



B&L NEWS

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Welcome/ Congratulations

FROM THE DESK OF Joe Harmon

Vice-President - Technology & Client Support



Hardware Upgrades

The Technology team has been hard at work installing a lot of new hardware over the last couple of months. This not only includes new servers, but also an all Solid State Drive (SSD) Storage Area Network (SAN), new gigabit switches, and new gigabit firewall devices. We are excited about the new hardware and hope B&L Cloud Odyssey users find it beneficial.

We are not stopping at hardware only. We have also recently installed software onto our Remote App server farm in order to improve the performance of Odyssey printing for our Remote App users. **During our testing of the software, we saw significant improvement in printing speed.** We had one report that took over 1 minute to print before using new hardware and new software - now only takes 12 seconds! This is a huge plus for Windows UI version of Odyssey users who have had challenges with printing speeds.

If you are using the Windows UI version of our software and would like to reap the **benefits of this new Remote App software, you will need to download our new Remote App package for your PC.** This package will also install the necessary files to support the printing enhancements. B&L's Support staff has contacted many customers to set up an appointment to go over the new enhanced printing. If you would like to talk about the enhanced printing, feel free to email us at Support@BLInfo.com or call the support line at **269-465-6207 x829.**

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*Thank you to all our customers
and wishing each of you
a prosperous New Year!*

The Benefits of EDI

(Excerpt from an EDI industry resource, EDIbasics.com, on the benefits of EDI)

From a financial perspective alone, there are impressive benefits from implementing EDI. Exchanging documents electronically improves transaction speed and visibility while decreasing the amount of money you spend on manual processes. But cost savings is far from the only benefit of using EDI.

But let's start with cost savings anyway:

- ▶ Expenses associated with paper, printing, reproduction, storage, filing, postage and document retrieval are all reduced or eliminated when you switch to EDI transactions, lowering your transaction costs by at least 35%

- ▶ A major electronics manufacturer calculates the cost of processing an order manually at \$38 compared to just \$1.35 for an order processed using EDI

- ▶ Errors due to illegible faxes, lost orders or incorrectly taken phone orders are eliminated, saving your staff valuable time from handling data disputes

The major benefits of EDI are often stated as speed and accuracy:

- ▶ EDI can speed up your business cycles by 61%. Exchange transactions in minutes instead of the days or weeks of wait time from the postal service

According to a recent research study from Forrester, EDI continues to prove its worth as an electronic message data format. This research states that "the annual volume of global EDI transactions exceeds 20 billion per year and is still growing."¹ For buyers that handle numerous transactions, using EDI can result in millions of dollars of annual savings due to early payment discounts.

RADLEY CORPORATION

- ▶ Improves data quality, delivering at least a 30—40% reduction in transactions with errors—eliminating errors from illegible handwriting, lost faxes/mail and keying and re-keying errors
- ▶ Using EDI can reduce the order-to-cash cycle time by more than 20%, improving business partner transactions and relationships

However, the increase in business efficiency is also a major factor:

- ▶ Automating paper-based tasks allows your staff to concentrate on higher-value tasks and provides them with the tools to be more productive
- ▶ Quick processing of accurate business documents leads to less re-working of orders, fewer stock outs and fewer cancelled orders
- ▶ Automating the exchange of data between applications across a supply chain can ensure that business-critical data is sent on time and can be tracked in real time. Sellers benefit from improved cash flow and reduced order-to-cash cycles
- ▶ Shortening the order processing and delivery times means that organizations can reduce their inventory levels

Interested in learning more about how EDI can benefit you? Spectrum sponsor and Odyssey partner Radley Corporation (Radley.com) would be happy to speak with you further.

1. Vollmer, Ken. Forrester, "The Future of EDI."

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Scheduling Solutions



Mark Danly of Danly Consulting Services recently hosted several classes during Spectrum 2015 in Minneapolis. Here are 4 take-away tips from his class:

- ① Let shop supervisors develop daily production schedule. Production control should provide weekly schedules and goals
- ② Even if you are not using load vs capacity, you can still calculate promise date when entering a customer order. In the work center master for molding work centers, add what your rough backlog is in days. Then, in the product master, add the number of secondary days (on the other tab) — this will add to the molding backlog days to give you expected promise date. Of course you can change that date,
- ③ Once you know what shop orders you want started in each week then schedule those with the “KEY” field of “MOLD CAST START DATE”. You can then lock in those dates by locking the shop order. This will recalculate start and completion dates for that shop order and its components.
- ④ Always use start date when determining what order to run. Any shop order with a start date prior to today will be late. Do not work ahead unless there are special circumstances that make sense.



Mark has been involved in many facets of manufacturing operations for over 30 years. He works with companies to perform operations analysis and to implement productivity improvements. Such analysis includes lean manufacturing solutions, inventory control and purchasing systems, project management techniques, and production control systems. Mark has a BSIE from the Illinois Institute of Technology and an MBA with an emphasis in Operations from DePaul University. Mark can be reached at mdanly@danly-consulting.com.

2016 Educational Opportunities

BootCamp	
Follow your data from “Quote to Cash” and “Requisition to Pay” in this hands-on kickstarter to key Odyssey modules. Over the course of two days, experienced trainers will be demonstrating methods used to enter data and assisting students with company specific questions, as well as providing a high-level overview of the integration of the entire Odyssey software system.	February 15th – 16th (Windows UI)
	May 9th – 10th (Web UI)
	August 8th – 9th (Windows UI)
	November 7th – 8th (Web UI)
Crystal Reports	
From Job Costs to On-Time Delivery to Shipping Documents, you need information to ensure your metalcasting organization is running smoothly. During this day and a half class, you will: 1) create basic reports using data from Odyssey; 2) modifying existing Odyssey reports to create new Odyssey reports; and 3) navigate and understand the Odyssey database structure.	February 17th – 18th
	May 11th – 12th
	August 10th – 11th
	November 9th – 10th
Accounting	
Topics to be covered include: Accounts Payable, Accounts Receivable, Financial Statements, General Ledger and Sales Analysis. This Odyssey class will include an in-depth look at the finance modules; hands-on module training and assistance building company specific-financial statements.	April 12th – 13th (Windows UI)
	June 14th – 15th (Web UI)
Intro to Manufacturing	
You will learn the Odyssey way to create product and core routings, bills of materials, and cross-referencing. Production basics also includes the principles of production screen designs, production transactions and tracking inventory. You will see hands-on demonstrations of creating shop orders and capacities, as well as a light overview of scheduling basics. This two day class will also touch on floor manager screens, quality viewer, and production reports.	April 5th – 6th (Windows UI)
	June 7th – 8th (Web UI)

Additional Payroll Resource for Odyssey Customers —

B&L customers now have a choice of supported payroll/HR partners to use with their Odyssey ERP software system. In addition to current payroll/HR partner, ADP, B&L has added additional payroll/HR partner, Arlington Heights, Illinois-based Paylocity. **Paylocity's combination of technology and service is a great fit for Odyssey customers!**

Paylocity specializes in providing the best engineered, cloud-based payroll and human resource solutions accompanied by world-class service and support. Payroll processing can be time-consuming; implementing the right payroll/HR software solutions not only increases

payroll productivity but reduces time and human error. Paylocity is ready to help; their flexible and scalable solutions include: online payroll, human resources, time and labor, benefits administration, applicant tracking and health care reform. **For Odyssey customers, Paylocity offers transfer capabilities to access, integrate, migrate and consolidate time and labor management, healthcare, 401(k) and other retirement plans, as well as insurance.**

Odyssey Contact for Paylocity: R. J. Morgan | Senior District Sales Manager, Paylocity - rmorgan@paylocity.com
Direct Line: (317) 800-8428

Welcome to the Odyssey family:

- Ancast Industries, Ltd
- Talladega Foundry & Machine Co., Inc.

Go-Live Congratulations to:

- Chicago White Metal Castings, Inc.
- Minncast, Inc.
- Pace (Fayetteville)
- Custom Castings, Ltd
- One Source Castings Corporation (Fox Hills)
- Penn-Mar Castings, Inc.
- Galesburg Castings, Inc.
- Rowe Foundry, Inc.

