



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

Operational Performance Improvement Newsletter

Strategies for Improving Business Performance

July, 2015

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Welcome

This month, our feature articles focus on how to ensure a successful ERP implementation - and having a solid foundation underneath (data integrity). As mundane as these might seem, we have found that our clients that prioritize these topics thrive whereas those that ignore them suffer. Check out our tips for success. We welcome your feedback and debate.

Speaking of feedback, we'd love to hear about which topics are of most interest to you. Many of our clients are growing and thinking about how to leverage technology and improved processes to not only grow successfully but also to ensure profitability. What is most important to you and your business success?

We are excited that several of our ACA Group members will be speaking in the next few months. Andy Pattantyus 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 are interested in partnering with us to drive bottom line results, please [contact us](#).

[Four Steps for a Successful ERP Implementation](#)

[The ACA Group Partner Spotlight](#)

By Doug Howardell, CPIM, PMP



Experienced executives know an ERP implementation is a complex undertaking whose success is by no means assured. Studies

have shown that it is an endeavor that fails almost as often as it succeeds. Talk to any executive who has been through an implementation and they will be sure to have war stories to share . Companies spend up to six percent of one year's gross revenue on an implementation - an investment too large to be wasted in a failure. The only way to ensure successful ERP implementation is to follow these four steps:

1. Define success
2. Plan for success
3. Execute for success
4. Manage for success

Step 1: Define Success

Before we even launch an ERP implementation, we must define success. Success cannot be defined as completing the project to replace the old systems on schedule and on budget because completing the project on time and on budget is necessary, but not sufficient. Success must be defined as achieving the return on investment

[Read the rest of the article](#)

Build a Solid Foundation with Data Integrity

By Lisa Anderson, MBA, CSCP



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:

Supply Chain Management

Deliver Bottom Line Results



Our view of the supply chain is from our supplier's supplier to our customer's customer

I recently was talking with a key client about the importance of building a foundation for new processes, and it sparked the idea for this article. If there is one common



problem my client's experience, it is the desire to rush "building the foundation" - whether of a process, system, culture, etc. Don't give in to the temptation; instead, invest in building a solid foundation and you'll end up with a better - and typically quicker - result than the rest.

When it comes to systems, the key to the foundation is addressing data integrity. Garbage in creates garbage out is not just a saying; it is a certainty. Thus, what types of data should we review?

1. **Inventory accuracy** - If you do not have accurate inventory (within a reasonable tolerance), nothing else will "work". Thus, start here.
2. **Item numbers** - Do you have a bunch of junk included in your item numbers? Clean up obsolete part numbers. Consider labeling slow-moving so that you can pick them out quickly.

[Read the rest of the article](#)

inclusive of all elements in-between. It's no wonder executives are turning to their supply chain leaders to find out how to:

- Compress lead times
- Elevate service and delight customers
- Improve margins & profitability
- Accelerate cash flow
- Increase productivity and profitability

We partner with our clients to achieve results and align sourcing 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

APICS CSCP Classes
September 19, 2015
Corona, Calif.

APICS International Conference

**October 5-7, 2015
Las Vegas, Nevada**

APICS SFV Exam Cram Workshop: Basics of Supply Chain

**October 29, 2015
Santa Clarita, CA**

Mark Your Calendars:

APICS-IE Fall Executive Panel & Networking Symposium

**November 14, 2015
Corona, Calif.**



The ACA Group is an alliance of operations and supply chain management experts who partner with organizations to improve business performance



The ACA Group

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