



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

Operational Performance  
Improvement Newsletter

Strategies for Improving Business Performance

Dec 2017

 Send to a Colleague

## Welcome

As we wrap up 2017, we would like to wish you and your family a happy holiday season and a prosperous New Year!



Please be thinking of the latest trends that might impact your business, department or extended supply chain in the New Year. Are you prepared to sidestep pitfalls and are you positioned to take advantage of opportunities? We find that our most successful clients are not necessarily smarter but they are constantly thinking.....

This month, we continue with our technology, ERP and supply chain themes with articles on leveraging ERP and on preparing your supply chain for growth. According to McKinsey, manufacturing will grow 20% by 2025. We want ACA clients to be those to be prepared to gain from this trend. Also, please join us and APICS San Fernando Valley for a program on the latest trends on Jan 18th.

Enjoy - and, as always, please provide us with feedback and ideas for future articles.

**Are You Leveraging ERP Fully?**

By Lisa Anderson, CSCP, CLTD

**The ACA Group  
Partner Spotlight**



80% of our clients only utilize 20% of their ERP system, and they are not alone. So, if this is common across typical companies, why do so many of them call to throw out their current

system and find one that will resolve their challenges? It's a good question!

### ***Changing Systems and Keeping Service Levels***

When clients call with this dilemma, we make sure pursuing a new ERP system makes sense.

It is NO easy initiative to change systems and keep customer service levels intact. It requires a significant outlay of funds to not only purchase the system but also to implement. Contrary to popular belief, the software cost is SMALL in comparison to the implementation cost. Thus it pays to take a second look at whether it would make sense to more fully leverage your ERP system.

There are some situations that dictate an upgraded ERP system. For example, a few include the following: a recent merger or acquisition; an outdated, unsupported system; a highly customized system that isn't scalable (and/or dependent on key resources); a system such as QuickBooks that easy to outgrow...

[Read the rest of the article](#)

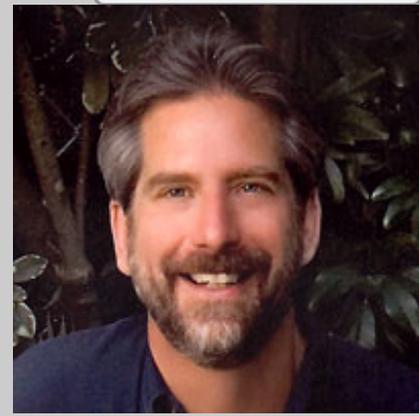
## **Is Your Supply Chain Ready for Growth?**

**By Lisa Anderson, MBA, CSCP, CLTD**

Recently, we worked with a large, complex organization to provide an external assessment of the supply chain organization and how well it was prepared to support scalable growth. It reminded us of the value of taking an outside view every now and then.



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[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:**

**Supply Chain Management**

**Maximize Business Value**



**APICS 2018**  
**Sept 30th - Oct 2nd, 2018**  
**Chicago, IL**



*The ACA Group is an alliance of operations and supply chain management experts who partner with organizations to improve business performance*



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