

Productivity  
Strategies  
& Solutions  
Inc.

# PSSI eUpdate Newsletter

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## Letter from the President

**Brian Sittley**



On behalf of our entire team here at PSSI we would simply like to extend to all our clients and friends the warmest wishes for a healthy, happy and prosperous New Year!

We have ambitious plans for the year ahead, especially among our clients who appreciate that now is an excellent time to invest in the infrastructure, development and improved profitability of their businesses. Our entire team, including people, products and services, are all geared to one simple goal: improving clients' bottom lines.

To all our readers... thanks! And as always, we welcome your feedback - we're here to help!!

## News You Can Use...

January, 2009

The PSSI eUpdate Newsletter for December, 2008, is mercifully short. As you head into the calendar year end "short week," you have a lot on your mind and on your plate.

We hope you will have a successful and profitable 2009; We trust we can help you achieve your goals.

While you're reading the newsletter and visiting our web site, don't forget to vote in the [PSSI Popular Opinion Poll](#). This month's question is, *"What would you like to read more about in the eUpdate in 2009?"*

## Invest in New or Upgraded Software? NOW? What Are You? NUTS?

**Ted, in case you don't realize it, there's a recession going on!**

Obviously, we at Productivity Solutions know we are in the throes of a recession... a pretty serious one. None of us can afford to throw away money or spend foolishly today.

However, if you plan to survive during the recession and thrive thereafter, this may be a good time to consider laying the foundation for growth.

During slow times, capital spending often slows to a crawl. The other area where budgets often get cut is Marketing ... but that's a whole 'nother story.

Ask yourself, "Will my company live through the recession?" If the answer is "no," cut your losses now. If you DO plan to outlast these slow times, and if you have a few bucks in the bank, this may well be a great time to improve your company's infrastructure.

Think back a few months. What business problems were you worrying about then? Too much inventory? Slow customer delivery times and poor customer service? Inefficiencies in paper handling? A shortage of qualified employees? While it may not seem like it today, in a few months these same problems will come back to slap you around again.

Now, when business is a little slow you and your staff have time to

Regards,



Brian R. Sittley

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

Thought for Today  
and Everyday

**It's a dangerous  
business going out  
your front door.**

~J. R. R. Tolkien  
The Fellowship of the Ring

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focus on new or enhanced software. This may be the ideal time to move forward. When the economy does rebound, cash will be just as tight as it is now because you'll be trying to fund your inventory. Your staff will be up to their eyes in work, making up for the labor shortage. Overall business prospects will look better than they do now, IF you can keep up. An enhanced accounting, manufacturing, CRM or warehouse management will help you manage the growth.

An example of a forward-thinking company can be found on the [Inside Indiana Business web site](#). The press release there involves a \$700,000+ investment being made by a heavy equipment and marine windshield manufacturer. Talk about faith in the future...

Lay your groundwork now. Be prepared. You've been through recessions before and survived; you will again. Find out how we can help you prepare for your future. The initial exploratory discussions will cost you nothing but a few minutes of your time. E-mail [Jackie Sittley](#) and tell her you want to explore the possibilities. Or call her at 574-239-2444 to schedule a visit.

### Matthew Street, CPA

#### **Matt Street joins PSSI as Chief Enterprise Architect (CEA).**

The role of the CEA is to effectively align PSSI client business goals with their Information Technology (I.T.) strategies. When (before) you invest in new systems, you want to make sure that they will support your business strategies to yield maximum return on your investment. Matt will help you ensure that will happen.



Matt was co-Founder and President for over 20 years of Orion Group Software Engineers. His joining Brian Sittley at PSSI means that two of the key architects behind two of northern Indiana's most successful software companies are joining forces.

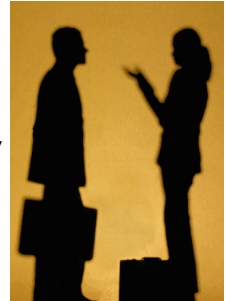
With his highly technical background, 27 years of business and I.T. consulting experience, and a CPA's financial-centric view of the enterprise, Matt brings to PSSI clients the knowledge and experience required to maximize their technology investments, ensuring these are tightly aligned with management's strategic business and growth initiatives. He will be responsible for leading a team of business consulting analysts that help clients select, build and implement strategic business management and cost-saving technology solutions, including Enterprise Resource Planning (ERP), workflow and process

improvement initiatives.

Join us as we welcome Matt to PSSI. He may be reached at 574-239-2444.

## Lean Practices in Your Business"

**It seems like everybody wants to know about "lean" these days!**



On November 17th, PSSI's **Brian Sittley**, President, and **Mike Heffner**, Analyst/Consultant specializing in the firm's Microsoft Dynamics NAV software offering, along with **Larry Lukasik** of Advanced Performance, a PSSI strategic partner, provided a two hour presentation on Adopting Lean Practices in Your Business on behalf of the St. Joseph County Chamber of Commerce.

As it turns out, over 20 attendees broke from their usual Monday morning routines (on South Bend's first real morning of snow no less!) to gain insights on how to leverage the success of lean principles once developed for manufacturers, and now applicable across multiples processes over many types of businesses.

An audience comprised of workers from health care, construction, insurance, manufacturing and other sectors learned some key principles and action strategies for making lean happen in their places of work. True to our promise, the audience left with plenty to spark conversation about how they could start making meaningful improvements today.

This first of its kind presentation took the unique approach of demonstrating lean principles in theory and then interspersing them with screen shots of actual software implementations that supported the many lean practices on display that day. As one audience member put it to us afterwards, "This was great stuff... the best two hours I'll spend this week. We've got work to do!"

For information on lean practices and how your software can be used to support them, e-mail [Brian Sittley](mailto:Brian.Sittley@PSSI.com) at Productivity Strategies & Solutions any time, call us at 574-239-2444, or visit us on the web at: [www.pssiusa.com](http://www.pssiusa.com)

## PSSI 2008 Holidays

PSSI is closed on Saturday and Sunday. In addition, the following is the PSSI 2008 Year End schedule:

<b>Wednesday, December 31st</b>	<b>Yep. We'll be here all day.</b>
<b>Thursday, January 1st</b>	<b>Closed for the Holiday</b>
<b>Friday, January 2<sup>nd</sup></b>	<b>We're back in the office, ready to answer all of your year end questions.</b>

PSSI, thank you for the time you have invested reading this newsletter. If you enjoyed it, please let me know. If you didn't find anything of value in it, please let me know that also.

Sincerely,

*Ted Myers*

Marketing Manager

574-239-2444

Productivity Strategies & Solutions, Inc.