



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

## Operational Performance Improvement Newsletter

*Strategies for Improving Business Performance*

February, 2016

 Send to a Colleague

## Welcome

As we enter the end of the first quarter, it is apparent how time flies! We are finding that speed is of utmost importance with today's manufacturing, distribution and transportation clients. How well are you keeping up with changing business conditions? Are you able to leverage opportunities?

This month, our articles focus on whether your supply chain is ready for growth and on the core topic of data accuracy. Both are key to success. Those who are ready before a customer has to ask are most likely to grow and prosper. Pass on your questions, requests for topics and challenges. Your feedback helps us tailor our newsletter specifically for your needs.

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.

## Is Your Supply Chain Ready for Growth?

**By Lisa Anderson, MBA, CSCP**

Several of my clients are in the aerospace industry. In that industry, supply chain readiness audits are

## The ACA Group Partner Spotlight



commonplace. These are especially prevalent today as growth in that market is substantial. Companies must be prepared for significant growth to support the doubling of the world's fleet in the next 20 years

to give their customers comfort in their long-term viability.

Although this is especially prevalent in aerospace, I'm finding double digit growth widespread in the marketplace today. Manufacturing is making a comeback. How ready is your supply chain? There are several aspects that should be reviewed to make sure growth will be seamless. A few of the top ones include: 1) Capacity readiness. 2) Staffing readiness. 3) Supplier readiness. 4) Financial readiness. 5) Process readiness. 6) Systems readiness. 7) Network readiness.

1. Capacity readiness: What is your projected demand? Turn that demand into machine

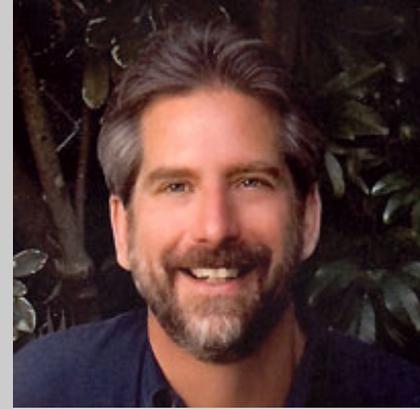
[Read the rest of the article](#)

## 4 Steps to Improve Data Accuracy: A Case Study

**By Doug Howardell, CPIM, PMP**

Recently a client hired me to help them get their ERP implementation unstuck. There are several lessons from this case study that can be applied to any implementation or process improvement.

The client had implemented a new ERP system at the first of several planned sites over a year ago but were unable to get the results they needed from that



[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](#)

**Service Focus:**

implementation to get permission to start the second site. They asked me if I could help.

The first thing I did was meet with the executive steering committee and asked them exactly how they were judging the first implementation. They pointed me to a particular metric they were watching.



Without going into all the specifics, in their business process there is a critical field that has to be filled in on every purchase order. While entering some value in the field is mandatory, the exact value selected is a judgment call by the buyer placing the PO. The metric being looked at

[Read the rest of the article](#)

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## Additional Resources

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

## ERP



The ACA Group Enterprise Resource Planning 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 ERP services and grab a few tips from our articles and courses.**



## UPCOMING EVENTS

### **APICS-Inland Empire Spring Executive Panel & Symposium**

**April 30, 2016**

**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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