



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

Operational Performance  
Improvement Newsletter

Strategies for Improving Business Performance

December, 2015

 Send to a Colleague

## Welcome

We wish you a Happy New Year!

As we head into the New Year, it is a great time to think about your strategy and plans. What should you focus on to best support your customers and improve your business results? We find that success can often be as simple that.



What we've found to drive HUGE results across our clients can often be a good place to start. Thus, one of our feature articles addresses this topic while the other talks about further leveraging systems for success since many of our clients are heading down this path as well. Please send us your feedback and ideas.

If you are interested in partnering with us to kick off 2016 on a strong foot of operational improvement, please [contact us](#).

Executive's Three Roles in  
Successful ERP Implementation

The ACA Group  
Partner Spotlight



As I've said before, an ERP implementation is a complex undertaking. One of the most critical success factors is an

engaged and committed executive sponsor. While an engaged and committed executive sponsor won't guarantee success, the lack of one will guarantee failure. Based on my experience over many, many ERP implementations, I've come to see that the executive sponsor has at least three critical roles:

1. Defines the vision and provides active sponsorship
2. Selects and supports the team
3. Endorses the team's decisions and makes timely decisions, when needed

**Critical Role 1.** Defines the vision and provides active sponsorship

An ERP implementation starts with top management recognizing that something fundamental in the company has to change. In Executive Summary number 2, "Three Reasons to Implement a New ERP System," I define three categories of fundamental change that drive the need for a new ERP system.

- Improvements to profitability and/or cash flow,
- Solving problems with existing systems or lack of systems, and
- Improvements to on-going operations.

Whatever the decision driving the implementation of a new system, the executive sponsor has to

[Read the rest of the article](#)

What's Driving HUGE Results in



**Andy Pattantus, CPIM**  
**Strategic Modularity, Inc**

**A leading expert on LEAN manufacturing, and strategic, facility and automation planning.**

Andy Pattantus has over 25 years of experience in developing, designing and implementing manufacturing systems, ranging from low volume "single piece flow" to high speed manufacturing systems exceeding 300 parts per minute throughput. [more](#)

Service Focus:

**Organizational  
Development**

**Start Your  
New Year  
with**



**Training & Development**

In addition to consulting on

# Manufacturing & Distribution

By Lisa Anderson, MBA, CSCP

As the year winds down, it seems like a great time to "take stock" - what is "hot"? I am not a fan of fads - although many fads such as lean manufacturing are right "on the money" from many respects, there is no magic pill in going down the lean path. That's true with most other touted manufacturing programs - Six Sigma, Theory of Constraints, SIOP, and the like. Instead, what really works?



If I look across my clients which span \$5 million dollar family-owned companies to \$50 million multi-generation companies to \$100 million dollar private equity backed companies to \$25-250 million dollar facilities of multi-billion dollar companies, what's "hot" has much in common. As my mentor from early in my career used to say, he paid attention when I said "HUGE". I never realized I used that word until he pointed it out to me. Thus, here are those that consistently drive HUGE results:

1. **Blocking & tackling** - Seems quite boring; however, it is consistently the most overlooked secret to success. Interestingly, one of my speeches this past year was requested solely for this reason - inventory accuracy never goes out of style! What are you doing to make sure your basics are in place?

[Read the rest of the article](#)

organizational development topics, we also provide training and development. It is a core element of the ACA toolkit and includes:

- ERP/ MRP
- Lean Operations
- Inventory Management and Distribution
- Project Management
- Team Building
- Customer Service
- APICS Certification Review, CPIM, CSCP
- Sales & Operations Planning, (SIOP)

All of classes will be conducted in-house at the clients' facilities. We can also develop or customize classes tailored to your specific needs, or industry. Our associates/ instructors are all highly experienced, and are professionally certified by APICS, ISM, PMI, and other professional societies.

**We partner with our clients to achieve results and align training with business objectives!**

**Learn More [here](#).**

The ACA Group:

## Additional Resources

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



## UPCOMING EVENTS

### **LEAN Enterprise Workshop**

**January 16, 2016**

**Corona, Calif.**

### **West Coast Student Case Competition**

**Feb 19-20, 2016**

**Burbank, Calif.**

### ***Mark Your Calendars:***

**APICS-IE Spring Executive Panel & Networking Symposium**

**April 30, 2016**

**Corona, Calif.**

***Registration Link Coming Soon***



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STAY IN TOUCH



