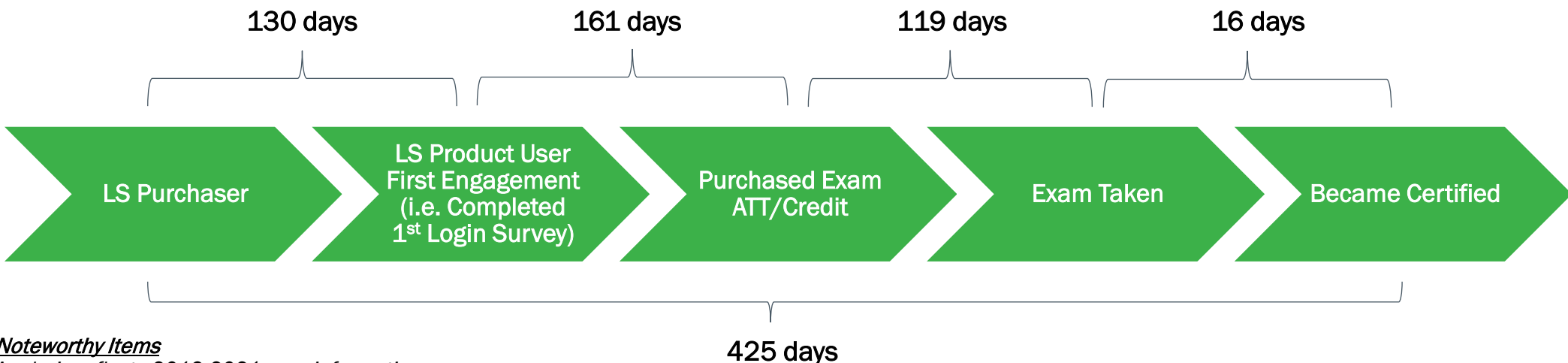
APICS CPIM Part 2 Learning System User Certification Journey (Avg. Days)

Self-Study



Avg. Days from LS Purchaser to Certified

Instructor-Led

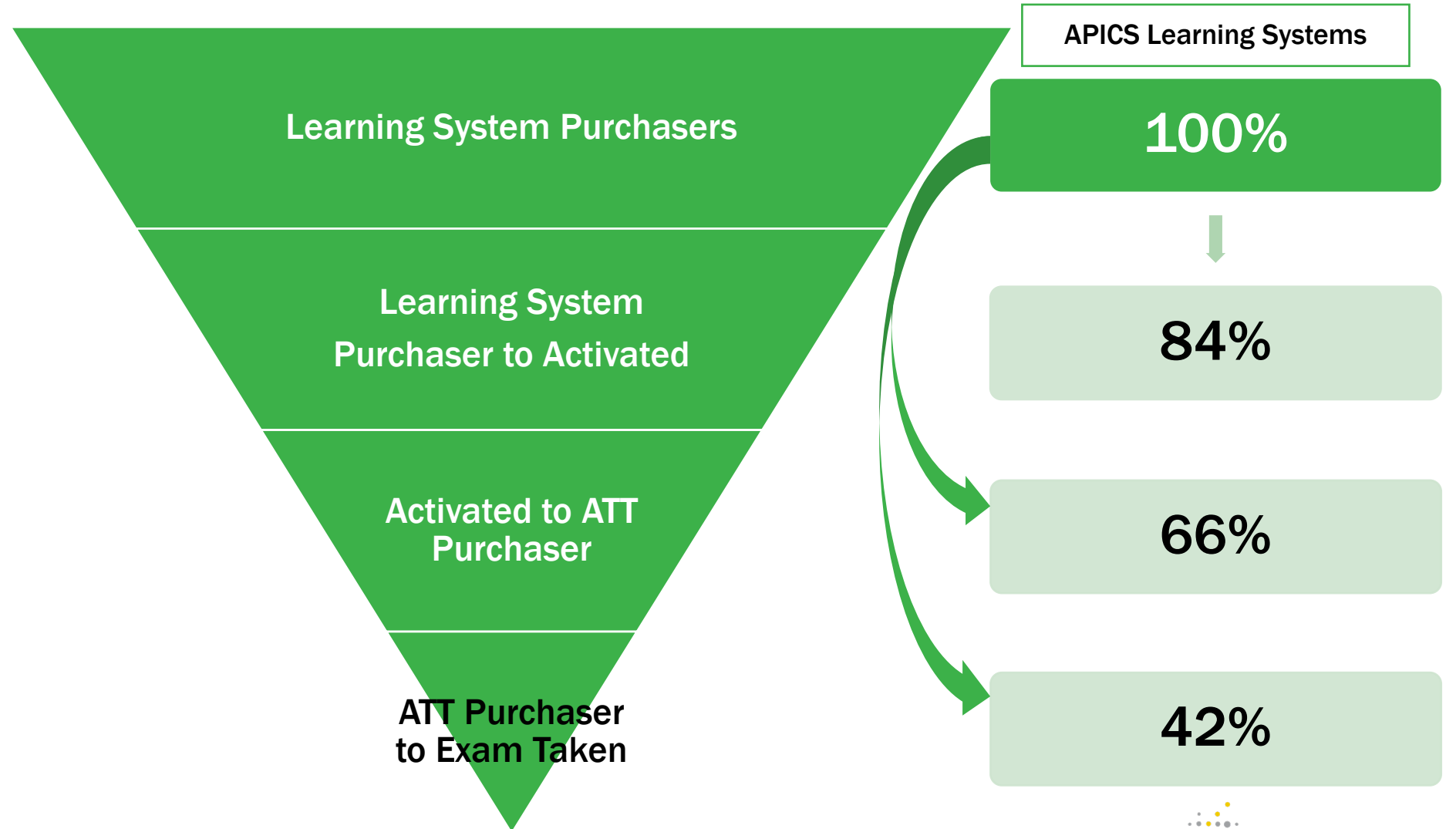


Avg. Days from LS Purchaser to Certified

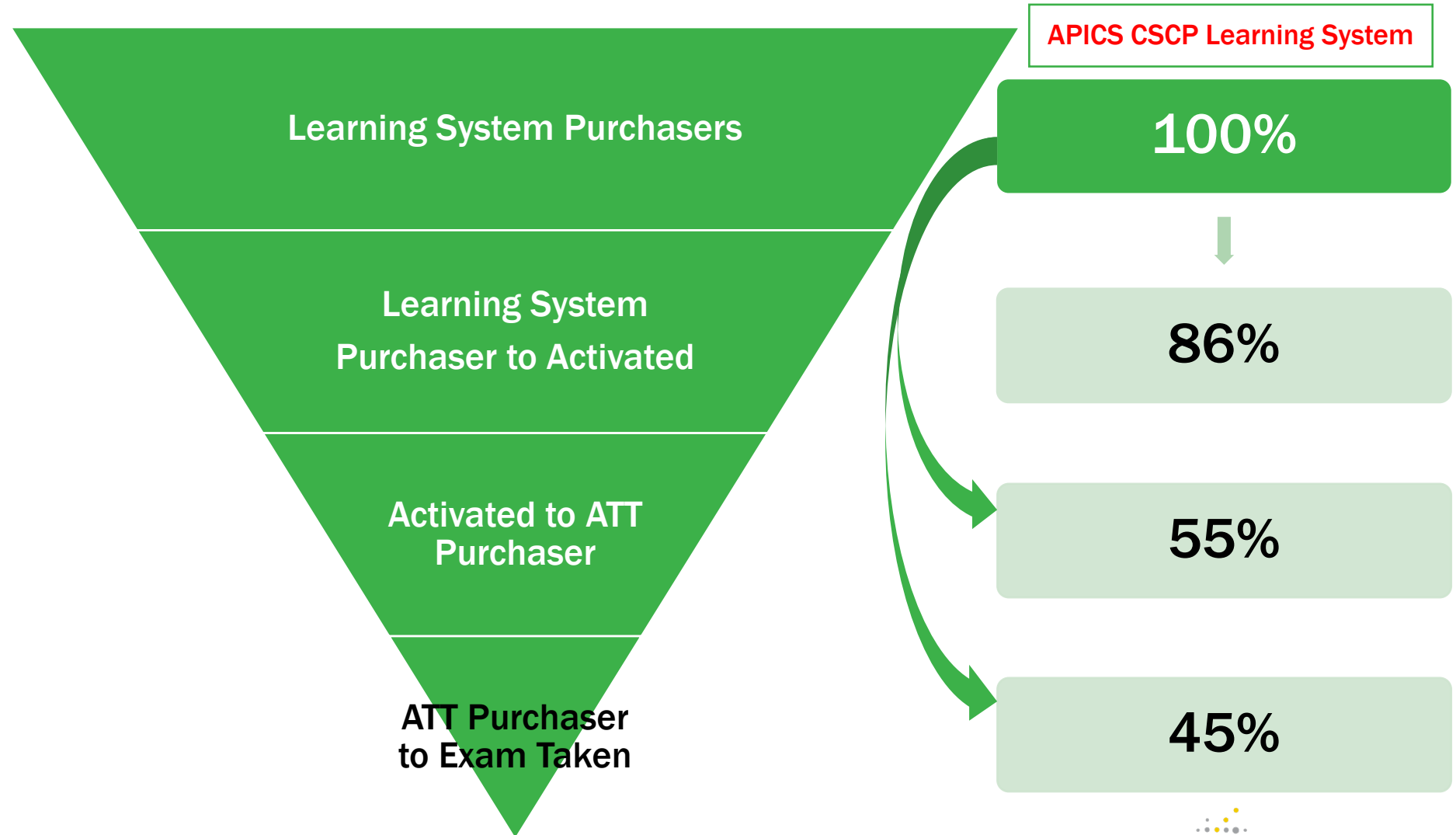
Noteworthy Items

Analysis reflects 2019-2021 user information
LS User Certification journey represents candidates who purchased and logged into LS, purchased Exam ATT/Credits, sat for the Exam, and became Certified

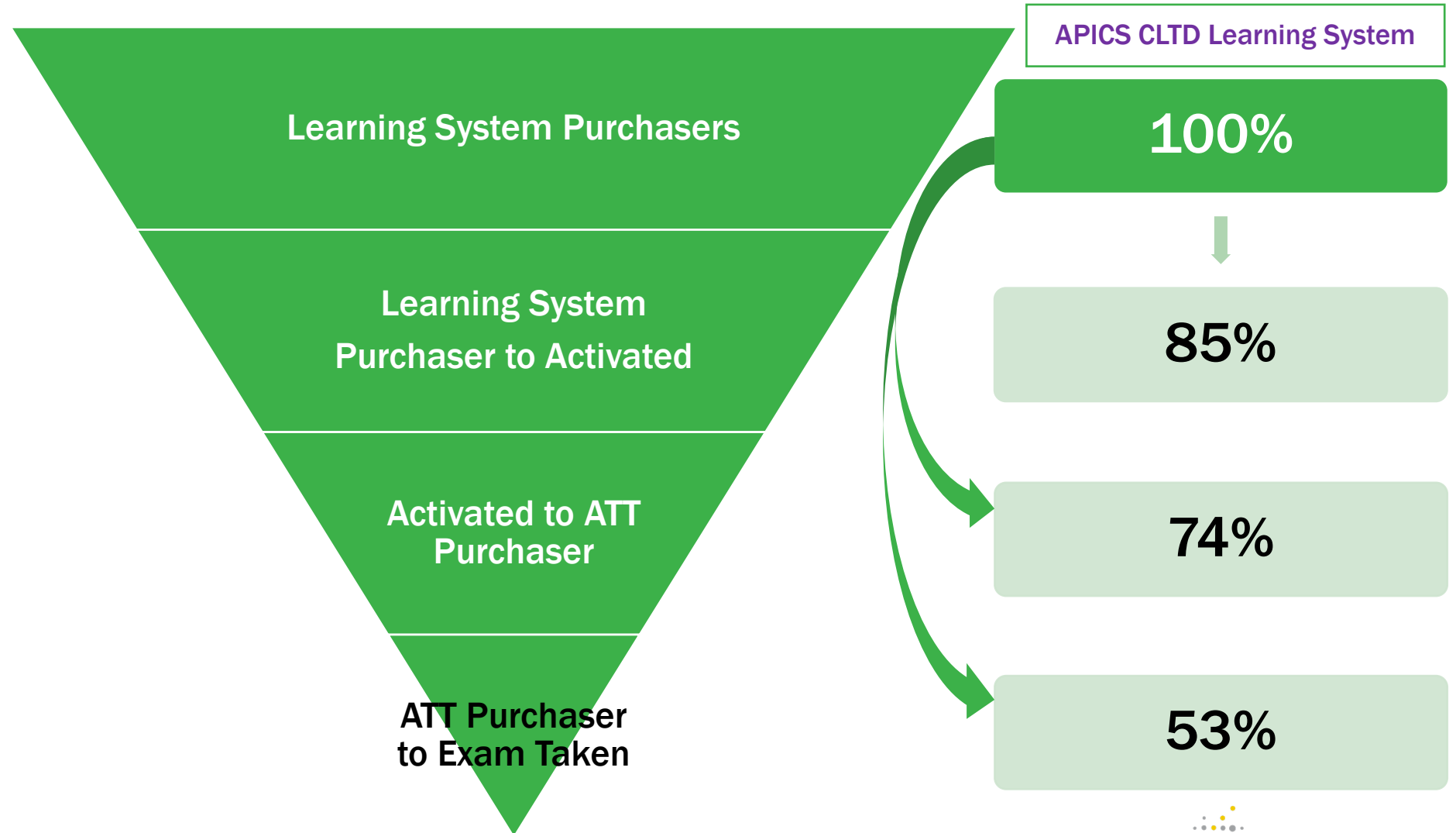
Attrition Rates Summary



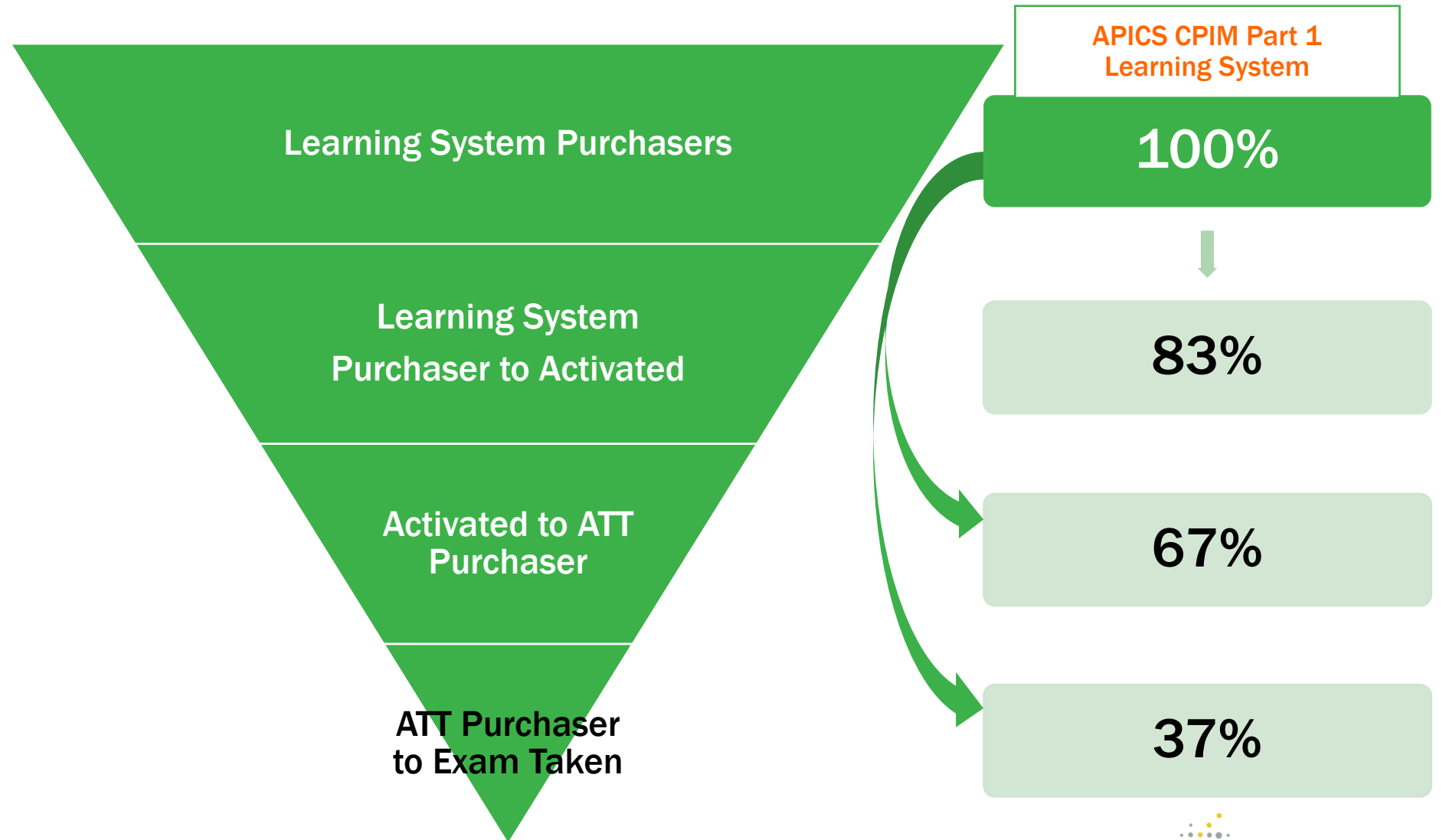
CSCP Attrition Rates



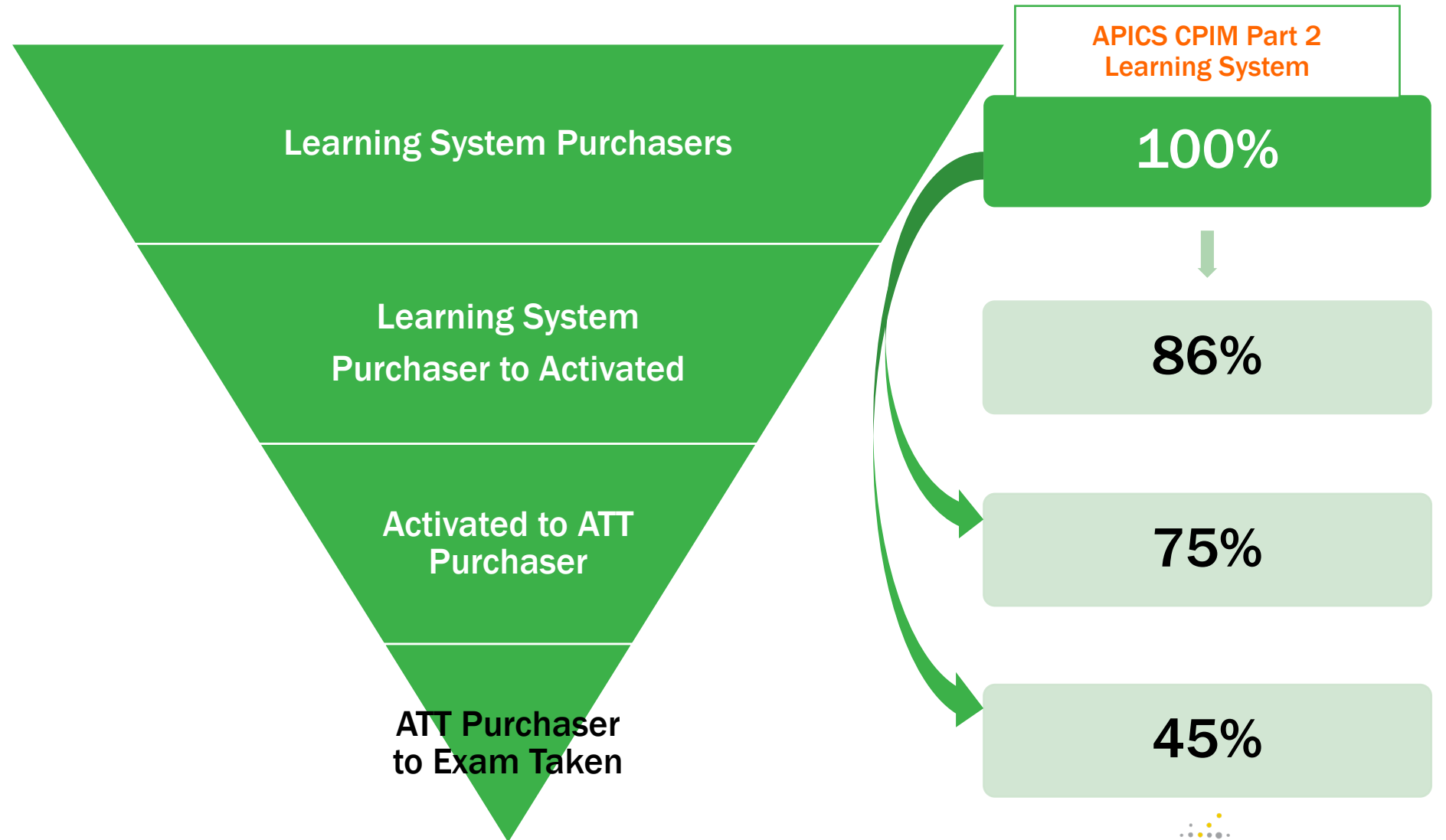
CLTD Attrition Rates



CPIM Part 1 Attrition Rates



CPIM Part 2 Attrition Rates



Historical APICS Learning System Pass Rates Learning Option Analysis

Exam Year by APICS Certification CSCP, CLTD, CPIM P1, CPIM P2	Total Learning System Pass Rates	Self Study	Instructor-Led Combined	Academic Partners	Corporate	International Partners	NA Chapters	NA For-Profit Partner	Global Pass Rate	Total LS Pass Rate vs. Global Pass Rate (+/-)
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2022

CLTD	↑ 66%	↑ 63%	↑ 67%	↑ 63%	↑ 81%	↑ 88%	↑ 67%	↓ 45%	56%	▲ 10 pts.
CPIM Part 1	↑ 74%	↑ 85%	↑ 74%	↑ 80%	↑ 77%	↑ 70%	↑ 75%	↑ 69%	67%	▲ 8 pts.
CPIM Part 2	↑ 78%	↑ 77%	↑ 73%	↑ 79%	↑ 70%	↑ 70%	↑ 75%	↑ 70%	71%	▲ 7 pts.
CSCP	↑ 71%	↑ 75%	↑ 69%	↑ 77%	↑ 71%	↑ 62%	↑ 69%	↑ 74%	60%	▲ 11 pts.

2021

CLTD	↑ 70%	↑ 78%	↑ 64%	↑ 64%	↓ 50%	↑ 75%	↑ 64%	↑ 77%	58%	▲ 13 pts.
CPIM Part 1	↑ 84%	↑ 88%	↑ 82%	↑ 84%	↑ 78%	↑ 80%	↑ 84%	↓ 76%	77%	▲ 7 pts.
CPIM Part 2	↑ 87%	↑ 88%	↑ 85%	↑ 86%	↑ 86%	↓ 74%	↑ 86%	↓ 65%	76%	▲ 10 pts.
CSCP	↑ 77%	↑ 83%	↑ 74%	↑ 70%	↑ 78%	↑ 83%	↑ 73%	↑ 68%	68%	▲ 9 pts.

2020

CLTD	↑ 73%	↑ 74%	↑ 70%	↑ 84%	↓ 50%	↑ 100%	↑ 69%	↑ 67%	60%	▲ 12 pts.
CPIM Part 1	→ 82%	↑ 88%	↓ 79%	↓ 75%	↓ 78%	↓ 67%	↓ 80%	↓ 76%	82%	▬ 0 pts.
CPIM Part 2	↑ 85%	↑ 87%	↑ 84%	↑ 84%	↑ 81%	↑ 76%	↑ 86%	↓ 70%	74%	▲ 12 pts.
CSCP	↑ 80%	↑ 86%	↑ 77%	↑ 74%	↑ 82%	↑ 88%	↑ 76%	↑ 77%	69%	▲ 12 pts.

2019

CLTD	↑ 76%	↑ 79%	↑ 71%	↓ 64%	↑ 100%	↑ 67%	↑ 75%	↓ 58%	64%	▲ 12 pts.
CPIM Part 1	↓ 74%	↓ 78%	↓ 73%	↓ 69%	↓ 59%	↓ 60%	↓ 78%	↓ 60%	80%	▼ -6 pts.
CPIM Part 2	↑ 70%	↑ 74%	↑ 69%	↑ 73%	↓ 46%	↓ 44%	↑ 73%	↑ 73%	58%	▲ 13 pts.
CSCP	↑ 74%	↑ 78%	↑ 73%	↑ 69%	↑ 83%	↑ 80%	↑ 72%	↓ 47%	66%	▲ 8 pts.