MASTER OF INDUSTRIAL DISTRIBUTION
DEVELOPING DISTRIBUTION LEADERS SINCE 2001

Industrial Distribution
COLLEGE OF ENGINEERING
mid.tamu.edu
MASTER OF INDUSTRIAL DISTRIBUTION

GLOBAL PROJECT PROCESS

1. Market Research
2. Project Preparation
3. Determine Industry Solutions
4. Final Recommendation Reporting

LEADERS IN DISTRIBUTION
CO-TAUGHT BY INDUSTRY
B2B FOCUSED CONTENT
ASYNCHRONOUS LEARNING
POWERFUL NETWORK
DESIGNED FOR WORKING PROFESSIONALS

“I set out to become more diversified in providing value to my company, and the MID program provided that path. Now I can help improve things from an operation side while also successfully managing sales.”

Brett Socha, MID ’22, MBA
US Strategic and Key Account Manager
ChampionX
# Program Overview

## Campus Location
- College Station, Texas

## Length of Program
- 21 Months
- Study While Working Full-Time

## Degree Format
- 4-Day Residency Class Each August
- Aggie Ring Eligible
- Capstone Presentation & Graduation in College Station

## Global Distribution Project
- Global Project with Industry and Optional Trip

## Start Dates
- August of Each Year

## Admission
- 3 Rounds - August 1 | December 31 | *April 30
- Priority Round Until August 1 *FEE WAIVER*
  *Rolling admissions based on capacity

## Program Cost
- $54,000* tuition & fees + travel to campus *per BOR approval
The Capstone Project is designed to develop your project implementation skills, demonstrate your capability to your employer and provide an immediate impact/ROI.

"The MID program connects cutting-edge distribution research with real world business applications, arming graduates with a deep understanding of distribution concepts and the broad knowledge required to strategically lead their organizations through the constantly-evolving landscape of industrial distribution.”

RENATA MORGAN, MID ’21
GENERAL MANAGER, BUSINESS ADMINISTRATION, CENTURY A/C SUPPLY

"MID challenged me to critically think about the dynamic environment in which my supply chain exits. The skills learned prepared me to lead during one of the most challenging times in history.”

JASON JACOBS, MID ’20
CATEGORY MANAGEMENT MANAGER, LOCKHEED MARTIN

"Developing my capstone project has given me greater confidence in my decision-making and goal setting, as I was encouraged to research deeply and let data be my guide.”

JONATHAN BERLETH, MID ’22
CUSTOMER SERVICE MANAGER, BRAY CONTROLS USA

"JUST DO IT! Do not put off thinking that there will be a better time in your life to get it done. There is never a better time than now to invest in yourself and tackle a program like the MID degree - which is geared directly towards working professionals.”

ASHLEY POINTON, MID ’23
SUBCONTRACT ADMINISTRATOR, LOCKHEED MARTIN
COURSE OVERVIEW

YEAR 1

AUGUST | RESIDENCY WEEK
Academic Overview & Student Resources · Distribution Competitiveness Guide · Faculty Connection & Course Previews · Peer Networking and Former Student Panel · Aggie Experience: History and Traditions

FALL
IDIS 650: The Science of Distribution
Distribution Strategy · Sustained Competitive Advantage · Optimizing Distributor Profitability · Framework · Financial Framework · Opportunity & Capability · Value Added Services · Relationship Management
IDIS 652: Digital Distributor
Digital Transformation · Analytics Framework · Business Insights · Marketing / Branding · Omni Channel Experience · eCommerce · Social Media · Software Selection & Implementation · AI, Bots & IoTs

SPRING
IDIS 651: Distribution Customer Experience
Customer Stratification · Customer Insights Pricing Science · Value Proposition Design · Value Creation · Market Intelligence · Digitizing the Sales Process · Changing Role of Sales Force · Customer Engagement
IDIS 654: Distribution Channel Development
Role of Distributor · Supplier Selection & Mgmt. · Channel Management Methodology · Design Channel Goals · Developing Channel · Value Proposition · Manage Channel Alignment · Adapting to Channel Forces

SUMMER BREAK & CAPSTONE PREPARATION
IDIS 660: Distribution Capstone Project - Part I
Distribution Transformational Project · Problem Identification · Steering Committee Presentation · Background Research

YEAR 2

AUGUST | RESIDENCY WEEK
Capstone Project Process & Resources · Capstone Project Advisor Breakout Sessions · Faculty Connection & Course Previews · Peer Networking and Former Student Panel · Aggie Experience: Aggie Ring & Network

FALL
IDIS 653: Distribution Operational Excellence
Inventory Stratification · Forecasting · Purchasing Policies · Warehouse Mgmt. · Network Optimization · Transportation · Lean Distribution · Value Stream Mapping
IDIS 657: Distribution Growth, Models, and Drivers
Market expansion · Growth drivers · Generating Growth · Managing Growth · Sustaining Growth · Sales & Marketing · Case Studies · OPTIONAL Global Trip
IDIS 665: Distribution Capstone Project - Part II
Distribution Transformational Project · Steering Committee Meeting · Data collection/analysis · Solution / Recommendation Development · Mid-Project Critical Review

SPRING
IDIS 656: Leading People and Managing
Performance in Distribution Culture · Change Management · Talent Planning · Talent Acquisition · Talent Management (Sales Management) · Talent Development · Talent Retention · Employee Engagement · High-Potential & Leadership Development
IDIS 658: Distribution Capstone Project - Part III
Distribution Transformational Project · Final Recommendation · ROI Calculation · Final Steering Committee Presentation · Final Report · Graduation

mid.tamu.edu
TOP 25 MID STUDENT
Job Titles

- Sales Representatives
- Regional Managers
- Branch Managers
- District Managers
- Area Managers
- Account Managers
- Supply Chain Managers
- Analyst
- Business Development
- Buyers / Procurement
- Project Manager/Engineer
- Operations Managers
- Executive Account Managers
- Logistics Managers
- President
- Inventory Coordinators
- Director
- Vice President
- COO
- Manufacturers Rep
- CEO
- CFO
- Specialized Managers
- Technician
- Engineer

Most Notable CHANNELS

- Electrical
- HVAC
- Construction
- Electronics
- Automation
- Safety & HSE
- Industrial
- Manufacturing
- Wholesale
- Plumbing
- DOD
- PVF
- Oil & Gas
- Chemical
- Manufacturing
- Safety & HSE
- Electronics
- Construction

CLASS PROFILE

- 70% MALE
- 30% FEMALE
- 86% TX RESIDENT
- 16% NON TX RESIDENT
- 10% STUDENTS WITH A GRADUATE DEGREE
- 15% TEXAS A&M FORMER STUDENT
- 27% VETERAN & ACTIVE DUTY

AVERAGE WORK EXPERIENCE

- 13 YEARS

AVERAGE AGE

- 33

PROFESSIONALS FROM

- CA • GA • LA • ID • IL
- MA • NC • NE • NJ
- NM • OH • OK • PA
- SC • TX • VA • WA
- Canada
- Germany
- Iraq
- Thailand

TOTAL CLASS SIZE

- 45 PROFESSIONALS
# Master of Industrial Distribution

## Program Cost

### Total Program Cost

<table>
<thead>
<tr>
<th>Year 1</th>
<th>All Students</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fall</strong></td>
<td>$10,800</td>
</tr>
<tr>
<td><strong>Spring</strong></td>
<td>$10,800</td>
</tr>
<tr>
<td><strong>Summer</strong></td>
<td>$3,600</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 2</th>
<th>All Students</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fall</strong></td>
<td>$14,400</td>
</tr>
<tr>
<td><strong>Spring</strong></td>
<td>$14,400</td>
</tr>
</tbody>
</table>

### Total Cost

- **$54,000**

### With Priority Admission Scholarship*

- **$53,000**

*2023-2024 tuition and fees are subject to increase and are subject to approval by the Texas A&M University System Board of Regents. The Priority Admission Scholarship is awarded on August 1 to admitted incoming students and applied in the first Fall Semester.

## What Is Included

- An iPad Pro with keyboard
- All eBooks, case studies and course material
- Residency Week hotel accommodations
- Residency Week meals and transportation
- Optional Global Trip
- Capstone Project Presentations and Graduation hotel accommodations

## What Is Not Included

- Travel to and from College Station, Texas
- Travel to and from optional Global Trip location

## Cost Comparison

<table>
<thead>
<tr>
<th>Program</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Columbia University MS Operations Research</td>
<td>$65,800</td>
</tr>
<tr>
<td>University of Southern California MS Global Supply Chain Management</td>
<td>$73,000</td>
</tr>
<tr>
<td>Southern Methodist University Professional MBA</td>
<td>$102,350</td>
</tr>
<tr>
<td>Texas A&amp;M University Professional MBA</td>
<td>$110,000</td>
</tr>
<tr>
<td>University of Texas at Austin Professional MBA at Houston</td>
<td>$119,925</td>
</tr>
<tr>
<td>Rice MBA for Professionals 2 yr. weekend</td>
<td>$120,400</td>
</tr>
</tbody>
</table>

*Data from respective University websites as of January 2022

mid.tamu.edu
7 STEPS TO MID ADMITTANCE

1. Request for Information
   mid.tamu.edu

2. Attend an Info Session
   Connect with former MID students to get questions answered
   tx.ag/MIDRSVP

3. Select & Identify
   • Discuss with your personal stakeholders
   • Investigate financial support options

4. Complete & Submit Application
   CAS Application
   Letters of rec., Essays (3), Transcripts, Resume
   tx.ag/MIDapp

5. Complete & Submit Application
   tx.ag/MIDapp

6. Applicants Reviewed by Admissions Committee
   Decisions mailed within 4-6 weeks of round deadline

7. Acceptance of Admission Returned by Offer Deadline
   (if applicable)

APPLICATION DEADLINES

ROUND 1
August 1

ROUND 2
December 31

ROUND 3
April 30

*Enrollment is limited per cohort

MASTER OF INDUSTRIAL DISTRIBUTION
mid.tamu.edu
Texas A&M Engineering’s online engineering graduate program

RANKED #1 IN TEXAS

#7 IN THE UNITED STATES
by U.S. News & World Report
Master of Industrial Distribution

COLLEGE OF ENGINEERING

mid@tamu.edu
979.458.2291

#tamumid