



March 2016 - Issue #121

## Welcome from Lisa

Every month, I seem to note how fast the month flew by...do you feel the same way?

Sometimes it seems like I'm in a rat race. My mom says she feels like she gets through one day of laundry, dishes, preparing food, running around to appointments and after "too few" hours of sleep, it starts all over again. I imagine this feels familiar, whether a mother, business executive or consultant.

Thus, this is one of the reasons I'm passionate about SPEED. To succeed, my clients need quick wins, fast results, products & services introduced while they are still cutting edge, access to the right data at the right time to make rapid yet informed decisions, etc.



## Emerging Supply Chain Trends

April 30, 2016 | 8—11:30 AM  
[www.apics-ie.org](http://www.apics-ie.org)

Speed is certainly one of the emerging trends in the supply chain. My APICS Inland Empire Board of Directors concurs. Thus, our APICS-IE executive panel & networking symposium will be geared to the topic of "Emerging Supply Chain Trends". Please reserve your spot while still available.

Because of the importance of staying on top of what is critical, I am constantly on the forefront of what's new - more importantly, what "works" and will deliver results for my clients. As a part of this quest, I have put together 4 proprietary process models that I use while working with clients to achieve dramatic results.

- 5P Accelerator(SM) for fast-tracking growth and profits
- TST(SM) for driving supply chain performance
- 4 EXCEL(SM) for using SIOP expertise to drive exponential results.
- ACE(SM) for aligning critical success factors to achieve engage results with ERP selection.

To learn more, read my featured articles below.

### **IN THE NEWS**

Please check out my latest speeches, articles & quotes:

- Published an article "Keys to Delegation Success" in *Project Times*.
- Speaking at the Institute of Management Accountants (IMA) Inland Empire on "The Amazon Effect: How to Leverage for Business Success" on April 21st. Please join us.

- Speaking at APICS Ventura on "Priming Your Supply Chain for the Amazon Effect" on April 12th. We welcome you to join us for an interactive discussion on how this applies to you, your career and your company.

Enjoy,  
Lisa

Email  
LMA Consulting Group, Inc.

P.S. Please think of me if you should know anyone who would like to elevate their business performance.

## Eagle Eye 4 EXCEL for SIOP Success

Our most successful clients are constantly thinking about where they are headed. They think about why they are going there - how does it fit with their vision? How does it have meaning for their customers? Employees? Supply chain partners?

They also think about emerging trends - what is most likely to impact their business? What do they have control over? What opportunities can they leverage? Can they turn lemons into lemonade? How?

Our role is to stay ahead of the curve so that I can help my clients achieve dramatic results. Thus, we've incorporated the following best practices and thinking into the development of our proprietary processes:

- Best practices across industries (ranging from aerospace to building products to food & beverage to distribution) and company-sizes (from small, family owned businesses to facilities and divisions of multi-billion dollar, global enterprises)
- Expert advice from our collaborations and alliances of clients and colleagues inclusive of top-notch trusted advisors, communities of executives and business owners, and trade association experts and professionals.
- And, most importantly, we've bounced these against "what works" and is immediately pragmatic.

**4 EXCEL(SM) is our proprietary process that leverages SIOP (sales, inventory and operations planning) expertise to drive exponential results.**



We've found 4 EXCEL to achieve two vital outcomes:

- Bottom line results - growth, profitability, cash flow, productivity, customer loyalty
- Engagement and collaboration across the organization - and often-times across your supply chain.

There are 4 E's for success:

- Engage executive team in SIOP (sales, inventory, and operations planning)
- Energize cross-functional teams inclusive of customers and suppliers (to align demand with supply)
- Execute integrated business plans
- Elevate business performance (growth, profit, working capital, customer service)

Please refer to our [webpage](#) to learn more and [contact us](#) if you are interested in leveraging 4 EXCEL(SM) at your organization.

**Did you like this article?** [Continue reading on this topic:](#)  
[SIOP/ Integrated Business Planning](#)

### The Strongest Link in Your Supply Chain TST to Drive Supply Chain Performance

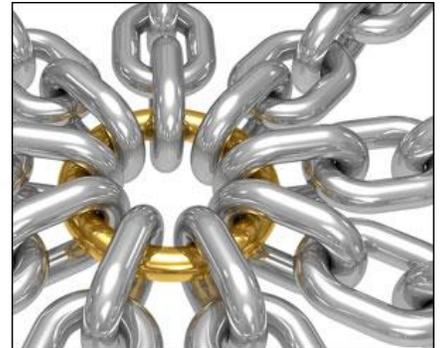
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**TST(SM) is our proprietary process that combines torque, speed and traction to drive supply chain performance.**





My consulting mentor helped me come up with TST(SM) a few years ago after listening to my strengths and results in supply chain management; however, I didn't fully realize it's brilliance until I purchased my new car in 2015 - An Audi A5 convertible. Suddenly, the "right" combination of torque, speed and traction make a lot of sense for not only driving on the road but for my clients' success as well.



When applying it to our clients, we've found that the optimal combination of these factors will make the difference between success and failure:

- Torque - getting out of the blocks quickly. Quick wins create momentum!
- Speed - the need for speed permeates all successful clients. Just think of leaving your competition in the dust..
- Traction - certainly, maintaining "control" over your strategic advantage, critical success factors and profit drivers is essential to steering your organization towards sustainable success.

If you are not focused on that sweet spot, you are left with sub-optimal performance:

- If you have torque and speed but not traction, you are spinning your wheels. How many of us feel this way?!?
- If you have speed and traction but not torque, you will have a slow start. There is no excitement in that!
- If you have torque and traction but not speed, you will lag behind.

Thus, the only winning combination is to be in the sweet spot of torque, speed and traction to lead the pack.

Please refer to our [webpage](#) to learn more and [contact us](#) if you are interested in leveraging TST(SM) at your organization.

**Did you like this article?** [Continue reading on this topic:](#)  
[Is Your Supply Chain Ready for Growth?](#)

The Systems Pragmatist

## Serving up an ACE in ERP Selection & Design

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**ACE(SM) is our proprietary process that serves up an ace and "hits the spot" with ERP selection and design.**



**ace**<sup>SM</sup>  
**ERP**

*Aligning Critical Success  
Factors for Endgame Results*

Since I played tennis in high school, I particularly enjoy this proprietary process. Serving an ace can be as hard in tennis as it is in business. You have to hit the ball with the "right" strategy vs. your opponent, in the "right" spot, at the "right" speed, at the "right" angle and at the "right" time.

Our ACE(SM) process hits the bull's eye by matching the critical success factors of the business in combination with best practice business processes, unique system differentiators and supplier partnerships to achieve endgame results with ERP selection and design. Endgame results include:

- Scalable infrastructure to support business growth
- Improved profitability
- Accelerated cash flow
- Superior customer service
- Increased productivity and automation
- With dramatically reduced risk!

Please refer to our [webpage](#) to learn more and [contact us](#) if you are interested in leveraging ACE(SM) at your organization.

**Did you like this article?** [Continue reading on this topic:](#)  
[5 ERP Selection Pitfalls](#)

Profit through People

## 5P Accelerator to Fast-Track Growth & Profits

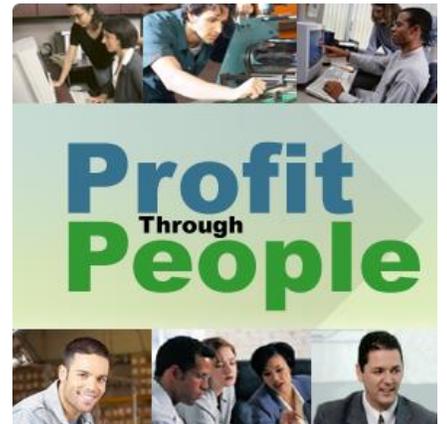
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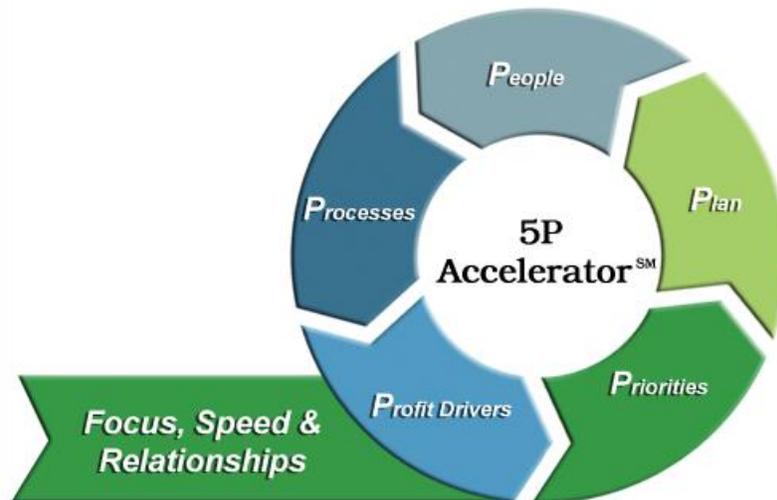
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**5P Accelerator(SM) is our proprietary process that fast-tracks growth and profits.**



## Fast-Track Profits & Growth with LMA's 5P Accelerator™ Process



Our 5P Accelerator(SM) focuses on the core factors of success:

- People - success begins and ends with people. Do you consider your people assets or costs? Give me a strong leader with a mediocre strategy any day over a weak leader with a strong strategy!
- Processes - the foundation of success; similar to a house, if you don't have a solid foundation, fancy curtains will not be sufficient to withstand a storm.
- Plan - too many executives jump to action and skip the planning step. A plan is not only a part of your foundation (imagine a football team without a playbook) but it also provides an important collaboration vehicle.
- Priorities - if I only had a dollar for every executive who wasted time on non-essential priorities, I'd be rich! What seems like a priority because your boss or customer happens to be yelling over the phone or a respected boss, peer or Board member is asking about isn't necessarily so.....
- Profit drivers - considering what is essential to your strategy, key customers and potential customers, profitability, cash flow or other critical factors should be of utmost importance.

Unfortunately, getting the 5P's "right" can be challenging enough; however, it might not be sufficient for success. Add in focus, speed and relationships to tip the scales in your favor to fast-track growth and profits.

Please refer to our [webpage](#) to learn more and [contact us](#) if you are interested in leveraging 5P Accelerator(SM) at your organization.

**Did you like this article?** Continue reading on this topic:  
[The Systems View](#)

## Connections

Connections and relationships are the 80/20 of success!

THIS MONTH'S REQUESTS:

- My APICS Inland Empire Chapter Board of Directors would like to invite you to our upcoming executive panel and networking symposium on "Emerging Supply Chain Trends" [Take a look at our panel of experts & Register early.](#)



- My Ontario ProVisors group of trusted advisors is looking for a an an attorney or CPA that specializes in healthcare. If you know of a top notch one in the IE, [email me](#).
- Looking for an exceptional Supply Chain Manager in the Wichita area? I have the perfect person for you! Please contact [her](#) with referrals and ideas.
- There is a highly respected Inland Empire company looked for a Supply Chain Coordinator. If you know of someone who might be a good fit, [email me](#).
- If you are a strong Planning Manager in the Inland Empire area, [reach out](#) to me. I might have a good opportunity for you.

**NOTE:** To submit an item for this section, please send me an email with a short description of your needs and an email address. Please note that NOT all requests will be published as it must fit the guidelines and align with the Profit through People brand.

## What is *Profit through People*?

I've used the Profit through People brand since my newsletter's inception in 2006 as it resonated with me. Although I consult on topics within each of my service lines--Eagle Eye Strategic Focus, The Strongest Link in Your Supply Chain, the Systems Pragmatist & Profit through People--I find that people are key to success in every situation. If you are interested in elevating your business performance, please [contact us](#).



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