B&L NEWS

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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Spectrum 2021 In-Person this September!

Spectrum 2021 kicks off a fresh start at a beautiful location, Florida! We'll be at the fabulous Marriott Orlando World Center. The dates are September 19th-21st. For those interested in the Sunday morning golf event, we'll meet you at the Marriott's beautiful 18-hole Hawk's Landing Golf Course. Spectrum is a user conference like no other. Held for over 25 years, Spectrum is the largest gathering of metalcasters using Odyssey. Two full days of mini-classes and networking opportunities. Every attendee and their guest are invited to a Sunday night Welcome Reception to enjoy music, food, drinks and a chance to catch up with B&L staff and friends from past Spectrums. There will be fun activities to strengthen industry bonds. You won't want to miss this! Minutes away from the Disney parks.

B&L's premier users' conference brings together Odyssey customers with B&L staff for two days of classes, networking, and presentations. Breakout sessions typically include numerous mini-class options, a panel discussion, customer case studies, and multiple networking opportunities. Additionally, B&L staff is also available for one-on-one meetings to review any company-specific questions you might have.

Early registration began on May 17th. The early bird price is $595.00 per person, a savings of $130 from prior years early bird prices. When three or more people register from the same company at the same time, you'll receive an additional $75 discount per person. We have a linked document on the Event Registration page website of all the steps Marriott has in place to keep our attendees safe while registering, in their rooms and throughout the hotel property. The document is entitled "Marriot's Commitment to Clean."

Additional details will be shared with our customers soon or you can also visit our website, blinfo.com.

Will we see you at Q3 classes?

Boot Camp – August 16-17th   **Crystal Reports** – August 18-19th

Classes will be held in-person! Please see our website for full details. (BLInfo.com/Classes)

Odyssey Go-Lives and Signings

In Q2 2021, one new customer signed with Odyssey.

• Omega Castings, Inc. of Battle Creek, Michigan. Founded in 1975, Omega is one of the world's largest producers of high-quality, cast-link conveyor belts. Their systems include cast-link conveyor belts, roller assemblies, and drive drum assemblies. Their primary end market is heat-treat facilities. Omega's founding mission was to produce alloy castings and assemblies with superior metallurgical and dimensional integrity and to deliver those castings and assemblies promptly to their customers.

During the Q2 2021 timeframe, three B&L customers went live with Odyssey ERP.

• A&B Aluminum Brass Foundry of Dallas, Texas. Since the inception of the foundry, they have directed their efforts to sustain compliance with high-industry standards and service quality, establishing a reputation of reliability and trust in the Southwest region of the USA. Their primary market served is decorative outdoor living products. Proud of their Made in America custom products, they combine the best of these to make cost-effective and superior quality casting services accessible throughout North America.

• Grede Holdings of Southfield, Michigan. The Grede legacy dates to 1920 when William J. Grede founded Grede Foundries, Inc., with an iron foundry in Wauwatosa, Wisconsin. Grede offers complete precision machining and finishing services, as well as the assembly of diverse components into complete systems. It has 10 facilities in the U.S. with approximately 3,800 employees.

• Atlas Foundry Co., Inc. of Marion, Indiana. Since 1893, Atlas Foundry has been owned and operated by the Gartland family. The foundry has continued to grow by providing high-quality gray iron castings, plus needed support services such as pattern development and storage services, metal testing and evaluation, prototyping, part finishing, machining, coating, heat treating, and much more.

Dick Laney Memorial Scholarship Recipient

B&L Information Systems announced the 2021 recipient of the Dick Laney Memorial Scholarship, Natalee McNeil. The scholarship was established in 2007 as a memorial to B&L Information System's founder, Dick Laney and this year brings the total number of scholarship recipients to eighteen.

Natalee will be a freshman this fall at Indiana Wesleyan University in Marion, IN. Natalee will major in Nursing and minor in Spanish. Natalee is a member of the Nation Honor Society. She was all-conference, all-district, and academic all-state for girls softball. Natalee is Class President, DECA Vice President, and Orange Crush Student Leader. She is the daughter of B&L employee Chris McNeil, a quality engineer.

The scholarship is available to children of current B&L employees who attend accredited colleges after high school graduation.

ODYSSEY UPDATE

Brad Clark, Vice President Research & Development

Odyssey 6.3.3

The third major release of Odyssey in 2021 not only contains a number of performance and stability improvements but Odyssey 6.3.3 also includes many functionality and user experience enhancements. Rather than focusing on one major 'flagship' enhancement, Odyssey 6.3.3 includes many smaller enhancements geared to add immediate value to Odyssey.

We also focused our efforts on ensuring that many customer enhancements requests are included in Odyssey 6.6.3. A total of 13 new features came directly from customer requests through the Customer Feedback Forum. This accounts for 30% of all the new features added into Odyssey.

One of these customer enhancements is the ability to inactivate General Codes. Due to the scope of this enhancement, the inactive General Codes enhancement will be fully rolled out over the next several releases. With Odyssey 6.3.3, you can inactivate all General Codes in the Costing, Material Inventory, Pricing, Production, Purchased Casting, and Purchasing categories. Inactive General Codes will not be seen in any lookups or filters, and they cannot be added to new records. You will also be unable to inactivate a General Code that is currently assigned in the system.

Another significant customer requested enhancement is a change to the Financial Statement that allows the use of Key Values. This enhancement

enables columns to be defined to show different departments or different plants if utilizing Inter-Company. Dollars are now being accumulated by Key Values, Year, Period, and department (or plant). This allows account segments to be assigned a Key Value. The account numbers associated with the account segments will have their dollars accumulated, making it more efficient and faster to assign account numbers to Key Values.

For those using Microsoft SharePoint to manage your images and documents, you can now add a SharePoint link to all record's Links through a new SharePoint link option. For images, Odyssey will translate the URL of the image in SharePoint into an image that can be used throughout Odyssey.

If you need to have separate invoices for miscellaneous or packaging charges, a new enhancement to the Customer screen allows you to choose whether these charges are processed with the product invoice or included as a separate invoice. A flag has also been added to the Miscellaneous Charge screen to flag which miscellaneous charges need a separate invoice. This allows you to have some charges included with the product invoice and some charges on their own invoice.

Please visit Rapid Support's Odyssey Release Notes section for a complete list of all the new features added to Odyssey 6.3.3. Under the Odyssey 6.3.3 topic, you will find a document that details all the new enhancements (Odyssey 6.3.3 Enhancements), a document that includes all the performance and stability improvements (Odyssey 6.3.3 Full Release Information), and a document that includes technical information for Odyssey administrators (Odyssey 6.3.3 Install Instructions & Technical Notes).

The limited release of Odyssey 6.3.3 will be available in mid-July 2021. On-premise customers may request an upgrade to 6.3.3 at any time after Odyssey 6.3.3 has been released. B&L Cloud customers are scheduled to be upgraded on August 8th, 2021. If you would like to have the limited release of Odyssey 6.3.3 installed prior to that date, B&L Cloud customers may request a limited release upgrade.

15 Awesome Things You Can Do in Odyssey Web User Interface (Web UI)

1. Customer Relations Management (CRM) - This module centers around the Customer, Prospect, Request for Quote (RFQ), Quotes and Sales Cycle. Communicating is a key to any successful relationship. This module allows tracking emails with the notes and Outlook Plug In. CRM has a new robust Activity follow up feature. It also features short cuts to new and existing customer related screens such as Current Open AR, History or Highest Open AR Balances and many more.

2. Gauge Management - provides the ability to define your gauges, schedule maintenance and or calibrations, and track the maintenance/calibration activities. Calibration results can be entered and stored for each gauge. Outside calibration costs can also be accumulated for each gauge.

3. Shop Planner - allows the scheduler to visually plan what shop orders are to be done for a single operation or group of operations. The scheduler can choose to plan by day, week, or month. When using the Shop Planner, the shop orders to plan are selected and then normal scheduling logic is used when smoothing or applying your schedule.

4. Rapid Support is available from within Odyssey - It is so easy to view training and webinar videos, get to frequently asked questions and how to guides. Simply click on the icon in the upper right-hand corner of your screen. Contacting the Support Desk from within Odyssey or Rapid Support is a breeze! The need to log into BLinfo.com to get to Rapid Support is not required in the Web version.

5. Print Queues - no more tying up your PC waiting for a report to build, simply send it to the print queue and print later.

6. Company Goals and KPI's - allows setting up company goals and KPIs for areas your company wishes to track. For example, track employee's actual hours to a goal or visually track On-Time Delivery, Open Tool or Customer Orders, RMA's, etc.

7. Main Menu Screen has improved - Use the standard bright screen or change it to dark mode. The screen has moved some modules around, no problem, just enter the module or master table in the search area. Are you a multi-tasker? No problem, just open a new tab using the "house" icon in the search field. If you spend most of your time in a certain area, for example, Accounting, simply click on the "star". The next time you log into Odyssey, Accounting with all the modules and master tables will be your default log-in screen.

8. Dashboards - Create New Dashboards or use the existing Dashboards. Display them or not, it is your option.

9. Capital Projects - Track your costs on patterns or tools as well as expenses on large projects. Set a budget on a capital project and watch the dollars accumulate as requisitions, purchase orders and Accounts Payable Invoices are applied. Get emails when the project exceeds the budgeted amount. Wrong project on an A/P Invoice? Simply go into A/P History to correct it.

10. Odyssey API - This very popular tool is a RESTFUL web service that allows end users to develop services, applications, and business logic that can interact with data in the Odyssey database. A client can access the API via HTTP request to the available endpoints. Typically, a GET request will fetch data, a PUT request will update data, a POST request will add data, and a DELETE request will delete data. In cases where we have dynamic actions, such as adding an arbitrary record, a POST request will be used.

11. Quick Clock through the Odyssey App - allows employees to clock in and/or out through a mobile device. When an employee's badge is entered or scanned, the employee is either clocked in or clocked out. A message is displayed at the bottom of the screen and shows the status of the transaction.
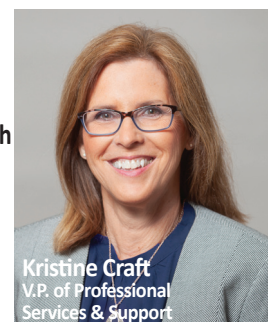
Kristine Craft
V.P. of Professional Services & Support

12. Multi-Factor Authentication (MFA) - allows adding an extra layer of security. Simply set this at the User Master. When a user enters their user ID and password, they would be required to check their email for the MFA code then enter the code into the MFA field on the login-screen.

13. Updated profile manager - allows saving all filter and sort settings at the organizational, company, and user levels. The profile manger also supports drag-and-drop when managing what fields are in a profile.

14. Ability to add custom Data Views and Multi-Views to most screens - Through the use of Data View parameters, you can display data in your Data View and Multi-View within the context of a highlighted record.

15. The Quick Access Toolbar - allows easy access to administrative screens such as the Help, Release Notes, Appserver Logfile Viewer, File Manager, System Configuration, and the Unlock Records screen.

B&L's award-winning Support Representatives will be happy to assist you in the transition. Please contact them at support@blinfo.com or by phone at 269-465-6207 ext. 829.

Industry Events

NADCA Congress & Expo

10/04/21-10/06/21 | Indianapolis Convention Center

The 2021 Die Casting Congress & Exposition, a must-attend event for anyone in the die casting industry, will be held October 4-6, 2021, at the Indiana Convention Center in Indianapolis, IN. This event will include three days of Congress sessions given by experts from around the world.

ICI Conference & Expo

11/07/21-11/10/21| Devos Place | Grand Rapids, MI

The Investment Casting Institute holds a yearly Technical Conference and Exposition. Attendees benefit from presentations covering all aspects of the investment casting process, as well as an Exposition featuring top suppliers in the industry. Awards are given to individuals and companies who demonstrate excellence in the field.

Upcoming B&L Webinars

Maintenance Management Part 1 Webinar – July 14

Maintenance Management Part 2 Webinar - July 21

Bank Reconciliation Webinar - August 11

Product Allocations Webinar - August 25

Webinars are hosted through Microsoft Teams. Please see our website for full details. (https://www.blinfo.com/services/educational/webinars/)