



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

Operational Performance
Improvement Newsletter

Strategies for Improving Business Performance

May, 2018

 Send to a Colleague

Welcome

Our clients are growing yet they are concerned about how to meet the increased customer expectations (think Amazon) while managing cost. Are you experiencing these pressures also? Tell us about it. We will tailor our articles to ones that will give you the greatest value and address your largest issues.

This month, we talk about growth in manufacturing, backed not only by what we see with our clients but with statistics. What should we do to prepare? We also address the horror stories related to ERP. We have all heard them! What can we do!?!?

We hope you'll join us at one of our APICS events in [San Fernando Valley](#) or the [Inland Empire](#). Why not add continuing education and new ideas into the mix this summer?

Have You Heard Horror Stories About ERP?

By Lisa Anderson, MBA, CSCP



Since we are known in [ERP](#) circles, it is a topic that comes up in conversation frequently. Recently, at an Executive Forums meeting, one member talked about a situation he knew about where the company lost half its sales after a failed ERP implementation, and they ended up reverting back to their old system. Can you imagine? The unfortunate thing is this is not uncommon although it is a more dramatic example.

The ACA Group Partner Spotlight



Mike Letson

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

ERP isn't bad. It is essential in achieving scalable, profitable growth although sometimes it can seem bad and have just horrible results.

Similarly, no particular ERP system is bad; although some are definitely better for your particular situation and growth plans than others. We cringe when we hear about the plans of potential clients who were sold 'ice to eskimos' by ERP suppliers. The challenge is that an ERP system can sound like a significant financial investment and so clients are tempted to not add cost by hiring an expert to assist with the process.

[Read the rest of the article](#)

Manufacturing Expands at the Fastest Rate in 14 Years

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

According to ISM (Institute of Supply Management), manufacturing expanded more than it has in 14 years in February - it is on fire! Improving global economies and firm business investment are fueling this expansion. The factory index climbed to 60.8 from 59.1. Export orders are also up from 62.8 from 59.8 which is the fourth consecutive improvement and the longest stretch in six years.

Are you taking advantage of this manufacturing boom? How can you? Coincidentally a recent article was on exports - perhaps that is one area of opportunity? It appears to be for the vast majority of U.S. companies.



[Read the rest of the article](#)

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:

ERP

Improve Your Business Processes



The ACA Group 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 how to get your analysis.](#)

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

Additional Resources

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



UPCOMING EVENTS

APICS 2018
September 30 - October 2, 2018
Chicago, IL

APICS-IE Executive Panel & Networking Symposium
November 3, 2018
Claremont, CA



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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