



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

Operational Performance Improvement Newsletter

Strategies for Improving Business Performance

October 2015

 Send to a Colleague

Welcome

Happy Halloween! As we head into the holiday season, it is a good idea to prepare for continued growth and success with the distraction the holidays can bring. We've seen that our clients are growing rapidly in 2015. Growth is more fun yet also more challenging to prepare for than downsizing without a doubt. What are you doing to make sure you have the right infrastructure, people, processes, systems, and organizational culture to keep this growth going into 2016 and beyond?

Speaking of growth, one of our ACA alliance members Lisa Anderson's APICS Inland Empire Chapter is having an executive panel and networking symposium on Nov 14th about just this topic. There will be executives from manufacturers, distributors, the Chair of APICS, a member of the Southern California Roadmap 2025 and more on the panel. **We'd like to personally invite you to join us at the symposium.** APICS members are \$10 and non-members are \$25; students are \$0. For the first 3 ACA newsletter subscribers that register, we'll give free passes. Just register to pay at the door and drop me an email.

The APICS San Fernando Valley also continues with this theme at their ERP 101 workshop on November 18th. ERP systems can be an important to supporting your ability to grow successfully. For example, we are working with a client currently to select and implement an ERP system because they outgrew Quickbooks with rapid growth and are positioned to double their business within a year. How are you positioned?

Empower Your People to Grow

By Lisa Anderson, MBA, CSCP



Businesses must capture opportunities rapidly to outpace their competition. Thus, it is even more important to be the

best at identifying, prioritizing, and implementing opportunities which will deliver bottom line business results. The time to leapfrog your competition is now.

Why is empowerment the key to success? Empowered employees achieve substantial results which also tie directly to what's required to succeed in the new normal: 1) Reduce costs & delays. 2) Deliver exceptional service. 3) Innovate in alignment with vision.

Or, just think about the Ritz Carlton. Their employees are empowered and will make sure their customers are happy. If you've experienced

[Read the rest of the article](#)

How to Measure the Performance of Your ERP System

By Doug Howardell, CPIM, PMP

You went through all the effort and expense of implementing a new ERP system, so how is it working out? Do you have a way of measuring how well it's being used?

An ERP implementation is usually a sizable

The ACA Group Partner Spotlight



Ellen Kane, CPIM

Focused on solving manufacturing and distribution problems in a practical, understandable way through well-defined systems and ERP.

Ellen Kane has over 20 years of experience in designing and implementing manufacturing and distribution systems (both computer and manual) to solve "real world" problems. She has held data processing and line management positions in several manufacturing companies. [more](#)

Service Focus:

ERP

investment in relation to your yearly sales. Every company who has been through the pain can tell you exactly how much they spent and how long it took. Most companies can tell you if they achieved a return on that investment and how they got the ROI, but what's happening today? How do you measure how well the system is being used? What is the right measure of an ERP system's on-going performance?



Profit and cash flow are the most important measures of a business. Planned orders and

[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](#).

Enterprise Resource Planning ERP software selection, implementation and benefits realization

Thinking about a new ERP system?
The ACA Group ERP experts can help you make an informed decision on a new or replacement ERP system.

Looking to implement ERP?
The ACA Group system implementation specialists can help you define and execute the plan and provide change management expertise to maximize benefits and minimize risk.

Want to get more value from your current system?
The ACA Group system and process experts can help you get more out of your current system.



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 ERP and our services [here](#).



UPCOMING EVENTS

APICS-IE Fall Symposium

November 14, 2015

Corona, Calif

ERP 101 Workshop

November 18, 2015

Montrose, Calif.

Lean Enterprise Workshop

January 16, 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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