



Join us Feb. 13th for a ½ Day Seminar presented by Wayne Staley and company. All proceeds go to the CW-Chapter Scholarship Fund.

Scholarship fund details and application can be found inside!

Central Wisconsin Chapter

January 2007

About the Topic:

The Executive Role in Software Success and Failure

Every enterprise looks for and expects to find the software solution to their business systems shortcoming. Yet, 40% fail to meet expectations much less the ROI. Why do some projects succeed while others fail? Executive management plays a key role in this process. The relationship between executive management and success often appear to be taboo subjects. The evening dinner presentation will bluntly address this topic.

About the Speaker:

Wayne Staley, Owner, Affinity Systems, LLC.

Affinity Systems is a Rothschild based consulting company formed in 1997. Wayne has thirty years experience in management and project leadership in multi-company enterprises. His focus is on ERP software: training, assessments, selection and implementation. As a consultant, his customers have included manufacturing, distribution and service sector companies. He has worked with BPCS, MAPICS, JDE, CMS, HarrisData, Shiva, JBA Style, Hagen OA, SSA and Avecra Convention Software, which involved the development of middleware to integrate Solomon accounting software. He has spoken to many professional organizations including APICS, SME and AITP. He is a Charter member the Wisconsin Valley APICS Chapter and a member of AITP.

Scholarship Fund Raiser – ½ Day Seminar

Don't miss your opportunity to attend one of the most diverse and knowledgeable group of individuals from your local area present a ½ day seminar on "Selecting or Fixing Enterprise Software Systems"

The ERP (Enterprise Resource Planning) industry estimates that 40% of all ERP installations fail to meet the expectations and needs of the enterprise.

When we visited China it was discovered they have an implementation failure rate of 70%. Enterprises have been purchasing ERP and other software packages for thirty-five years. Given the passing of time, there should be a very precise process for selection and implementation. Why then is the failure rate so high? Although we have a great deal of collective ERP experience, a decision was made to study ERP systems and find out why. This included a review of the numerous systems we have been involved with, interviews with consultants, software providers and using companies.

While ERP has its genesis in manufacturing, enterprise software is used in every type of business enterprise. While ERP has been the big software issue, it shares the limelight with CRP(Customer Relationship Management), WHMS (Warehouse Management Systems), SCM (Supply Chain Management) and other types of supporting software.

All of these share common selection principles. We analyzed a number of software selection methods with stepped approaches. Again, using syntheses, we developed a more specific process with nine steps.

This seminar is a straightforward session aimed at making the process a positive experience resulting in positive results. It will be interactive and intended to provide the attendees with additional tools to help get the job done, whether it is software selection or fixing the current system.

The seminar is being held at the Midway from 1 to 5 PM on Feb 13th, 2007. \$95 for nonmembers, \$75 for members and \$39 full-time students. Fees include admission to Tuesday's PDM to be held that same evening.

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APICS ANNOUNCEMENTS

Celebrate with APICS Join the 50-Member Challenge

Make APICS' 50th Anniversary Our Best Year Ever

For 50 years, APICS has empowered members to reach their career goals and helped businesses improve productivity and efficiency through superior education and training, internationally recognized certifications, and comprehensive resources for operations management professionals. The APICS 50-year legacy of leadership is possible because of members like you! Now, you can pass on the legacy to new members and share the rewards of APICS membership.

Help Your Chapter or Region Recruit 50 Members

1. Build a stronger APICS membership community by inviting your colleagues and coworkers to join APICS.
2. Help a colleague with professional development.
3. Enable your organization to be more productive.
4. Expand your professional network.
5. Elevate the operations management profession.

Four Easy Ways to Recruit -

1. Online: Complete the application at www.apics.org/2join. Enter the campaign code, "Recruit 50."
2. By fax: Download an application from the APICS Web site below and fax to (703) 354-8768.
 - [50-Member Challenge Professional Membership Application](#)
 - [50-Member Challenge International Membership Application](#)
3. By phone: Call APICS Customer Support at (800) 444-2742 or (703) 354-8851 with a major credit card.
4. Mail to: APICS, Membership Dues, P.O. Box 75381, Baltimore, MD 21275, USA.

Meeting Agenda

"Top Management Night"

Date: Feb 13th

Speaker: Wayne Staley

Where: Midway
2901 Martin Avenue
Wausau, WI 54401

Agenda: 5:00 Networking
5:30 Dinner
6:30 Chapter Business
6:45 Member 15
7:00 Speaker

Hoffman House

Cost: \$14.00 Student/Retiree
\$22.00 Member
\$25.00 Non-member

RSVP: Noon on Thursday Feb 8th, 2007

(To RSVP please see the insert. APICS is responsible for payment after the registration is made. Payment will be required in full if cancellations are not made by 5:00 PM the Friday prior to the meeting.)

Scholarship Fund Raiser

Selecting or Fixing Enterprise Software Systems

The ERP (Enterprise Resource Planning) industry estimates that 40% of all ERP installations fail to meet the expectations and needs of the enterprise. When we visited China it was discovered they have an implementation failure rate of 70%. Enterprises have been purchasing ERP and other software packages for thirty-five years. Given the passing of time, there should be a very precise process for selection and implementation. Why then is the failure rate so high? Although we have a great deal of collective ERP experience, a decision was made to study ERP systems and find out why. This included a review of the numerous systems we have been involved with, interviews with consultants, software providers and using companies.

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This seminar is a straightforward session aimed at making the process a positive experience resulting in positive results. It will be interactive and intended to provide the attendees with additional tools to help get the job done, whether it is software selection or fixing the current system.

Top management owns key components of success or failure. The dinner talk will address their role and the actions they must take to help insure success.

Wayne Staley, Owner, Affinity Systems, LLC.

Affinity Systems is a Rothschild based consulting company formed in 1997. Wayne has thirty years experience in management and project leadership in multi-company enterprises. His focus is on ERP software: training, assessments, selection and implementation. As a consultant, his customers have included manufacturing, distribution and service sector companies. He has worked with BPCS, MAPICS, JDE, CMS, HarrisData, Shiva, JBA Style, Hagen OA, SSA and Avector Convention Software, which involved the development of middleware to integrate Solomon accounting software. He has spoken to many professional organizations including APICS, SME and AITP. He is a Charter member the Wisconsin Valley APICS Chapter and a member of AITP.

James Kornowski, Owner, JMK

JMK is a locally based independent software company formed six years ago. Jim was a senior consultant for more than 30 years experience at IBM before forming his own company. He has worked on projects and performed tasks in the areas of Process Reengineering, Software Selection, Network Analysis and Implementation of various software packages. His customers vary from small to medium to large multi-national firms. His primary focus has been in the areas of sales and marketing, production systems, inventory management, data collection, and shop floor control, payroll and finance/accounting and information systems. He has worked with various ERP systems including JDE, SAP, BPCS, BAAN and MAPICS.

Pat Kelly, Sr. Systems Analyst for Greenheck Fan Corp.

Pat is a Sr. Systems Analyst for Greenheck Fan Corp and is currently involved in a SAP implementation. He has over 30 years experience in management and consulting. Management positions have been in Manufacturing, Consulting, Information, Production and Inventory Control, Systems Development, Programming. He has been a Sr. Systems and manufacturing Consultant within medium to large multi national manufacturing firms. His experience includes over 12 software system implementations, selections and systems development. It includes: process improvements for both shop floor and office, new company start-ups, plant relocations, company acquisition system conversions, data collection systems, production control, inventory control, data control, cost accounting, material handling, warehouse management, MRP/ERP System education, and project management, all with a focus on manufacturing. He is a graduate of MSOE and holds a BS degree in Industrial Management (1973) and an associate's degree in computer engineering and has been an APICS member since 1973.

Course Outline:

Introduction of Seminar Leaders and Class Members

A. Summary of ERP functionality

B. Software Selection Process

1. Current / Future State – Strategies

The strategies of the business play an important part in determining the software solution. We will visit some of the concepts outlined in the APICS Systems and Technology Certification Program. Other material will focus on the practical experiences of the leaders.

Fill out Step One of the work document

2. Current Operational State

It is important to understand the operational state of the business. This will be covered in two steps.

One - understand the Business – Shapes and types of the current business model determine the type of Enterprise System. Two – The elements of a business systems assessment will be discussed.

Fill out step 2 of the work documents. We will summarize the types on a flip chart and actively discuss on to use the information.

3. Planned Future State

Defining the conceptual business solution.
Preparing the business case

4. Decision

Fix, new, ASP, rewrite in-house or do nothing
Discuss

Break – 15 minutes

5. Organize for the Project

Executive project formation
Team Formation
Training requirements

6. Software selection process

Cutting down the potential suppliers
High-level RFP
Telephone interviews
On-line demos
Cut to three
Detail RFP
Demos
Site visits
Selection Matrix
Executive Visits
Finalize deliverables
Contract negotiations
Approval Process

C. Summary of Implementation steps

7. Implementation

8. Presentation

9. Continuous Improvement

D. Wrap-up session

2nd Annual - Central Wisconsin Chapter Scholarship

- 1) Central WI chapter or APICS annual student paper competition.
- 2) One Scholarship open to any freshman or sophomore currently or planning on attending business classes in the fall.
- 3) Local Chapter manages funds
- 4) Student will be presented with the scholarship at a Central WI Chapter PDM.
- 5) A scholarship fund donation box to be set up and presented at every PDM.
- 6) Donations and Thank You, including the names and donation amounts, will be printed in the Chamber of Commerce Flyer, Chapter Web Site and the APICS Newsletter.
- 7) Applicant must:
 - Be an APICS student member and/or
 - Be in an operations degree or
 - Be working on or planning to work on a business degree with interest in OPS management, AND
 - Have a 'B' average or above
- 8) The application contains standard information (name, address, current school attending, schools accepted at, major, other interests, professional and educational resume' including APICS involvement and educational accomplishments, etc.)
- 9) A written statement by the candidates, which describe their long-term educational and career goals with submission or "Why I want a career in Supply Chain Management". (This is included with the application and may be used as tie-breaker if necessary)
- 10) Applicant must write a paper titled "APICS and what it can do for me". (This is the paper to be presented)
- 11) To determine the recipient of the scholarship, papers are to be submitted to the BOD. The BOD then selects the best paper submitted.
- 12) The recipients are invited to one of the chapter's Professional Development Meetings for recognition of their accomplishment and presentation of their paper.
- 13) The committee would decide if an applicant could win more than once.
- 14) Put APICS Scholarship on the web site and link to partnering websites.
- 15) Publish "APICS and what it can do for me" on chapter website and publish in newsletter
- 16) Submissions for consideration in this contest must be made by April 30th -2007

Scholarship Application and Biographical Information APICS Central Wisconsin Chapter

This biographical information is for use by the Central Wisconsin Chapter of APICS. It will be used as a source of information on scholarship recipients, as a reference in the preparation of news releases, and for information supplied to donors of the scholarships.

PLEASE PRINT THE FOLLOWING:

Name: _____
(Last) (First) (Middle)

Address: _____
(Street / P.O. Box)

Telephone Number: _____
(Area Code) (Number)

College Major: _____ **Expected Graduation Date:** _____



High School: _____

Honors and Awards: _____

Community and Civic Activities: _____

Other Activities, Clubs, Sports, etc: _____

Career Objectives: _____

If additional space is needed, please attach separate sheet(s) to this form.

I, the undersigned, certify the information provided on this form to be accurate and correct. I authorize the Central Wisconsin Chapter of APICS to release any information, which may be required for the scholarship to determine my eligibility to receive scholarship assistance, and to use the information in the preparation of news releases.

Date: _____ **Signature:** _____

Please mail completed form to:

APICS Central Wisconsin Chapter
Attn: Scholarship Application
P.O. Box 1351



Take charge of **your** professional development!

Have you wanted to obtain your APICS (The Association for Operations Management) certification but did not find it convenient to do so? *Join the Central WI Chapter of APICS and Fox Valley Technical College for a CPIM (Certified in Production and Inventory Management) workshop to be offered **in Wausau** over a **single weekend!*** Check out the details below:

What? Detailed Scheduling & Planning

Explore the processes used to develop sales and operations plans and identify and assess internal and external demand and forecasting requirements. The course focuses on the importance of producing achievable master schedules that are consistent with business policies, objectives, and resource constraints. Topics include Demand Management, Sales and Operations Planning, Master Scheduling, and Measuring Business Performance.

Why? It benefits your organization through increased production and inventory management knowledge. CPIM certification also enhances your own personal development!

When? – Feb 23rd 5pm-9pm, Feb 24th 8am-5pm, and Feb 25th 8am to noon

Who should attend?

Inventory managers, planners, buyers & schedulers
Customer Service Representatives & Cost Accountants
Information Technology Team Leaders and Specialists
Production & Distribution Supervisors or Managers

Who is instructing the class?

Anne M. Haberkorn, CFPIM, CIRM, Jonah

Anne has been teaching APICS certification classes for more than six years through Fox Valley Technical College. Her style of facilitating makes learning fun. For more information visit <http://www.fvtc.edu/cpim>.

Where? Detailed Scheduling and Planning - Kolbe & Kolbe Company

How much?

\$350 for APICS members/ \$375 for nonmembers.

Registration:

Send an email to Vicky Schaefer at vschaefer@kolbe-kolbe.com
Register before Feb 16th to ensure materials arrive on time.

Questions?

Contact the instructor at: haberkor@fvtc.edu

See you in class!

What's Happening at the - APICS Fox Valley Chapter

Date of PDM	Location	Pre-Dinner Speaker/Topic	PDM Dinner Speaker/Topic	Newsletter Info Due
Tuesday February 20 th			Mike O'Shea – Kimberly Clark , Director of Sensors and Diagnostics	January 11 th , 2007
Tuesday March 13 th	Joint Mtg ISM	Transportation Basics	Networking for Transportation Savings	Feb 8 th , 2007
Tuesday, April 17 th	TMN	Tour SCA Tissue	Mike Jansen - SCA Tissue, VP of Supply Chain Management	March 8 th , 2006

For more information including presentation details, speaker bios, and directions to the PDM locations, please visit our website at: www.apicsfv.org



2006/2007 CPIM Schedule

Fox Valley Technical College in partnership with the Fox Valley Chapter of APICS is pleased to offer the entire CPIM series delivered to you in a classroom setting or online. Our top-ranked Wisconsin-state certified instructor pool provides you with opportunities to grow professionally and personally. We are here to help you succeed!

Schedule:

Type	Class	Day	Dates of Class	Time	Location
CPIM	All CPIM Modules	Online	Anytime	24 hours per day	Anywhere
CPIM	Detailed Scheduling and Planning	Tuesday Evenings	Jan 9,16,23,30, Feb 6,13, 2007	5:00-8:00	FVTC-Bordini
CPIM	Basics of Supply Chain Management	Friday & Friday	Feb 23, Mar 2, 2007	8am – 5pm	FVTC-Bordini
CPIM	Execution and Control of Operations	Tuesday Evenings	Mar 6,20,27, Apr 3,10,17, 2007	5:00-8:00	FVTC-Bordini
CPIM	Strategic Management of Resources	Tuesday Evenings	May 1,8,15,22, Jun 5,12, 2007	5:00-8:00	FVTC-Bordini

Details:

- Tuition for **classroom** courses is \$325 including the cost of the participant guide. Each student earns 1 Associate degree credit for this graded course.
- Tuition for **online** courses is \$475 and includes exciting new learning objects, videos, and interactive discussion boards. Materials cost is in addition to the tuition. Each student earns 2 Associate degree credits for this graded course.
- **Members of the Central WI Chapter of APICS** will receive a \$50 return once the course is completed. You must indicate that you are a member of the Chapter when you register.
- **Register** online at www.fvtc.edu/cpim or phone 1-800-735-3882, ext. 4317.

Questions?

Joanne Gorski, CPIM
 Fox Valley Technical College
 Phone (920) 831-4325
 Email: gorski@fvtc.edu

Lisa Angell, CPIM
 Fox Valley Chapter of APICS
 VP of Professional Development
 Email: alisa@carters.com

RSVP

**E-Mail or Fax to:
Vicky Schaefer
Kolbe & Kolbe**

E-Mail: vschaefer@kolbe-kolbe.com

Fax: (715) 847-0737

**Central WI APICS Chapter
Professional Development Dinner Meeting**
Meeting: Feb 13th, 2007
Reservations Must be Received by Feb 9th, 2007

OR

Call the automated attendant at (715) 842-5666 extension 1566.

Be sure to leave the following information:

- ◆ Name of person(s) attending
- ◆ Company name
- ◆ Whether each is member / non-member / student

Company _____

Please indicate member (M), non-member (NM), or student (S)

Name	Feb Dinner	Feb Seminar	M NM S

Jan. 2007

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Visit our web site at <http://www.apicscwi.org> and find
out what you're missing!