



B&L NEWS

JANUARY 2023 | VOL. 33 | NO. 1

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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Recap and Looking Forward

CEO'S CORNER



Phil Laney, CEO

Here are a few numbers to recap a wonderful 2022 at B&L Information Systems:

- **17 – Odyssey go-lives.** Implementing a new ERP system is not child's play. It's tough work on the part of you, our customer, and our dedicated staff here at B&L. Congratulations to all involved with the 2022 go-lives.
- **17 – New customers.** From Canada to Mexico. From Utah to Florida, metalcasters across North America are choosing Odyssey for their ERP system.
- **172 – New enhancements.** Odyssey keeps getting better and better based on your feedback.
- **7 – New employees.** Great people make great companies and these folks fall into that category.
- **11 – Percent sales growth year over year.** More evidence of B&L's leadership position in the metalcasting ERP space.

B&L also received two awards over the last 12 months. The Southwest Michigan Chamber of Commerce bestowed their Economic Impact Award to B&L in February. In April, B&L attained the highest level partnership status with Progress Software Corporation, our database and programming language platform for Odyssey.

Amidst much economic upheaval this year, B&L has been on a steady incline of growth and improvement. Looking forward to 2023, we've got several irons in the fire. A slew of new Odyssey enhancements are on the R&D drawing board, as well as B&L Cloud performance and cyber security improvements. See Brad Clark's article for more details. Our Odyssey support team successfully dispositioned 4,479 support tickets in 2022, and they stand ready to serve in 2023. Over 20 new customers will be implementing Odyssey with go-lives scheduled this year. Our professional services department will be heading up these projects. We'll be exhibiting at all of the major metal casting trade shows this year, as well as many regional and specialty conferences. Stop by to say hello. And finally, Spectrum 2023, our global users conference is scheduled for San Antonio, TX September 24 – 26. We hope to see many of you there.

Thank you for your continued support and usage of the Odyssey ERP platform. Wishing you a successful and enlightening 2023.

Regards,

Phil Laney, CEO

Will we see you at our upcoming classes?

Boot Camp – February 13-14


Inventory Workshop – April 19

Crystal Reports – February 15-16


Scheduling Workshop – April 20

Classes will be held both in person and virtually. Please see our website for full details. (BLInfo.com/Classes)


JANUARY




Goes-Live ●




FEBRUARY




Goes-Live ●




Goes-Live ●



Signing ●



Signing ●



○ Crystal Reports Class


○ Boot Camp Class

○ Odyssey 6.4.0


MARCH

○ Nick Goodman promoted to Controller-Administration


○ Elizabeth O'Conner joins B&L




APRIL




Goes-Live ●



Goes-Live ●




Signing ●




Signing ●


MAY




Goes-Live ●



Goes-Live ●



Signing ●




Signing ●


○ Patrick McCrevan writes article for ICI

○ Crystal Reports Class

○ Boot Camp Class



JUNE





Goes-Live ●

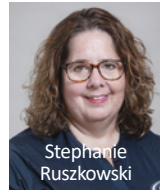
○ Patrick McCrevan writes article for ICI

○ Odyssey 6.4.1

○ Stephanie Ruzkowski joins B&L

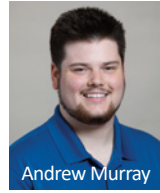



New staff additions



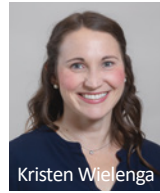
Stephanie Ruzkowski

Stephanie Ruzkowski joined B&L's Research and Development team as a front-end Software Development Engineer. Early in her career, she worked as a development programmer in a behavioral healthcare web application and has worked in other fields performing data analytics and technology enhancements. She holds a Bachelor of Science in Mathematics from the University of Toledo with a minor in Chemistry. Stephanie enjoys spending time with her husband, three sons, and pets outside of work. She also enjoys tutoring students in high school math courses during her free time.



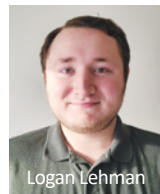
Andrew Murray

Andrew Murray joined B&L Information Systems as a Support Representative and Professional Services Assistant. He has a background in warehouse management, project coordination, and customer support. Andrew is currently completing an Associates Degree in Legal Studies and then pursuing a bachelor's degree in Business Administration from Purdue University Global.



Kristen Wielenga

Kristen Wielenga started her journey at B&L Information Systems as a Project Consultant. She has practical experience in accounting, as well as extensive experience assisting businesses in implementing and navigating various accounting software. Previously, Kristen worked as a corporate trainer and Treasury Management Specialist for PNC Bank. Kristen graduated from Western Michigan University.



Logan Lehman

Logan Lehman joined B&L Information Systems as a Support Representative. Logan has an associates in Information Technology Networking from Southwestern Michigan College. He has experience with customer service in both food and retail, as well as experience in troubleshooting/repairing technology.

Live with Odyssey

Two companies went live with new installations of Odyssey ERP in Q4 2022.



- Southwest Steel of Longview, TX. Established in 1971 their facility includes two separate foundries on 31 partially wooded acres. They work primarily with mining, shipping, energy, transportation, and construction industries throughout the world.



- Grede – Iron Mountain of Kingsford, MI. Grede is an independent company that designs, engineers, and manufactures high-quality ductile, gray and specialty iron castings for automotive, commercial and industrial markets. Headquartered in Southfield, Michigan, Grede's 10 foundries and 3,800 employees offer complete precision machining and finishing services, as well as assemble diverse components into complete systems. The Kingsford location was founded in 1947.

Signings

Eight new companies joined the Odyssey family in Q4, 2022 including:



- Ramsden Industries Limited of London, ON.
- Kansas Castings Inc. of Belle Plaine, KS.
- State Line Foundries, Inc. of Roscoe, IL.
- Applied Metallurgical Corp of Gilmer, TX.

ODYSSEY UPDATE



**Brad Clark, Manager
Research & Development**

Odyssey 6.4.3 By Brad Clark

As the new year rings in, R&D is preparing for the next release of Odyssey. Odyssey 6.4.3 includes almost 60 enhancements and a host of stability and performance improvements. We completed 18 enhancements that came directly from the community feedback forum, ensuring that we are getting your important enhancements into the system. Some were small, such as adjusting the width of system formula fields, and some were large, such as the Finished Goods Cycle Count by

Location enhancement. Whether the idea came from the community or internally, each enhancement was chosen to help improve your experience with Odyssey so that you can more effectively run your business. To see all the enhancements and stability improvements added to Odyssey 6.4.3, please visit Rapid Support at rapidsupport.blinfo.com.






















As I look back at the more than two decades since Odyssey was first released, I am proud of my team and the work that went into making it a world-class metalcasting business solution. When Odyssey was first released, there was no financial module, but now it's hard to imagine using Odyssey effectively without the full integration between operations and accounting. Maintenance Management, Tool Management, Outside Inventory, Corrective Action Reports, RMAs, Gauge Management, and Intelligent Views are just a handful of major modules added to Odyssey over the years. Each module is tightly integrated into the rest of the Odyssey, making it seamless for your business operations. If you're not using these modules, why not? Odyssey was designed to help you run your business, so let it! If you need an analysis of your operations to use Odyssey more effectively, contact our professional services group to see if we can jump-start your use of Odyssey.

Is there a feature or function missing from Odyssey that you need? Check out our Community Feedback Forum to make an enhancement request for your idea. The feedback forum is available directly from the Client Portal section of our website. If you need help finding it, contact our support group at support@blinfo.com for assistance.

This past year, B&L completed a full security assessment by a third-party assessor. The assessment showed that we were in good shape, but they offered several items to remediate. Throughout the latter half of 2022, our technology team worked to minimize our vulnerabilities by following the best practice recommendations from our assessor. A follow-up assessment will be conducted later this year to ensure that remediation steps were successful and to search for any additional security issues. Ensuring your data is protected is an ongoing effort, and we continue to evolve and improve our security standards to meet those requirements. If you have any questions about the security of the B&L Cloud, please get in touch with our technology group at technology@blinfo.com to schedule a one-on-one discussion.

Looking forward to Odyssey's future, B&L's strategic direction will always include metalcasting enhancements, and there are many great customer-focused enhancements in the product roadmap. Odyssey has been going through an internal framework overhaul for several years, and that work continues in 2023. Production Entry screens and the Shop Floor Manager are being revamped and retooled using modern development frameworks. This update will increase stability and performance, as well as improve the user experience. The next step will be extending this new framework throughout Odyssey. The new look and feel will ensure that Odyssey is ready for whatever the future holds.

Brad Clark
Vice President – Research and Development

JUNE		
<input type="radio"/>	Kristen Wielenga joins B&L	
<input type="radio"/>	Andrew Murray joins B&L	
JULY		
	Goes-Live	<input checked="" type="radio"/>
	Goes-Live	<input checked="" type="radio"/>
<input type="radio"/>	Patrick McCreven writes article for ICI	
AUGUST		
	Goes-Live	<input checked="" type="radio"/>
	Signing	<input checked="" type="radio"/>
<input type="radio"/>	Crystal Reports Class	
<input type="radio"/>	Boot Camp Class	
<input type="radio"/>	Logan Lehman joins B&L	
SEPTEMBER		
	Goes-Live	<input type="radio"/>
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OCTOBER		
	Signing	<input checked="" type="radio"/>
<input type="radio"/>	Crystal Reports Class	
<input type="radio"/>	Boot Camp Class	
<input type="radio"/>	Odyssey 6.4.0	
NOVEMBER		
	Signing	<input checked="" type="radio"/>
	Signing	<input checked="" type="radio"/>
	Signing	<input checked="" type="radio"/>
DECEMBER		
	Signing	<input checked="" type="radio"/>
<input type="radio"/>	Dick Laney Memorial Scholarship	
<input type="radio"/>	Tyler Iazzetto joins B&L	



01/23

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Never too early to start planning!

Spectrum 2023 will be held at Hotel Contessa in San Antonio, Texas. The dates are September 24th-26th.

San Antonio's River Walk, Spanish colonial architecture parks and plazas make it one of America's most picturesque cities. As one of the fastest growing cities in the nation, San Antonio offers modern convenience in the middle of a historic city with diverse culture, ethnic cuisine and exciting attractions!

Spectrum is a user conference like no other. Held for over 25 years, Spectrum is the largest gathering of Odyssey using metalcasters. Two full days of mini-classes and networking. Breakfast, lunch and dinner included. Fun activities to strengthen industry bonds. You won't want to miss this!

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