



The ACA Group is an alliance of operations and supply chain experts.

Operational Performance Improvement Newsletter

Strategies for Improving Business Performance

August, 2015

 Send to a Colleague

Welcome

We hope you enjoy this month's newsletter with a nice mix of collaboration and ERP - a needed combination for business success. Please give us feedback as we'd love to tailor our blog to your needs.

Remember to join our ACA Group members as we speak at upcoming events: Andy Pattantus is speaking at APICS San Fernando Valley on Sept 10th on [Risk Management](#), Lisa Anderson is speaking at the APICS International Conference on Oct. 6th on [Priming Your Supply Chain for the Amazon Effect](#) and Doug Howardell is leading a workshop at APICS San Fernando Valley on Nov. 18th on [ERP 101](#). Here's a [short video](#) to give you an idea of what Lisa will cover about the Amazon Effect. Please join us.

If you have questions or would like to learn more about how you can work with us, please contact us.

Enjoy the last of summer!

Manufacturers See the Critical Importance of Collaboration

By [Lisa Anderson, MBA, CSCP](#)

The ACA Group Partner Spotlight

According to a recent KPMG survey on the Global Manufacturing Outlook, executives are thinking about innovation.



81% are altering their business models to encourage collaboration with customers, suppliers and other partners to "improve the value of their innovation investments". Speed is critical. Thus, a key question is how to speed up the innovation cycle - and how do we make sure results follow?

Are you collaborating with your customers and suppliers? How about internal resources? SIOP (sales, inventory and operations planning) is a great vehicle for ensuring this collaboration occurs. I've seen dramatic improvements in lead time, service levels, capacity preparedness for growth, margins and cash (inventory levels) as I partner with my clients to implement SIOP.

[Read the rest of the article](#)

MRP/ERP Education - The Key to Successful Implementation

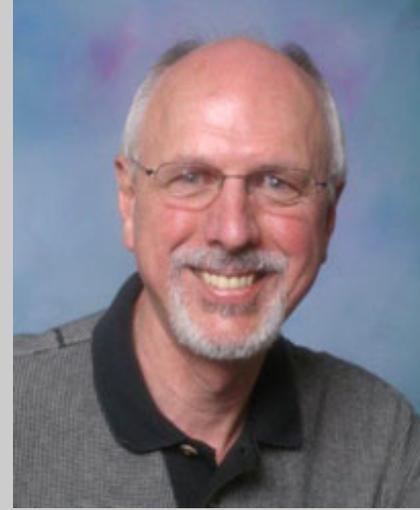
By [Doug Howardell, CPIM, PMP](#)

You've been at the ERP implementation for months or even years. You've spent typically 3% to 6% of your gross annual sales to make it happen. And



now the big day has come. You've thrown the switch. It's alive! So now what? What do you, yes you, the senior executives of the

company do differently today then you did yesterday? The correct answer is everything, but we'll focus on three specific items.



James P. Strong, CPIM,
CPM, CSCP

Focused on "Supply Side" management, a strategy for improving profitability and competitive advantage.

Jim Strong is an independent consultant and trainer. He has over 20 years management and consulting experience, and has product and process knowledge in pharmaceuticals, electronics, plastic and rubber molding, metal fabrication, and aerospace products. [more](#)

Service Focus:

Organizational
Development

Significant
organizational
change does not
fail in formulation;



- Organizational Design
- Process Design
- Business Metrics

The major difference between a modern ERP system and your old legacy systems is integration. You've gone from a series of independent and interfaced systems to a single interdependent system. That changes everything. Integrated ERP systems make users highly interdependent like a high wire trapeze act. Any slip by even one person can cause the act to fail and may cause everyone to fall. But when the teamwork is well executed, the result can be thrilling.

If executives', from the "C" group down (CEO, CFO, CIO, etc.), attitudes, approaches and daily behaviors do not change, the implementation has not reached its potential.

[Read the rest of the article](#)

The ACA Group:

Additional Resources

Access [The ACA Group](#) library of materials on [Enterprise Resource Planning](#), [Organizational Development](#), [Lean Enterprise](#) and [Supply Chain Management](#).

it fails in implementation.

In our combined experience across projects ranging from implementing and successfully transforming organizations with multi-million dollar ERP systems to lean philosophies to sales and operations planning programs and merger and acquisition integration, the common element to achieving bottom line business results is our focus on organizational development.

Although technical expertise is integral to success, the critical success factors go back to people and culture.

- Navigating culture change
- Partnering on change management initiatives
- Coaching & mentoring leaders
- Encouraging and designing cross-functional coordination and teamwork

We also have countless articles on organizational development. Grab a few tips on our articles page .



UPCOMING EVENTS

APICS-SFV Risk Management Dinner Meeting

September 10, 2015

Granada Hills, Calif.

APICS CSCP Classes

September 19, 2015

Corona, Calif.

APICS International Conference

October 5-7, 2015

Las Vegas, Nevada

Mark Your Calendars:

APICS-IE Fall Executive Panel & Networking Symposium

"Growth: the Good, the Bad & the Ugly for Mfg & Logistics"

November 14, 2015

Corona, Calif.



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The ACA Group

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STAY IN TOUCH



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