Certified in Planning and Inventory Management

Requirements, Gap Analysis, and Selection

CPIM On-Demand Training for Self-Study Professionals

Are you preparing for the CPIM certification through self-study? As an experienced supply chain professional, you already have strong practical knowledge—but some topics may still need expert clarification. Fhyzics Business Consultants bridges that gap with on-demand, topic-oriented CPIM training sessions designed specifically for self-learners.

Whether you need guidance on a single concept or an entire module, our focused training helps you master complex areas quickly and confidently. Get personalized support, strengthen your exam readiness, and elevate your supply chain expertise—on your schedule.

Mobile: +91-900-304-9000 (WhatsApp)
Email: Certifications@Fhyzics.net

Requirements, Gap Analysis, and Selection

1. Defining Business Requirements

Business requirements describe what an organization needs to achieve through a new system, process, or solution. These requirements focus on expected outcomes such as improved accuracy, reduced lead times, enhanced visibility, or stronger decision-making. In CPIM environments, requirements often relate to planning, inventory control, MRP accuracy, supply chain visibility, and performance improvements. Clear, measurable requirements ensure that solutions align with operational and strategic objectives. Poorly defined requirements lead to system misalignment and implementation failures. Techniques include interviews, observation, and process analysis.

2. Functional and Nonfunctional Requirements

Functional requirements describe what a system must do, such as forecasting, lot sizing, safety stock calculations, and order scheduling. Nonfunctional requirements define system attributes—speed, reliability, security, scalability, and ease of use. Both are crucial for evaluating new planning or ERP systems. In CPIM, understanding functional requirements ensures the chosen solution can support core planning processes, while nonfunctional requirements guarantee long-term usability. Proper documentation ensures vendors understand needs and reduces risk of misinterpretation during implementation.

3. Stakeholder Identification and Analysis

This concept involves identifying everyone affected by the solution—operations, planners, purchasing, finance, IT,

suppliers, and customers. Each stakeholder has unique expectations and constraints. CPIM professionals must assess their influence, needs, and decision-making roles. Stakeholder analysis supports requirement gathering, risk identification, communication planning, and change management. Failure to involve key stakeholders often leads to resistance, misunderstanding, and project delays. Effective collaboration ensures solution acceptance and improves alignment with organizational goals.

4. Current State Process Mapping
Understanding the current state ("AS-IS") process is essential for identifying inefficiencies, gaps, and improvement opportunities. Tools include flowcharts, SIPOC diagrams, and value stream maps. CPIM professionals analyze activities, data flows, demand signals, manual steps, system integrations, and decision points. Current-state analysis reveals root causes of delays, errors, and waste in inventory, planning, and scheduling. It also establishes a baseline for future improvements. Mapping supports better requirement definition and justifies change.

5. Future State Process Design
Future-state ("TO-BE") process design defines the improved workflows, data flows, and system interactions needed to meet business objectives. It incorporates automation, better forecasting tools, cleaner data, and improved integration. CPIM professionals design future states based on best practices, lean principles, and system capabilities. The goal is to reduce waste, improve accuracy, strengthen planning, and enable real-time decision-making. Future-state models help stakeholders visualize how the new

process will operate and validate whether the requirements meet the organization's vision.

6. Gap Analysis Methods

Gap analysis compares the current state to the future state to determine what must change. Gaps may include missing system functionality, data inconsistencies, skill shortages, or inadequate process controls. CPIM professionals categorize gaps into people, process, and technology. The results guide improvement plans, system selection, training strategy, and change management. Gap analysis helps prioritize efforts and ensures resources focus on the most critical improvements. It also avoids implementing unnecessary features.

7. Prioritization Techniques

Not all requirements carry equal value. Prioritization techniques like MoSCoW (Must, Should, Could, Won't), weighted scoring, and value-versus-effort matrices help categorize requirements. CPIM environments benefit from prioritizing based on impact on planning accuracy, lead times, inventory levels, and customer service. Prioritization ensures essential functionality is addressed first and prevents scope creep. It also supports transparent decision-making among stakeholders and vendors.

8. Cost-Benefit Analysis

Cost-benefit analysis evaluates the financial impact of proposed solutions by comparing expected benefits—reduced inventory, improved accuracy, lowered labor—to implementation and ongoing costs. CPIM professionals

assess both tangible and intangible benefits. This analysis helps justify investments in new systems, automation tools, or process changes. A thorough cost-benefit evaluation supports strategic planning and strengthens executive buy-in. It also reduces risk of implementing cost-heavy solutions with marginal value.

9. Fit-Gap Analysis for System Selection
Fit-gap analysis evaluates how well a potential solution matches requirements. "Fits" are capabilities the system already provides; "gaps" are missing functionalities requiring customization or process modification. CPIM practitioners use fit-gap results to assess ERP, WMS, DRP, forecasting, or planning tools. The goal is to choose systems with maximum standard functionality and minimal customization. This reduces implementation time, cost, and risk. Fit-gap analysis also exposes integration challenges.

10. Vendor Evaluation and Scoring
Vendor evaluation assesses potential solution providers based on functionality, cost, support, training, reputation, and technology maturity. Scorecards and weighted criteria help ensure objective comparisons. CPIM professionals must evaluate whether vendors understand planning processes such as MRP, DRP, forecasting, and inventory control. A structured evaluation ensures the selected vendor aligns with long-term strategy and operational needs. This process prevents bias and ensures a reliable partner with strong implementation capability.

11. Request for Proposal (RFP) Development
An RFP outlines system requirements, evaluation criteria,

data volumes, workflows, and integration expectations. Vendors respond with solutions, pricing, and implementation details. For CPIM environments, RFPs help ensure accurate comparison of planning and inventory-related features. A strong RFP includes clear requirements, timeline expectations, and data needs. It reduces miscommunication, exposes vendor capability gaps, and ensures competitive cost proposals. RFP quality directly influences system selection success.

12. Change Readiness Assessment
Change readiness assesses how prepared the organization is for transformation. It examines leadership support, workforce skills, process maturity, culture, and capacity for change. CPIM professionals use readiness results to design training, communication plans, and phased implementation strategies. A readiness assessment ensures smoother adoption of new planning systems, forecasting tools, or process improvements. It reduces resistance and lowers implementation risks.

13. Data Requirements and Data Quality Assessment
Understanding data needs—and their current quality—is critical for planning system success. CPIM environments depend heavily on accurate BOMs, routings, lead times, safety stock, master data, inventory records, and supplier data. Data quality assessment identifies inconsistencies, missing fields, inaccurate history, and outdated standards. High-quality data ensures correct planning outputs, while poor data leads to flawed recommendations. Data assessment is a key step before system selection or implementation.

14. Risk Assessment and Mitigation Planning

Risk assessment identifies potential barriers such as system failures, poor adoption, insufficient training, inaccurate data, or budget overruns. CPIM professionals categorize risks based on likelihood and impact. Mitigation strategies include backups, phased rollouts, training programs, testing, and contingency planning. Strong risk management ensures successful process transformation and reduces disruptions in planning or inventory operations.

15. Process Standardization Requirements

Standardization ensures consistent execution across locations, teams, and systems. For CPIM, standardized processes improve planning accuracy, reporting, and supplier coordination. Before system selection, organizations must define standardized workflows such as forecasting cycles, order policies, safety stock methods, and replenishment logic. Standardization reduces complexity during implementation and boosts system performance.

16. Integration Requirements

Integration requirements define how new systems will interact with ERP, WMS, TMS, forecasting tools, or supply chain platforms. Integration is crucial for maintaining real-time data flow and eliminating manual inputs. CPIM professionals must understand message formats, data frequency, security, and system dependencies. Poor integration leads to inaccurate planning outputs, delays, and operational inefficiencies.

17. User Experience and Usability Requirements

A solution's usability affects adoption, productivity, and

accuracy. CPIM systems must offer clear dashboards, intuitive navigation, easy report generation, and fast access to planning screens. Understanding user experience requirements ensures planners, schedulers, buyers, and warehouse teams can effectively utilize the system. Good usability reduces training time and improves decision speed.

18. Training Requirements Assessment

Training needs vary across roles—planners, operators, supervisors, and managers. A training assessment identifies skill gaps and required competency levels. CPIM professionals must ensure training covers system functions, process changes, data entry rules, and analytical tools. Proper training improves adoption, reduces errors, and enhances system ROI. It must also address updates and continuous improvement.

19. Implementation Strategy Selection

Implementation strategies include phased rollout, big-bang, pilot testing, or parallel operations. The right approach depends on system complexity, readiness, and resource availability. CPIM professionals must align implementation strategy with organizational risk tolerance and business priorities. A strong strategy ensures minimal disruption to production, inventory, and customer service.

20. Post-Implementation Evaluation

After implementation, organizations must measure whether the solution meets requirements. Evaluation metrics include forecast accuracy, inventory reduction, service level

improvement, lead time reduction, and user adoption. CPIM professionals also analyze gaps that remain and recommend enhancements. Post-implementation review ensures continuous improvement, captures lessons learned, and validates system effectiveness.

*****

Micro-Learning Programs in Supply Chain Management & Procurement

Enhance your professional edge with Fhyzics Business Consultants' Micro-Learning Programs in Supply Chain Management and Procurement. Designed as focused, two-hour Executive Development Programs, these sessions deliver practical insights and tools to solve real-world business challenges. Conducted in small batches for personalized learning, participants gain a deeper understanding of key supply chain and procurement strategies that drive efficiency and profitability. Each participant receives a certificate of completion, adding value to their professional profile and career growth. Whether you aim to advance in your current role or explore new opportunities, this program equips you with the knowledge and confidence to excel.

Micro-Learning Programs in Supply Chain Management

1. Fundamentals of Supply Chain Management
2. Supply Chain Planning and Optimization
3. Demand Forecasting Techniques
4. Inventory Control and Management
5. Distribution and Logistics Strategy
6. Warehouse Layout and Operations Efficiency
7. Supply Chain Risk Management
8. Supply Chain Performance Metrics (KPIs)
9. Lean Supply Chain Practices
10. Agile and Responsive Supply Chains
11. Sales and Operations Planning (S&OP)
12. Supply Chain Network Design
13. Supply Chain Digital Transformation
14. AI and Data Analytics in Supply Chain
15. Supply Chain Sustainability and Green Logistics
16. Reverse Logistics and Returns Management
17. Supply Chain Collaboration and Integration
18. Supplier Relationship Management in SCM
19. Global Supply Chain Strategy
20. Transportation Management Systems (TMS)
21. Inventory Optimization Models
22. Demand-Driven MRP (DDMRP) Concepts
23. Blockchain Applications in Supply Chain
24. Supply Chain Cost Reduction Techniques
25. SCOR Model and Process Improvement

26. Capacity Planning and Resource Allocation
27. Managing Supply Chain Disruptions
28. End-to-End Supply Chain Visibility
29. Cold Chain Logistics Management
30. Supply Chain Compliance and Ethics
31. Import–Export Procedures and Documentation
32. Managing Third-Party Logistics (3PL) Providers
33. Supply Chain Collaboration Technologies
34. Production Planning and Scheduling
35. Strategic Supply Chain Design Using Case Studies
36. Circular Economy in Supply Chain
37. Vendor-Managed Inventory (VMI)
38. Transportation Optimization Techniques
39. E-Commerce Supply Chain Models
40. Omni-Channel Fulfillment Strategies
41. Warehouse Automation and Robotics
42. SCOR DS Roadmap for Supply Chain Excellence
43. Customer-Centric Supply Chain Strategies
44. Supply Chain Finance and Working Capital Management
45. Supply Chain Data Visualization Using Power BI
46. Strategic Sourcing in Supply Chain Context
47. Supply Chain Benchmarking and Best Practices
48. Integrated Business Planning (IBP)
49. Supply Chain in Crisis Management and Recovery
50. Future Trends and Technologies in Supply Chain

Micro-Learning Programs in Procurement

1. Fundamentals of Procurement Management
2. Strategic Sourcing and Category Management
3. Supplier Selection and Evaluation
4. Contract Management Essentials
5. Cost and Price Analysis in Procurement
6. Negotiation Strategies for Procurement Professionals
7. E-Procurement and Digital Tools
8. Procurement Planning and Budgeting
9. Risk Management in Procurement
10. Supplier Relationship and Performance Management
11. Sustainable and Ethical Procurement
12. Total Cost of Ownership (TCO) Analysis
13. Make-or-Buy Decision Frameworks
14. Procurement Policies and Governance
15. Procurement in Public vs. Private Sectors
16. Procurement Audit and Compliance
17. Procurement Data Analytics and Reporting
18. Procurement Scorecards and KPIs
19. Strategic Supplier Partnerships
20. Category Strategy Development
21. Managing Global and Offshore Procurement
22. Negotiation Simulation Workshop
23. Contract Law for Procurement Managers
24. Cost Reduction Strategies in Procurement
25. Supplier Risk Assessment Models

26. Procurement Process Mapping and Improvement
27. Procurement Automation and AI Applications
28. Managing Procurement Teams Effectively
29. Procurement Ethics and Transparency
30. Procurement in the Digital Supply Chain
31. Vendor Consolidation Strategies
32. Spend Analysis and Optimization
33. Demand Forecasting for Procurement
34. E-Auction and Reverse Bidding Techniques
35. Inventory and Procurement Alignment
36. Procurement in Project-Based Organizations
37. Supplier Onboarding and Development
38. Procurement Market Intelligence
39. Measuring Supplier Innovation
40. Procurement in Times of Supply Disruption
41. Cross-Functional Collaboration in Procurement
42. Writing Effective RFPs, RFQs, and RFIs
43. Contract Negotiation Best Practices
44. Green Procurement and Circular Economy
45. Legal Aspects of Procurement Contracts
46. Performance-Based Contracting
47. Procurement Leadership and Strategic Influence
48. Cost Avoidance and Value Creation in Procurement
49. Managing Procurement with Power BI Dashboards
50. Future Skills and Trends in Procurement

Fhyzics Business Consultants Pvt. Ltd.
Professional Training Partner of ASCM, USA
www.Fhyzics.net

ASCM Referral Code
XEFHYZ88

Certifications@Fhyzics.net
+91-900-304-9000

CPIM aspirants may buy the CPIM Learning System and Examination Credits directly through ASCM Portal. When purchasing CPIM Examination Credit, please enter Referral Code **XEFHYZ88** to receive CPIM Recertification Guidance for life.