



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

Operational Performance Improvement Newsletter

Strategies for Improving Business Performance

May, 2016

 Send to a Colleague

Welcome

First, we'd like to introduce you to our newest ACA Alliance member, Mike Letson. He is our featured partner spotlight so that you can get to know him. In essence, he is a lean guru.

Next, we are going to start doing some Q&A interviews, and so we wanted to get your feedback on topics. We will most likely start with inventory or ERP best practices; however, we are definitely willing to take on topics by request. Stay tuned as we head into audio & video with our future newsletters....

This month, we've focused on project management as it is a bedrock topic to execution success. And our second featured topic is hot supply chain trends - our most successful clients not only keep up with the latest trends but they also find ways to use or leverage for their business success.

If you have questions or would like to learn more about how you can work with us, please contact us.

Measuring the Chance of Project Success Using the 4 P's

By [Doug Howardell, CPIM, PMP](#)

Whether you are implementing a new ERP system, deploying Lean principles in your factory, or simply trying to improve your supply chain efficiency, all projects have a chance of failure. You can either recognize that chance and attempt to



The ACA Group Partner Spotlight



proactively mitigate it, or you can go blindly forward and risk stumbling. I prefer to measure my chances, so over the years I have developed a scorecard of critical attributes that I use to objectively measure the chance of project success. At the end of this article I will tell you how you can get a free copy of the scorecard for your own use, but let me explain how it works first.

The attributes I use to measure the chances for project success or failure come in four categories. I call them the 4 P's. There are lots of 4P schema out there, some associated with Lean and some associated with marketing. For project management purposes I use: Purpose, Process, People, and Problem Solving.

[Read the rest of the article](#)

8 Hot Trends in Supply Chain

By Lisa Anderson, MBA, CSCP

It has been a week of supply chain immersion. We were knee deep in supply chain trends at MCIE's manufacturers' summit, the Supply Chain Summit and the APICS-IE executive panel and networking symposium on emerging supply chain trends. It goes to tell you that it is a hot topic! For a company to be successful, the supply chain cannot be overlooked.



As always, it is important to keep our ears open for trends and watch-out's. Certainly the latest trends were discussed at each event. What were most interesting were those trends in common among all events and speakers:

1. **Speed:** With Amazon on the scene, speed has become the norm. Quick deliveries, rapid access to data, fast turnarounds.... If you aren't thinking about how to double your speed, you'll be left in the dust.
2. **Data:** There is quite a lot of discussion on data. How do we collect data? More importantly, how do we access the right data at the right time to make informed yet quick

Mike Letson, CPIM, CSCP,
Certified Scrum Product
Owner, Lean Six Sigma
Green Belt and DMAIC
Black Belt

**Focused on developing
leadership skills for
business improvement.**

Mike Letson has variety of leadership experience working with Fortune 500 companies as well as small and medium-sized business across a multitude of industries. He has served key roles in supply chain management, manufacturing operations, repair and overhaul, quality and sales. [more](#)

Service Focus: Lean Enterprise

**Grow Your
Business
While
Reducing
Overhead**



Would you like to:

- Develop or refine your strategy?
- Improve cash flow, efficiency and service levels?
- Increase throughput?
- Reduce waste?
- Develop a meaningful list of improvement projects?
- Create a learning organization?
- Improve company

decisions? Can we glean interesting trends from data?

[Read the rest of the article](#)

culture and decision making?

[Learn more about our Lean Enterprise Services.](#)

We also have countless articles on lean strategies. Grab a few tips on our [articles page](#).

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: Best of the Best S&OP Conference
June 16-17, 2016
Chicago, IL.

Lean Enterprise Workshop
July 6, 2016
Santa Clarita, CA

APICS 2016
September 25-27, 2016
Washington, D. C.

Mark Your Calendars:

APICS-IE Fall Executive Panel & Networking Symposium
October 29, 2016
Corona, Calif.



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The ACA Group

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