



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

## Operational Performance Improvement Newsletter

*Strategies for Improving Business Performance*

*June, 2015*

 Send to a Colleague

## Welcome

Hard to believe the 2nd quarter has ended. Are you on track for your full year plans? Do you need to accelerate progress? We find that it is a great time to take a pulse of your organization's progress - review core metrics, ask key employees how they are doing, and proactively search for opportunities to pursue before year-end.

This month, we are highlighting growth topics again - warehouse space and ERP systems. Almost every client is growing in today's business environment - and some at dramatic rates. Which people, culture, process, systems, and strategy upgrades are needed to achieve these aggressive growth plans? Remember, as my mentor says, if you aren't growing, you are declining. Which position would you rather be in?

If you are interested in improving your organization's supply chain management results, selecting and/or implementing the optimal ERP system for business success, providing training, coaching and change management for your leaders or becoming a lean organization, this newsletter is for you. In addition to our feature articles, there are countless articles in our archives.

As always, please let us know your ideas and feedback for future articles. Also, please note our upcoming events. There are several excellent opportunities to prepare your supply chain for growth and success.

If you are interested in hearing more about how you could partner with us to drive bottom line results, please contact us.

Business Growth: 'I've Run Out

The ACA Group

## of Space'

By Lisa Anderson, MBA, CSCP

One of those frequent and frustrating problems with growth can be space. Who has heard, "I've run out of space! What should we do?" Unfortunately it is not uncommon.



The problem with this situation is that there are numerous causes and solutions - including this is exactly the problem I wanted to create. Recently I've been working with a few highly seasonal clients. Space can be a dilemma in planning how to navigate these seasonal patterns. Additionally, running out of space is always a concern for growing clients. So, what should we do?

Make it a part of your planning process. For example, planning for space is one of the outputs of a SIOP (sales, inventory and operations planning) process. When you implement this best practice process, it is absorbed into the monthly process flow and trade-offs are continually evaluated. You'll find countless articles on SIOP by searching my blog.

[Read the rest of the article](#)

## Three Reasons to Implement a New ERP System

By Doug Howardell, CPIM, PMP

## Partner Spotlight



**LISA ANDERSON**, MBA,  
CSCP  
LMA Consulting Group

**Leading expert in selecting & implementing strategic priorities**

Lisa Anderson is known for her unique ability to zero in on the critical strategic priorities and bridge the gap between strategy and execution to achieve dramatically improved service levels, accelerated cash flow and increased profits. [more](#)

Service Focus:

Enterprise  
Resource Planning

Get More Out of Your ERP



In my experience, implementing a new Enterprise Requirements Planning (ERP) system can be an

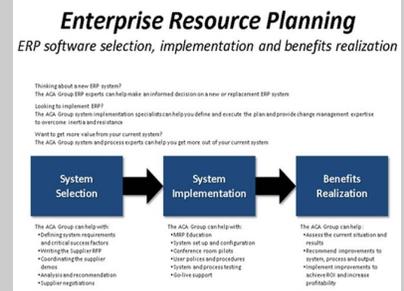
expensive and risky undertaking. I advise my executive clients that the decision to replace the existing system or to implement their first ERP system should be driven by one or more of the following three Decision Drivers.

1. To improve profitability and cash flow
2. To solve problems with existing systems
3. To improve operations

### Decision Driver 1. Improve profitability and cash flow

Executives are always looking for ways to improve profitability and cash flow. Good ERP systems can help by reducing costs of material and labor, and driving faster through put. A modern ERP system can help improve your basic planning and control functions which leads to reduced inventory, reduced WIP, and reduced direct and in-direct Labor. Additionally, good

[Read the rest of the article](#)



The ACA Group system and process experts can help with:

- Defining system requirements and critical success factors
- Writing the Supplier RFP
- Coordinating the supplier demos
- Analysis and recommendation
- Supplier negotiations

**Learn more about our services. Get free resources [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

### Exam Cram Workshop

**July 9, 2015  
Valencia, Calif.**

**CSCP Prep Class  
September 19, 2015  
Corona, Calif.**

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

**APICS-IE Fall Executive Panel & Networking Symposium  
November 14, 2015  
Corona, Calif.**



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