



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

Operational Performance  
Improvement Newsletter

Strategies for Improving Business Performance

January

2018

 Send to a Colleague

## Welcome

We just attended an economic forecast, and GROWTH is the name of the game for manufacturing and supply chain. Not only are they both #1 in Southern California, but they are also gaining in relevance and importance. Thus, we have focused our articles this month on implementing change and growth.

Next month, we'll start rolling out some changes to our website, newsletter and more to tailor it to better serve you. We would love your feedback. Please email or call us anytime.

Last but not least, one of our members, Lisa Anderson will be speaking on manufacturing and supply chain trends in Monrovia on Feb 28th. Join us to discuss what's coming our way and how we can leverage the opportunities.

## Implementing Change in 2018? Remember the 4 I's©

**By Doug Howardell, CPIM, PMP**

Are you planning to improve your business in 2018?

Whether you are installing a new ERP system, optimizing your supply chain, or improving your business processes, you are implementing significant change. Change is never easy. It is always difficult to get people to accept and embrace a new way of doing things. To get that acceptance, you need to remember the 4 I's©: Inform, Instruct, Invest, and Inspire. You will greatly increase your chances for



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success in 2018 if your plans include all these critical change management elements.

*Inform* - Tell the affected people what is changing and why. Employees need to be aware of and aligned with the plans and goals of your change project. This involves communicating those plans and goals, and putting the policies and procedures in place to institutionalize the change.

*Instruct* - Ensure people have the competency to succeed after the change. People affected by the change need to have the capability to execute their jobs using the new system, or process. You must train people in the new tasks, tools and technology. Ensuring competency includes initial training and a plan for sustaining reinforcement.

[Read the rest of the article](#)

## Is Your Supply Chain Ready for Growth?

By Lisa Anderson, MBA, CSCP

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. Whether you take yourself outside of your organization, hire a consultant or ask an executive from another division or trusted customer to take a deep dive into your organization, you'll likely wind up with a few ideas - or, at a minimum, a confirmation that your i's are dotted and t's are crossed and ready for growth.



### ***Growth has many challenges***

It is MUCH easier to downsize than it is to grow successfully. NOT more pleasant but it is simpler to cut back. Unfortunately, we are all too familiar with this exercise. Yet growth has many of the same challenges.

[Read the rest of the article](#)

## 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: Change Management

**Make the Changes  
You Need.**



We strive to successfully transforming organizations with multi-million dollar ERP systems, to lean philosophies, to sales and operations planning programs, and to merger and acquisition integration, the common element to achieving bottom line business results is our focus on change management.

Here's how you benefit:

- Accelerating cash flow

The ACA Group:

## Additional Resources

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

- Increasing margins & profitability
- Elevating customer service & satisfaction

Learn more about our change management services [here](#).



### UPCOMING EVENTS

#### Manufacturing Summit

February 15, 2018

Ontario, California

#### APICS San Gabriel Valley Manufacturing & Supply Chain Trends

February 28, 2018

Monrovia, California

#### 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*



### The ACA Group

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