

Resource Management Software:
Selection and Implementation

Tuesday, April 18, 2000
Heide Wilson, CFPIM, CIRM, C.P.M.

"The first principle for any technology you contemplate introducing into a business is that automation applied to an efficient operation will magnify the efficiency. The second is that automation applied to an inefficient operation will just entrench the inefficiency." Bill Gates,
The Road Ahead

With the proliferation of available software for managing company operations, firms need some perspective on the selection process and approaches on how to assure successful implementation. Heide Wilson will discuss various types of resource management software including:

- ERP- Enterprise Resource Planning MRP- Material Requirements Planning MRPII - Manufacturing Resources Planning
- APS - Advanced Planning And Scheduling (also called FCS for finite capacity scheduling)
- CRM - Customer Relationship Management
- PDM - Product Data Management (on line documentation and ECO's)
- ATA - Automatic Time And Attendance collection

The talk will cover business processes applicable to a large range of firms; it broadens out the traditional APICS view. She'll go through all the latest acronyms and how these different software pieces can link up and provide solutions (or headaches ?) to clients. This will be a "buzzword-compliant" talk for all of us to catch up on the latest terms and capabilities in the industry and enjoy a few laughs together.

ABOUT THE SPEAKER

Heide Wilson, CFPIM, CIRM, CPM. Currently Director of Marketing and Past President of Santa Clara Valley Chapter; Past APICS Region 10 representative; frequent speaker and instructor for APICS and other professional societies. Heide always shares client stories of success (with names) and failures (without names) to make the information come alive for the listeners.

Ms Wilson is the president of Operations Resource Group (ORG) in Sunnyvale, an operations consulting firm she founded in 1988. ORG has 6 consultants on staff. ORG helps companies select systems, are VAR's for several systems, and also help implement systems for clients.

Inside this issue:

President's Message	2
CPIM Reconfiguration Tool	2
Calendar	2
Class Schedule	2
In-house Training	3
Certification Update	3
Student Paper Competition	4
Chapter Officer Elections	4
Job Announcement	5

RSVP by Friday, April 14, 2000

To RSVP for this dinner meeting, please call 916.650.8660 or e-mail Ed Mercado at edmercado@email.msn.com and provide the attendee's name, company, telephone number, fax or e-mail address.

5:30 Registration	\$22.00 Member
6:00 Dinner	\$25.00 Non-member
7:00 Membership meeting	\$18.00 Full-time student
7:20 Presentation	\$5.00 Speaker only

Presentation will be held at the Hungry Hunter Restaurant on Bercut Drive in Sacramento. Please call Hungry Hunter at 916.441.2844 for directions. Check our Web site www.apicsacramento.com for maps of the area.

President's Message

Is there anyone out there who cranked out solutions on a calculator before they understood how math works?

Then how is it that we expect our employees to utilize complex ERP and the latest e-commerce solutions effectively without having a basic understanding of the underlying business processes and practices?

APICS education may not be the latest flash in the pan, but it is enduring. The APICS body of knowledge transcends revisions and innovations in software tools.

But even the APICS body of knowledge refuses to stagnate. CPIM 2000 is the code name of a major revision to the CPIM exam and education program. Those of you who are already in the exam pipeline have received mailings from society. Instructors in RCE classes have been handing out information since 1999.

If you're not familiar with the changes happening with CPIM, be sure to check out the APICS website and watch this newsletter for updates. It all becomes final in the Fall.

And if you have employees piloting your fleet without a basic understanding of aerodynamics get them into an education program right away. The marketplace demands that we make decisions and execute at increasing rates of speed. Don't let ignorance lead to a premature crash and burn.

Karen Hess, CPIM, CIRM
President

CPIM Reconfiguration Tool Online!

Find out which exams or combinations of exams you will have to take to become certified under the reconfigured CPIM program. It's as easy as 1,2,3. Visit the downloadable mapping program at http://www.apics.org/Certification/tool_reconfiguration.htm to get a personalized response for planning your certification path.

APICS Sacramento Calendar

April

- 5 Board of Directors meeting at Lyons on I-5 & Richards Blvd. Note: The BOD meeting is on a Wednesday this month.
- 21 Professional development meeting. Heidi Wilson will present: "Resource Management Software: Selection and Implementation."

May

- 2 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 16 Professional development meeting. Gerhard Plenert will present: "Supply Chain Management in e-Commerce."

CSUS/RCE Materials Management Certification Class Schedule

The Spring and Summer 2000 semester classes for the Certificate program are as follows:

April 10-May 3, 2000

Production Activity Control

May 15-June 12, 2000

Just In Time Manufacturing

July 10-Aug 2, 2000

Systems and Technologies

Classes are held at Hewlett Packard in Roseville on Mondays and Wednesdays from 6:00 to 8:30 PM. For additional information, please contact Jackie Branch at 916.278.4433 ext. 115

The Materials Management program is co-sponsored by CSUS Regional & Continuing Education and the APICS Sacramento chapter. The materials management field is rapidly changing with an increasing need for qualified professionals. The CSUS/RCE program was developed, in association with APICS, to meet this need. Many manufacturing companies now require their employees to be APICS certified.

In-House Training

Customized, convenient training for your organization!

Imagine the benefits of offering your employees interactive education when they need it at the time and location best for them. At APICS, we understand that each organization has unique educational needs, and we offer a flexible solution to meet those needs. Any of our courses, in any combination, can be customized to meet your requirements.

The APICS In-House education program allows your company to train up to 20 employees at one time for one set price. A qualified APICS instructor, experienced with adult learning methods and practical content, will bring a course designed for your exact needs to the location of your choice.

This program:

- eliminates travel and lodging costs and reduces time away from the office

- increases productivity by ensuring uniform training for key personnel
- offers customized training to fit an organization's needs.

Go to the APICS Web site at www.apics.org/calendar2/cal2top.htm to view the Educational Programs available. Select the courses you need, then call the Professional Education and Training manager at (800)444-2742 or (703) 354-8851 ext. 2297 for a detailed proposal.

Go to the APICS Web site at www.apics.org/order2.htm to request the APICS In-House Education brochure (item #04073) or call APICS Customer Service to request a copy.



APICS Certification Update

APICS is pleased to announce that the existing Certified in Production and Inventory Management (CPIM) program is undergoing a reconfiguration for 2000.

The reconfiguration of the CPIM program is being introduced in efforts to better manage the rapid expansion of information. The program must encompass this information due to the constant influx of new techniques and technology within the field of production and inventory management.

The reconfiguration will consolidate the existing seven CPIM program modules into five process-oriented topic areas. In addition to consolidation, the reconfiguration will integrate new topics into the current curriculum, such as the theory of constraints and enterprise resource planning, in efforts to further APICS' commitment to providing our members and customers with the best possible educational assessment and knowledge base.

As part of the reconfiguration process, the following names have been selected for the reconfigured modules:

- Basics of Supply Chain Management (This module name was not changed)
- Master Planning of Resources
- Detailed Scheduling and Planning
- Execution and Control of Operations
- Strategic Management of Resources

Testing will transition from the existing CPIM material to the reconfigured CPIM material in September of 2000. **However, all exams taken from the existing program will continue to count toward certification.**



Donald W. Fogarty International Student Paper Competition

The Educational and Research (E&R) Foundation's Donald W. Fogarty International Student Paper Competition presents cash awards to student authors in each of four categories: part-time undergraduate, full-time undergraduate, part-time graduate, and full-time graduate.

Cash Awards

Each year, each APICS region presents a cash award to the best graduate papers. The top 4 winning papers from each region are forwarded to the Society for nationwide judging

	<u>Regional Level</u>	<u>Society Level</u>
1st Place	\$250	\$1500
2nd Place	\$200	\$1000
3rd Place	\$100	\$ 750

Student winners are featured in *APICS—The Performance Advantage*, a magazine with more than 70,000 resource management readers. The Society winners are also featured on the APICS Web site, which is visited by resource management professionals from around the world.

Any college student classified as full- or part-time by the guidelines of his or her institution is eligible to enter. Multiple authors must all be eligible and



submit a single paper. Papers prepared in conjunction with normal class work are eligible, although theses and dissertations will not be accepted. Quotations and ideas from other sources must be credited to the sources.

Submit your paper by May 15 on any resource management topic, including:

- Inventory management
- Just-in-Time Logistics
- Manufacturing processes
- Master planning
- Material and capacity requirements planning
- Production activity (shop floor) control
- Systems and technologies
- Supply chain management

Submit papers to:

Karen Hess
APICS Sacramento Chapter
PO Box 13249
Sacramento CA 95813

Papers must be received by May 15, 2000. You may also check the APICS Web site at www.apics.org/E&Rfoundation/grad.htm for more information.

Chapter Officer Elections in May

By Karen Hess

Would you like to get experience running a small business? Or see things about APICS that you think need to be changed?

You can make it happen by joining the Board of Directors. Take it from me. You may have had bad experiences with other boards. But when you are part of a team of people who all have planning and scheduling skill sets, things get done.

Contact any member of the Board for information. If you want to give it a try, let me know. My email and phone # are on the back of this newsletter.

LET'S TALK about APICS certification electronic mailing lists.

Who should join?
Anyone who has already attained or is seeking a CPM (Certified in Production and Inventory Management) or CRM (Certified in Integrated Resource Management) designation.

What is discussed?
The APICS body of knowledge in it relates to the CPM and CRM certification programs.

How do I join?
1. Send a blank e-mail message to [join-*lastname*@lists.apics.org](mailto:join-<i>lastname</i>@lists.apics.org).
Example: join-cpm@lists.apics.org
or
2. Visit the APICS Web site at www.apics.org/joinlists.htm, choose the list(s) you would like to join, enter your e-mail address, and click on the "Join" button.

Priority Calls: CPM

Employment Opportunity: *V.P. OPERATIONS, SAN DIEGO, CA*

Opportunity

Vice President Operations is a member of the company's executive management team, interfacing with all departments (Sales, Engineering, Finance, etc.), with a focus upon achieving corporate strategic objectives. Initial responsibilities will include leading the following functions:

- Manufacturing (subcontracting)
- QA
- Customer Service

Utilizing both in-house and subcontractors for manufacturing and product inspection, the leader will establish and maintain corporate relations with a broad network of business affiliates for: purchasing, materials, final assembly, inventory, inspection, shipping, contract negotiation, etc. Prepare and develop the Operations team for rapid growth and expansion. Ensure that the company is producing and shipping quality products and services, economically, on schedule, and in consonance with corporate goals and objectives.

Candidate

Minimum requirements will include a related technical bachelor's degree and 7-10 years operations

management experience in the areas of high tech manufacturing, QA, and Customer Service. Electronic systems background preferred.

Company

High tech, telecommunications company is launching its IPO. The company is in a period of growth because it provides fiber optics to enable systems and networks to carry more data and offer interactive services such as Internet access and telephone connections.

Compensation

A significant 6 figure salary + bonus + stock options.

Location

San Diego, California

Contact

Ben Greco

Ben Greco Associates, Inc. - Executive Search

445 South Figueroa Street Suite 2600

Los Angeles, CA 90071

Tel 213/612-7766 · Fax 213/612-7767

bengreco@bengreco.com



APICS INTERNATIONAL CONFERENCE & EXPOSITION

October 22–25, 2000
Orlando, Florida

Visit www.apics.org and select Conference & Expo for the latest conference information. You can also reserve a copy of the conference brochure (item #04066 available spring 2000) by clicking on the link on the conference & expo page.

We've put together an educational experience that will empower you to evaluate your organizational issues and make the right decisions for your business.

APICS Sacramento e-Mail List

Would you like to receive local chapter news updates, seminar and course announcements, and upcoming meeting highlights via e-mail? Stay informed with late breaking chapter news. Send an e-mail with your area of interest to rbeck@apicsacramento.com and we will add you to our e-mail list. This list is confidential, and will not be sold or given to anyone outside the chapter board of directors, and will be used only for chapter business.



We're on the Web!
www.apicsacramento.com

Edited by
Randy Beck &
Michele Vitaich
Lettershop services by
PRIDE Industries



APICSacramento Board Members

President	Karen Hess, CPIM, CIRM	916/748-9346	karen_apics@yahoo.com
VP Education, Seminars	George Cusack, CPIM	916/684-5200 x3224	gcusack@alldata.com
VP Education, Certification	Michele Vitaich	916/446-2610	Msktty@yahoo.com
VP Marketing	Melanie Hoots, CPIM	916/785-7751	melanie_hoots@hp.com
Treasurer/Secretary	Beverly Paul, CPIM	916/984-9554	bpaul@apicsacramento.com
Director of Technology	Randy Beck	916/783-5267	rbeck@prideindustries.com
Director of Programs	Ed Mercado, CPIM	209/727-5504 x13	edmercado@email.msn.com
Publicity	Vacant		
Director at Large	Bill Lodholz	530/666-2493	lodholz@dcn.davis.ca.us
Director at Large	Glen Lewis	209/466-9011 x442	glen.lewis@delmonte.com
Director North Valley Activities	Jerry Sanders	530/879-3165	JSAND65192@aol.com
CSU Chico Faculty	Raymond Boykin, PhD	530/898-5895	rboykin@busipo.csuchico.edu
Student Chapter President	Tom Smith	530/332-0903	tgs@mail.csuchico.edu
CSUS RCE	Jackie Branch	916/278-4433 x115	
APICS Society		800/444-APIC	Web site: www.apics.org
Chapter Voice Mail		916/650-8660	