MASTER OF
INDUSTRIAL DISTRIBUTION
DEVELOPING DISTRIBUTION LEADERS SINCE 2001
Industrial Distribution
COLLEGE OF ENGINEERING
mid.tamu.edu
“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
26 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.

MOBILE LEARNING
IPAD PRO, EBOOKS & APPS PROVIDED

JULY–AUG
PROBLEM STATEMENT
BACKGROUND RESEARCH

SEPTEMBER
STEERING COMMITTEE MEETING

OCTOBER
BACKGROUND RESEARCH
DATA COLLECTION

NOVEMBER
DATA ANALYSIS

DECEMBER
SOLUTION DEVELOPMENT

JANUARY
MID-TERM STEERING COMMITTEE UPDATE

FEBRUARY
FINAL RECOMMENDATIONS
VALUE/BENEFIT – ROI

MARCH
FINAL PROJECT PRESENTATION TO STEERING COMMITTEE

APRIL
FINAL PROJECT REPORT

MAY
CLASS PRESENTATION & GRADUATION

“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

“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

“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

“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 Overview · 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

### Summer Break & Capstone Preparation

**IDIS 660: Distribution Capstone Project - Part I**
- Distribution Transformational Project · Problem Identification · Steering Committee Presentation · Background Research

### 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 664: Distribution Profitability Analysis**
- P&L · Balance Sheet · Income Statement · Cash Flow · Internal Rate of Return · Time Value of Money · Net Present Value · Capital Investment Decisions · Mergers & Acquisitions · Risk Management

### 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 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

**IDIS 670: Distribution Capstone Project - Part III**
- Distribution Transformational Project · Final Recommendation · ROI Calculation · Final Steering Committee Presentation · Final Report · Graduation

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(mid.tamu.edu)
TOP 25 MID STUDENT
Job Titles
★ Sales Representatives  ★ Logistics Managers
★ Regional Managers    ★ President
★ Branch Managers      ★ Inventory Coordinators
★ District Managers    ★ Director
★ Area Managers        ★ Vice President
★ Account Managers     ★ COO
★ Supply Chain Managers ★ Manufacturers Rep
★ Analyst              ★ CEO
★ Business Development ★ CFO
★ Buyers / Procurement ★ Specialized Managers
★ Project Manager/Engineer ★ Technician
★ Operations Managers  ★ Engineer
★ Executive Account Managers

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

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
- 22% < 6 YEARS
- 24% 6-10 YEARS
- 29% 11-20 YEARS
- 18% 21+ YEARS
AVERAGE AGE
- 33
- 38% < 30 YEARS
- 37% 30-40 YEARS
- 18% 41+ YEARS

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
mid.tamu.edu
TOTAL PROGRAM COST

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>ALL STUDENTS</th>
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<tbody>
<tr>
<td>FALL</td>
<td>$10,800</td>
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<tr>
<td>SPRING</td>
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<td>SUMMER</td>
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<th>YEAR 2</th>
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<tbody>
<tr>
<td>FALL</td>
<td>$14,400</td>
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<tr>
<td>SPRING</td>
<td>$14,400</td>
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</table>

TOTAL COST: $54,000

With Priority Admission Scholarship*: $53,000

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 of the MID Program to Various Professional MBA and Graduate Programs

<table>
<thead>
<tr>
<th>Program</th>
<th>Cost</th>
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</thead>
<tbody>
<tr>
<td>Columbia University MS Operations Research</td>
<td>$65,880</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>
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<tr>
<td>Texas A&amp;M University Professional MBA</td>
<td>$110,000</td>
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<tr>
<td>University of Texas at Austin Professional MBA at Houston</td>
<td>$119,925</td>
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<tr>
<td>Rice MBA for Professionals 2 yr. weekend</td>
<td>$120,400</td>
</tr>
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</table>

*Data from respective University websites as of January 2022

*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.
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 Engineering 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
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

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