



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

Operational Performance Improvement Newsletter

Strategies for Improving Business Performance

September, 2015

 Send to a Colleague

Welcome

Q4 is upon us..... How are you doing with your goals for the year? Are you starting to prepare for 2016? It is always a good idea to take a few minutes to think about our progress vs. our strategies and plans - and especially as we close out the quarter.

It also could be a good time to leverage training opportunities to gain ideas and build skills to ensure success with your 2016 goals. We have several APICS courses coming up - check out our classes in [San Fernando Valley](#), [San Gabriel Valley](#) and the [Inland Empire](#).

We also have a few special events including an [Exam Cram workshop](#) for Basics of Supply Chain, [ERP 101](#) workshop, and an [Executive Panel & Networking symposium](#) on the theme of "Growth: the Good, the Bad & the Ugly". Although last minute, we also invite you to join us at [APICS 2015](#) in Las Vegas. Lisa Anderson will be speaking on "[Priming Your Supply Chain for the Amazon Effect](#)" on Oct 6th.

We also invite you to utilize the resources on our [website](#) to help improve business performance. Please take a look, and let us know if you have any questions or if we can help you with your goals.

Leverage Systems for Growth

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

The ACA Group
Partner Spotlight



Lately I've been talking with many clients and potential clients who are interested in growth. Although rapid growth is exciting, it can

also be one of the most challenging to navigate. Systems can provide the perfect tool to leverage for success - whether your company is small or big.

Even the strongest of my clients are deterred with rapid growth. In many cases, the client is still relatively small and concerned with cash flow yet they are starting to experience "big company" problems. For example, customers do not care what you have to do to service them. They expect you'll have what they need where they need it when they need it. Just think about Amazon. Same day and next day delivery has become commonplace. E-commerce capabilities and mobility (seeing the information on your cell phone and iPad) are expectations.

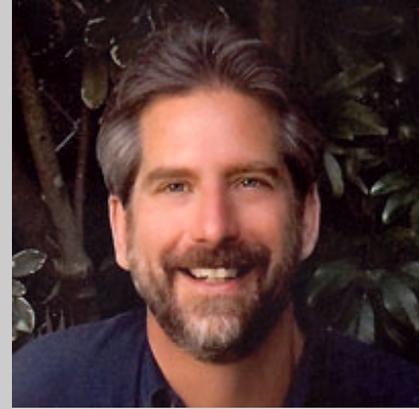
Similarly, larger companies also can benefit from systems. One of the best ways to gain new customers, new items and to cross-sell is to upgrade your capabilities. If you can stand out from the crowd by leveraging systems behind the scene, you can achieve great success. So, how can systems be leveraged for growth? There are several ways: 1) Volume. 2) Best practice processes. 3) Automation.

[Read the rest of the article](#)

Managing Differently After Implementing ERP

Executive Summaries on Enterprise Apps© No.

6



[Doug Howardell, CPIM, PMP](#)

Specializes in helping clients improve their business practices and processes.

During the past twenty-five years, Doug Howardell has designed new processes and tools, selected and implemented new business systems, and managed business process improvement projects.

He has extensive experience and expertise in all aspects of project management, change management and materials management.

Additionally, Mr. Howardell has long experience teaching and training. He has been an instructor in the California State University system since 1988. [more](#)

UPCOMING EVENTS

APICS-Conference 2015

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

APICS-SFV Exam Cram Workshop BSCM

**October 29, 2015
Santa Clarita, Calif.**

APICS-Inland Empire Fall Executive Panel & Symposium

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

ERP 101 Workshop

**November 18, 2015
Montrose, 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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