

Subject: Business Management & Systems News from PSSI



PSSI eUpdate Newsletter

In This Issue

[Coming Events: SJCC Seminar: Lean Principles](#)

[Letter from the President](#)

[Thought for Today & Every Day](#)

[Manufacturing Solutions Seminar](#)

[The State of Our Business](#)

["True" Material Requirements Planning](#)

[PSSI 2008 Holiday Schedule](#)

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Coming Events

Lean Principles
How Software Can Make
Them Real



News You Can Use...

October, 2008

Dear Ted,

The PSSI eUpdate Newsletter gives you the latest business management information, software news and educational PSSI event schedules to help you get the most value from your information systems and procedures.

Manufacturing Systems

Executive Overview Seminar

On Thursday, September 25th, **Rod Hatcher**, President and Co-Founder of **TIW Technology, Inc.** presented a management overview of the TIW ALERE Manufacturing System.



Pictured above are seminar attendees Robin Armstrong (L) and Connie

For our next seminar, PSSI will team up with the **St. Joseph County Chamber of Commerce** and our strategic partners at **Advanced Performance, Inc.** for a two hour presentation on Lean Principles, and How Software Can Make Them Real.

Our Chamber presentation, tentatively slated for Monday, November 17th, will take a unique approach: Across a range of 6 to 8 "Go Lean" principles, we'll cover a major lean initiative from a client case study, and then demonstrate how software helps execute the principle. We'll switch back and forth from principle to software example, enabling attendees to see and feel what "lean" can do for you, and how business management software helps complete the execution.

We envision this program being an example of "where the rubber meets the road," or where Lean meets Software. Don't miss it! Contact PSSI or the St. Joseph County Chamber for details or reservations.

Letter from the President

Brian Sittley

I read a great quote attributed to, of all people (deities?), the Buddha: "Believe nothing, no matter where you read it, or who said it, no matter if I have said it, unless it agrees with your own reason and your own common sense."



I guess that's the Buddhist version of a reality check. Banking messes, Wall St. greed, panics and meltdowns... at the end of the day, business, and life, go on.

In your business and ours, common

Napier (R), both from Glunz & Jensen K&F, in Granger, IN. Rod Hatcher from TIW is shown in the center.

Among the many issues discussed by Rod, the following system features were noted as being particularly significant:

Written for Windows - After all the time Windows has been on the market, many software products fail to incorporate the advantages that Windows offers. For example: MDI (**Note *1**) for the ENTIRE product not just for screens that have been "specially" modified to allow limited screen-on-screen; or hyperlinks that allow a part number on a sales order to automatically pop-up the matching inventory record; or even inserting external file links that bring up drawings, documents, web sites, etc. inside your software. All of these capabilities are included in ALERE.

Fetch - Many companies find that their employees can spend up to 50% or more of their time looking for information. Fetch is a no-training-required retrieval tool that finds information anywhere in your software, anytime, using a Google-like approach.

Pending Orders - How many times have you gotten partway into entering an order and had to either discard it because an important piece of information was missing or accept it with incomplete information? In most systems, once an order is accepted it is "live" and all kinds of activities have been activated that you really don't want done yet. An ALERE "pending order" saves the transaction without releasing it as an active order. It is then easy to get the missing information entered before it is released.

User Friendly Features

Having a feature doesn't mean it is easy to use - or even necessary. TIW takes care to fully integrate necessary and useful features so that most of the work is behind the scenes. For example, ALERE readily allows you to convert a credit memo into a payable in just a couple of clicks or reverse a bad check so that the original invoice is reopened and the integrity of the "As Of" A/R report is maintained. Even reversing the shipping on a sales order can easily be accomplished.

Visit the TIW pages on the PSSIUSA.com web site to learn more about these exciting, 21st century accounting and manufacturing systems, or call us at 574-239-2444.

(Note*1) MDI (Multiple Document Interface): Active screens or windows that reside under a single integrated parent window as opposed to all windows being separate from each other.

sense reminds us that it's still about the fundamental principle of giving the customer value. In our case, it's about saving you money, helping you cut costs and reduce waste, and improving your business processes... all the little day to day things that add up to a solvent and prosperous business for the long haul.

It's easy to get distracted by today's Big Picture headlines: but at the end of the day, we all have business to run and families to feed. For over 20 years, our aim is true: provide cost-effective business automation solutions to our clients - that pay for themselves many times over.

In this eUpdate, we again hope to lead your attention to some of these solutions - ones that have worked for a lot of clients over the years. Ones that will work for you. So don't believe everything you read - including this. Use your own common sense. If you do, we know we'll be talking to you soon.

As always, we welcome your feedback - we're here to help!

Regards,



Brian R. Sittley

"Providing Mission-Critical Information Systems for Business Since 1987."

Thought for Today

- and Everyday -

ALERE specification pdf files are available for reading or downloading from the www.pssiusa.com web site

The State of Our Business



A Perspective From Indiana Executives

Butler University's College of Business Administration, Inside INdiana Business and

Ice Miller LLP collaborated to develop, implement and analyze a survey of Indiana's business executives. The 2008 project was designed to allow comparison with the results with the 2007 survey and benchmark changes with respect to the state's role in economic development, human resources and diversity issues, education, and information technology.

The survey asked Indiana executives to offer their opinions on the state's economic climate. What resources are needed to start, grow and sustain a business in Indiana? What initiatives, or industries, offer the greatest opportunities for growth?

Executives compared Indiana to other states in the Midwest. How competitive is Indiana with respect to the cost of living and business environment? The responses to these, and other questions, culminated in a better understanding of the overall business climate in our state.

Note: The survey was taken between March 5 and April 26, 2008.

"True" Material Requirements Planning

Everybody talks about MRP, but what is it - really?

True Material Requirements Planning (MRP) as defined by the APICS Dictionary requires valid bills of material, inventory data and a master production schedule. The aim of MRP is to make appropriate material recommendations on a timely basis.

When applied on a practical basis, this means the smooth synthesis of four key components - and you'd be amazed at how many really high-end manufacturing systems simply don't correctly perform these functions: [Read more...](#)

PSSI 2008 Holidays

"Success is not final,
failure is not fatal: it is
the courage to continue
that counts."

~ Winston Churchill

PSSI is generally closed on Saturday and Sunday. In addition, we will be closed to observe holidays on the following dates:

Thursday & Friday, 27th and 28th	November	Thanksgiving
Thursday & Friday, 25th and 26th	December	Christmas