KUDOS TO SSA

by Terry Floyd

SSA has made good progress with understanding the "interBiz" market in its first year of ownership. They've talked directly to users and managers at the companies using MANMAN and MK (and MAXCIM, although nobody came to CAMUS Dallas from that tiny portion of the old ASK base). Like CA, SSA GT didn't know what they were getting into when they bought MANMAN, but at least manufacturing is their strength, not computer operations software sales. They've kept open minds and waited to make critical decisions and form partnerships. What a concept. They've even changed their minds on some issues and admitted they were wrong. These things could not have happened under the prior regime. That they will never "sunset" a product means a lot to the future of MANMAN.

Four things come to my mind that are very positive signs for the future under SSA's leadership. First (and easiest), they have offered to trade your MANMAN usage rights "license-for-license" for any of their other ERP products. CA did something like that. Second, they will give you their "standard" data conversion software from MANMAN to their target system that best fits your needs. Hmmm. You still have to move your own non-standard data and it won't move everything (history, etc.), but it's still probably 10% to 20% of your total migration cost.

The third thing they've done involved the "about face" I mentioned above. They realized it was a mistake to stop enhancing MANMAN/VMS just because they were doing it to MANMAN/MPE. HP killed MPE, but they didn't kill OpenVMS. So there will be a Release 13 on the Alpha/Itanium platform. Who knows? Maybe some people will convert from MANMAN/HP to MANMAN/VMS. At least it will be a viable platform after 2010.

The other thing SSA did is to come up with 3 options: stay, go, or port MANMAN/HP to Unix. Wow! Option 3 is a way to

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What Did Terry Do at CAMUS 2003 in Dallas May 3 - 7? Random Notes

Note to Readers: This article is purposely run together in a big blob of memories. Don't expect complete sentences.

SATURDAY

Early arrival is a good idea - SSA announced their "HP Futures Discussion" (for customers only) 2 weeks in advance - many people missed it because they had already booked flights for Sunday… Allowing no outsiders to that meeting was OK; I'd like to have gone, but it's reasonable for SSA to have a private session for their customers before the confer-

Groovy CAMUS Conference

By Sanda Walsh

With all the 70's Nostalgia Hoopla at the CAMUS Conference this month in Dallas, I started reminiscing. Yeah, back in the beginning of the '70's I was in high school taking Mrs. Smith's Data Processing Class—pretty avant garde for a semi-rural high school in Spring, Texas. My best high school buddie (spelled with an "ie" because we're girls) was Rhonda. She had this wonderful saying that she applied to almost any situation that we either got into or were left out of: "woulda, coulda, shoulda." It applies to several sessions I attended.

In a very "Seinfeldish" manner, David Harper (Thermon Manufacturing) presented a session on the extreme importance of Disaster Recovery. His "Fast-Track" approach means you do a little bit to extend your Disaster Recovery Plan (DRP) each month. His DRP concept is simple and effective. All through the presentation, Rhonda's saying kept coming back to me—woulda, coulda, shoulda. In the little movie of my mind, I could see the IT Manager of a large company reviewing the damage after a disaster with either no DRP or an untried one in place. "Well, I guess we woulda done a better job recovering if we'd had a better plan. We coulda saved some time bringing the system back up for the users if we'd only tested these processes. We shoulda had a DRK!" Please go download the slides for David Harper's presentation titled "Fast Tracking Disaster Recovery" from the users group site at www.camus.org.

Three other sessions, which could be combined to make one great MANMAN reality show or soap opera, really tied to Rhonda's words in my brain. Somewhat preaching to the choir, Fred Russo (Mobyz) reiterated concepts with which we are so emotionally involved in "Why MANMAN Won't Go

She had this wonderful saying that she applied to almost any situation that we either got into or were left out of: "woulda, coulda, shoulda." It applies to several sessions I attended.

Away." No matter how hard the ubiquitous "THEY" try, MANMAN is just too good.

Michael Taylor (Korry Electronics) and the good folks at Korry found out just how good MANMAN is, even though it's old. (Hey, so am I...but I digress.) They found out how much trouble a new system can be and how much money a new system can suck up, as he explained in his session "How We Saved $ Millions by Keeping Our New ERP System in the Box."

Good ol' Terry Simpkins (Measurement Specialties) told us again of "Using MAN-MAN/HP into the Future." His was a pretty no-nonsense "it ain't broke, so why fix it?" type of presentation. Plus, he knows so many answers for those who make the word "legacy" sound derogatory.

Came Rhonda's words into my mind again. "We woulda stayed on MANMAN if we'd known how much money it was going to cost the company to change ERP systems. We coulda saved a lot of time if we'd kept a system the users are familiar with and a system that was just a little more stable. We shoulda kept what we had with our MANMAN system."

Realistically, we all know that the life of MANMAN can be extended for at least five more years. I'm confident, especially after listening to some of the CAMUS presenters, that MANMAN will be around a lot longer than that. But all good things must come to an end. I don't know why, but it just is. We must accept that. What we don't have to accept is pressure to jump the boat. MANMAN isn't sinking. It's almost like Noah's Ark (won't sink—rolls right back over even loaded with animals).

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ence starts; they should do that every year. There were apparently no specific NDAs (Non-Disclosure Agreements) required to attend the meeting: Disclosure of the most significant announcement took less than 10 minutes at Cig Bar in the open, spacious hotel lobby after the meeting. SSA gave their proposal to everybody, including the Press, the next day anyway. I can't wait to read Ron Seybold's article in the next HPe3000 NewsWire. Learn a little about SSA's MANMAN/HP to MANMAN/Unix offer elsewhere in this issue. ANAUG, the PRMS users group (formerly called Acacia), met in co-location with CAMUS which made the conference feel bigger than it really was. CIG Bar - Terry Simpkins, Bob Andreini, Shaggy, Rob, David, Chuck, others - went to Paul Edward's house about 10 minutes from the InterContinental Hotel in North Dallas—thanks Paul, nice '71 El Camino. Dinner at Arthur's - TFloyd, DFloyd, Dave Burrall (Mfg. Services Group), Becky Gimblet (Quantum Software), Donnie Poston (Quantum), Shaggy, John Ryrie (TAG), Ali Saadat (Quantum), Bob Seefeldt (Bullard), Rob, Terry Simpkins (MSI). Anybody with $40 to spend on dinner could have come with us - we had fun. Let's do it again next year!

SUNDAY

Golf Outing - Way to go Chuck - Longest drive winner and longest in the tooth on the course. John, you looked mmaahh-valous in the closing video. Registration - easiest and fastest I've ever seen for a conference this size. Booth setup - we try to keep it simple; took less than an hour. First Session: Product Direction/HP - SSA sees 3 options; read about it on page one of this newsletter. SSA doesn't want to support MANMAN on MPE on Itanium with a hardware Emulator. CAMUS announced that RUG meetings will be held nationwide on the same day at the same time so we can have conference calls between them. <plug> The next CAMUS South Central RUG meeting will be here at Lake Travis at tSGi. <end of plug> CAMUS Survey results: It's clear that people want to stay on MANMAN until they are good and ready to leave. A very large portion of the respondents think that MANMAN should be rewritten somehow. I think that idea needs study and discussion. SSA Survey results: 28% happy on MANMAN, 22% leaving, 50% undecided. Keynote - Mike Greenough, CEO of SSA - great

speech same as last year, with vigor and passion. He could sell igloos to Birket! I sat next to Birket Foster on the front row during the speech and nodded my head up and down a lot. Welcome Reception in Exhibit Hall: I like that first night with everyone schmoozing and getting to know each other, drinking and snacking right there among the exhibit booths. Retired to CIG Bar to play poker. No one from tSGi lost.

MONDAY

Breakfast 7am - in Exhibit Hall - Just like the prior night - everyone drinking coffee and orange juice, munching a sweet roll, right there in our booths. The exhibitors should have been happy for that opportunity to get to know these MANMAN, MK and PRMS users. We don't look at either of these CAMUS social opportunities as "Sales Pitch" time. We just want to listen to you talk about your lives; sales opportunities happen whenever we both have time to focus. Sessions: HP Sysman CIG - 1 person (Andy) showed up, plus Bob Andreini (CIG Chair); blew it off and went up to "Financials Tuneup" by Chris Jones where everybody who likes a good stand-up routine went. OpenVMS Futures and Porting Apps to Itanium - John Egolf from HP (and Compaq and DEC) - same story as the e3000 five years ago - VAX/ALPHA/Itanium – Open/VMS will be enhanced and supported through at least 2015 I'd guess. Open/VMS IT attendees want to keep it alive forever. It's a great operating system, probably better than MPE overall, and remember you heard that here first. I didn't say I liked the database ASK chose for MANMAN/VMS. Fast-Tracking Disaster Recovery - David Harper from Thermon - great presentation. Lunch - great food even if it was chicken; if a couple of hundred more users had attended we could have had steak. e3000 Transition Program Update - Alvina Nishimoto, representing the e3000 group at HP for the fourth year in a row here at the annual conference, with the difficult role of showing how others have left MPE. HP Talk Soup - ASK Terri; I'm sure she'll distribute the notes but if you didn't go to Talk Soup sessions, you really missed some deep discussions of the details of using MANMAN. Chuck and Rob were impressed with Mark Rosenberg of SSA. Nice fellow, like the other new SSA folks we met this year, such as John Frieders, head of support, and Cory Eaves, VP of Solutions Management (product direction and strategy). Vendor Reception - more schmoozing and

some excitement about our products and services among those who like to ask questions. Crashed early (8pm) - burn out on Day 2?! But since I shared a room with my son, who worked on MANMAN issues all over the continent from our room through-out the conference, I really listened to him while watching a movie and went to sleep around 11:45.

TUESDAY

7am Breakfast; Sessions: Operations Tuneup - Chris Jones - another superb presentation following up on the earlier Financials Tuneup. Chris is not a techie (he says); this was about Mfg. Operations, not Computer Operations. Our speech: "Preparing for Migration (Starting Yesterday)" - I asked Susan Kiezel to stand up there and do the presentation with me (since she did most of the work anyway by preparing the slides) about 10 seconds before we went on. We started by playing "Should I Stay or Should I Go?" by The Clash and ended with Groucho Marx as Captain Spalding singing "I'll STAY a day or two, Oh, I'll stay the summer through, but I MUST BE GOING." EDI Custom Interfaces by John Matulik of Parker Management - how they demonstrated ROI on an interface to MANMAN. I didn't think ROI was possible with EDI on the OMAR side, but they found a company who wanted to be proactive. Lunch - one lady wouldn't eat a green wrap sandwich, so they brought her an orange one; the green one was fresh, but did appear to be moldy (looks can be deceiving). Business Partner Presentation - Resolution EBS, Inc. - a configurator (and much more) for MFG and OMAR with XactMan. Our partner from Tamlin Software, Jeff Naden, and David Floyd's speech on selecting and interfacing an APS (Advanced Planning and Scheduling) optimization package for MANMAN - they didn't do a sales pitch; pure education. I tried to ask hard questions and put them on the spot just like I treat everybody else. OpenVMS Sysman CIG - at least they actually had their CIG meeting, and HP was there! I feel good about the future of MANMAN/VMS. Annual CAMUS Business Meeting - the group is financially fit due to a big nest egg from the good years, but we need more members. Please join CAMUS, a truly inde-pendent users group, and help us all band together and help each other. SSA is not allowed into the meeting, so anything goes at the end. CIG Bar - you don't have to drink anything to sit there and talk to everyone. Don't be shy - walk up and sit down. 70's

Party (The decade) + CIG Hot Tub (1:45 - 3:45am). WEDNESDAY

8am Breakfast (an hour later for a good reason); Sessions: OMAR CIG - more transfer of knowledge about how to use MANMAN in the real world, directly from one brain to another. Using MAN-MAN into the Future - Simpkins - best speech of the conference if you sit up close enough to here all the asides and mumbling of politically incorrect ideas that covered every topic in current events from Fox's war coverage to SARS and baseball. OMAR CIG - outside at the gazebo by the pool - great idea Terri. Lunch/Drawings/Video. Wrap-up session: how to improve next year's conference? Get more fun peo-ple to come like the ones we had this year.

SUMMARY

I heard Ali Saadat sing Frank Sinatra's "My Way" in the disco (while another song was playing). It was just a short snippet as we reminisced about the many great times we've had together thanks to CAMUS, starting with "Regrets, I've had a few…" you know the rest. I think that line is really about missed opportunities, not sorrow. I have a couple of regrets from this conference: I wish that during the Wrap Up Session when they were discussing how to avoid session conflicts (where many people want to go to two different ones at the same time) I had told Todd Taylor that it was the best job I've seen in 30 years of tearing the schedule completely apart at many, many conferences. And also during the Closing Wrap Up Session, I regret not giving a more complete answer to the question "Why should I care whether the vendors liked the show and got any prospective sales?" I had just suggested (for Birket since he was checking out of the hotel at that exact moment) that we go back to the "Passport" cards so the attendees must at least come by the booth to get it stamped in order to be eligible for the grand prize (something nice). I can understand that users don't want to be hit with dozens of sales pitches for stuff they don't need, but my point was that the vendors pay for more than half of the conference. Way more. We can't have a great conference without a large number of vendors paying for booths, registrations, prizes, advertising to pay for the expensive and very nice Conference Program, and to pay for the spon-sored events and "Business Partner Presentations." There were no Beer Mugs this year for the first time ever! Who pays for those? The cost of the conference

is hundreds of thousands of dollars. 80 attendees at $700 each is less than $60k. Where do you think the rest of it comes from? Besides, you might learn something at each booth. You think you don't need help with printing forms, so why should you go to the FlexForm booth? Guess what—they do other stuff too. Why should an MK user visit our booth? Guess what—we do lots of stuff and we help you find inexpensive solutions. We have lots of friends in other companies like ours who can help you. Besides, we know some of you just want that stamp and at least we said Hi. Thanks to all of the tSGi staff who worked so hard to make this a great conference for everybody! That's Sue, Rob, Chuck,

Woulda, Coulda, Shoulda,

Stealing from Terry Simpkins' presentation, many of those who say you have to LEAVE MANMAN NOW have their own agenda. They're selling something. Don't get caught up in the hype. Yes, you will probably need to replace MANMAN in the future, eventually. But with what? It will take at least two years to complete the planning for leaving MANMAN. And it's also going to take about two years or more to clean up your existing data in MANMAN. Why not get started on that now? It certainly wouldn't hurt your present system and it will have to be done before moving to any new system.

Do you have any idea of what you want/need in a new system? Are you aware of all the "new" systems out there now? Do you know what technology is going to exist in two years? in four years?

That thought also reminds me of Rhonda. She and her first husband ran out and immediately bought beta instead of waiting around for VHS. Woulda, coulda, shoulda. ❖

> *...many of those who say you have to LEAVE MANMAN NOW have their own agenda.*

Did we mention that we're developing inexpensive Disaster Recovery capabilities? Well, we are.

SSA

offer MANMAN/HP customers a path to their own future! If 150 customers sign up for 5-year OGS (Ongoing Support) contracts by 12/31/2003, SSA will commit to porting MANMAN to Unix, to HP-UX (HP9000s/Itanium) and/or to AIX (IBM/PowerPC). There are a lot of details to work out by the end of this year, but at least it's on the table. I really think 150 customers is a small number. It takes a lot of synergy to have a viable customer base and I'm not sure that 150 leaps over that unknowable threshold between a healthy growing eco-culture and extinction (in 10 or 15 years).

So, if they don't get the 150 by 12/31, will it mean the end of MANMAN/HP? Not anytime soon, but it's the last chance for us all to try to do it together. If that proposal fails to muster enough support, maybe they'll let someone else try again in a few years. Converting MANMAN to Fortran90 on HP-UX or Linux with the Eloquence database is easier than I thought it would be at this time last year.

I did a newsletter article similar to this one after some CA promises at another conference one time. Nothing came of it. This time I think the "new" MANMAN owners are really different. SSA is NOT the new CA. ❖

State of MANMAN

So, what can you do to maximize your return to your company on the IT dollars you are spending, even if you missed the CAMUS conference? Your best move is to call the Support Group and ask for advice, even if you are not a Support Group customer. I can tell you that our collective skill-sets are unprecedented in the MANMAN community. We have skills that no other provider has and if there is something we can't do (although I can't think of what that would be), we will point you in the right direction. Our coverage of the conference proves this point.

In closing, I would have to say the state of the MANMAN community is pretty apathetic at the current time. I know that users of the software are missing many cost-improvement solutions, because I see it everywhere I go. I also know there are lots of potential solutions for your business problems, some that will work and some that won't. Ferreting out those that will work is a difficult task but definitely worth the effort. And we are here to help you. ❖

Disaster Recovery

By Chuck Combs

As a quick thought experiment, the next time you are in your data center, look around and imagine for a moment that it is gone. And not just your computer, but your entire building no longer exists. Now imagine that your job is to accomplish the work that was being done in the data center in some fashion, somewhere, as soon as possible. If you lost your data center today would you be back in business tomorrow? Unfortunately for most companies the answer is, "NO." What would you do?

By thinking about this, you have taken the first step of disaster recovery planning. Disaster recovery is the ability to recover from an event impacting the operation of your data center as quickly and completely as possible. The type of disaster may vary, but the goal is always the same.

A backup site is vital to your disaster recovery efforts but is useless without a plan. Ultimately, after years of working on it, large companies develop a comprehensive written disaster recovery plan that dictates every facet of the recovery process. These documents often fill multiple loose-leaf binders and may be too large to fit on one CD. This level of detail is vital in the event of an emergency.

If you don't really have much more than a good set of MANMAN computer operations procedures that tell you how to reboot, do backups, recover from crashes, handle hardware support calls, and document the job streams and how to make them run every night, your company probably cannot realistically expect to develop a comprehensive plan in a year or two. If you are just starting, you have a long ways to go.

That's why we've adopted the methodologies recommended by David Harper, who did a great presentation on Disaster Recovery at the CAMUS Conference held earlier this month in Dallas. Terry Floyd worked at Thermon from 1974 through 1981 when MANMAN was being implemented there and he's really impressed with their disaster recovery philosophy, developed over many years using the "Fast-Track" method. One small step at a time. One department at a time. One process at a time. Starting with the most likely big "event scenarios."

The 2003 CAMUS Conference

By Rob Gentry

Should I Stay…?

We just returned from the 2003 CAMUS Conference in Dallas and all of us are energized and ready to tell everyone about it. As always, we had a great time because the CAMUS leaders came through with a good program and a rockin' party. The Party theme was "the '70's" (that's the decade, not the age of the users). The Conference theme was "Harnessing Change: Back To Basics." The Support Group's theme was "Should I Stay or Should I Go?" We chose our theme because we have opportunities to help you whether you stay with MANMAN or migrate, but more on that later.

As President of tSGi, my focus is on the first part of our slogan, the "Should I Stay…" part. There were presentations comparing both options, including information on what to look out for if you leave and what to plan for should you "Homestead."

M.B. Foster presented "Should I Go or Should I Stay?" (note the difference from our theme), a comparison of the challenges and potential issues with each side of the question. Numerous alternatives and options were presented. Thanks for the plugs, Birket! If you are on MPE and have not talked to Birket Foster, where have you been hiding?! (I have a few relatives I'm trying to avoid…)

Terry and Sue gave a talk on "Preparing for Migration" which included some items that should be reviewed on your system whether you migrate or not. These included archiving or deleting old data, cleaning up every database of old garbage, and a review of your procedures and documentation.

The "Homesteading" issues were really put into perspective with a presentation by Fred Russo of Mobyz LLC titled "Why MANMAN Won't Go Away." It noted the stability and minimum down time of the system. He showed the well-known functionality of the system as well as noting that all the "modern" ERP systems run on a similar basic MRP engine. His final line was "…it keeps on going, and going, and going!"

Disaster Recovery

The plan and the backup tapes, both stored offsite every day, may well be the only thing left from your data center to help you rebuild and restore your critical data center operations. Once you have completed this document, the knowledge it contains must be tested periodically. Testing your disaster recovery plan is critical to your recovery process. You need to go through the actual steps of the plan over and over again to make sure everything works smoothly. Your disaster recovery planning activities (including what David Harper calls your DRK, the "kit") must become a living process. Do SOMETHING to move your capabilities forward every month. As the data center changes (personnel, equipment, software, etc.), the plan must be updated to reflect those changes. An out-of-date plan may be almost as bad as no plan at all, so make it a point to have regular (quarterly) reviews and updates to your DRP. The ultimate objective of a disaster recovery plan is to enhance the survivability of your business.

The tasks and costs associated with maintaining redundant and off-site systems are extensive. That's why the Support Group, inc. offers a cost effective "warm site" for MANMAN/HP 3000 users. In the event of a disaster, tSGi Disaster Recovery Services can provide peace of mind that your business-critical information will be available and accessible until normal operations are restored. Why trust your MANMAN business-critical operations to anyone other than the experts?

For more information on our Disaster Recovery Service please call us at 1-800-798-9862.❖

> *Your disaster recovery planning activities (including what David Harper calls your DRK, the "kit") must become a living process. Do SOMETHING to move your capabilities forward every month.*

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Stay

Bob Seefeldt presented the results of how Bullard, a company that really knows how to get their ROI on software, has expanded their MANMAN system to run "Lean Manufacturing in a MANMAN Environment." Bob's speech really highlighted what any company can do with careful planning and the addition of some third-party enhancements. They are going to be on MANMAN/HP for many years to come.

Terry Simpkins of Measurement Specialties reviewed their plans for "Using MANMAN/HP into the Future." It was very well attended and discussed software and platform issues as well as the third-party options and the "talent pool" to make it run.

We've all written something about this one, but a very important subject was discussed by David Harper of Thermon Manufacturing. In his presentation on Disaster Recovery he discussed how most users get started but never seem to finish their Disaster Recovery plan because it's really a big project. His secret is not trying to do it all at once. The subject was broken down into the "Disaster Cycle" with key points on the how-to's as well as an emphasis on testing all facets of the plan and keeping it updated.

All in all, these presentations showed that MANMAN is a premier system that was well in the forefront of MRP/ERP development. It still works and it works well. It does not have the new front ends that are so prevalent in today's technology, but the MANMAN community has found a way to circumvent that by using third-party enhancements and subsystems that will keep MANMAN viable for many years to come. Call us about help with implementation of XactMan at your site.

Overall, some very important issues were discussed relevant to staying on the HP system, the "Should I Stay…" question. CAMUS has set up a link at http://www.camus.org/conferences/2003-camus/presentations where you can select and download the Powerpoint presentations from the conference if you missed them. Another option is to give us a call at 1-800-798-9862. We'll be very happy to discuss the conference and your many options to enhance the MANMAN system and help you "Stay…" on it for a while longer.❖

The state of the

MANMAN Community

By Charles Anton

My assignment is to write about my experiences at the recently completed CAMUS 2003 Conference. The theme of this year's conference was, "Harnessing Change: Back to Basics." For the overwhelming majority of you who did not attend, this year marked the 20th year of these conferences for MANMAN users. There have been a lot of changes in that time, not so much in the MANMAN products, but in the ancillary products, the so-called surround products. To me, besides the dwindling attendance, that has been the biggest change. The attendee population this year consisted mainly of Information Technology personnel. There were only a handful of users present.

This year marks a low watershed point for the MANMAN community. The long battle with do we or don't we include the attendee list swung back to "we do," so we know that the turnout for this year's event was markedly down from previous years. The two most common reasons expressed to me where "the economy" and keeping under the radar screen. I speculate that a third reason was that the "take away" wasn't perceived to be worth the effort.

I have been going to these events for 15 years, about half as a user and half as a vendor. As a MANMAN user, I was hoping to make the lives of my employees and myself a little easier by learning something or finding things to take back to my company. As an employee of the Support Group, inc., I have tried to sell you users on our technical and applications abilities. In all these years, my take away has been the pressure points of customers; the same problems that I was trying to solve as a user are the ones that I want to help you with as a consultant.

The break down of the sessions this year was pretty standard. There were the Common Interest Group sessions (CIGs), which are general forums of the, "I have a problem, can the attendees solve my problem?" variety. Then there were the sessions led by

consultants giving you 60 minutes of tips on how you can improve your use of MANMAN and offering third party tools to help you out. And there were some sessions by third party product purveyors which were very general in nature, probably because speakers were not supposed to be selling. These were, in my opinion, too general because the specifics were omitted. There were a couple of sessions by actual users who decided to stay with MANMAN and how they saved their companies money by making that decision. And lastly, there were some sessions by real users of the software, detailing something they had done to make their lives or the lives of their users better.

In my opinion, the need for the services provided by these vendors is increasing not decreasing, and some companies are being "penny wise and pound foolish."

So, what are my conclusions now that the conference is over? In a nutshell:

a) There are still a lot of companies out there using MANMAN/HP or MANMAN/VMS as their primary ERP system, although in a year's time there will be fewer.

b) There are a lot of companies like ours that are providing software tools, consulting and support services, although in a year's time there will be fewer.

In my opinion, the need for the services provided by these vendors is increasing not decreasing, and some companies are being "penny wise and pound foolish." I could give you several examples from client sites that I have visited while providing consulting services. I invariably teach every client that I visit some very basic functionalities that are in MANMAN that they were not aware of; things like the on-line help, the keystroke-saving functionality, and the way to use your terminal emulator to best advantage. I have yet to find a user of the software that knows all about these functionalities. The IT people all know about them, but the information just doesn't seem to filter down.

MFG CIG Notes
CAMUS Conference, Dallas, TX, 2003
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Things we talked about:

Blow Throughs—MANMAN considers parts with a source code X as a phantom (blow through, transient). Assuming you have a part coded as an X, then these will happen: If it has a routing, the routing will be included in the roll up for that part. The parent will include the X labor. So? It is implied you will not build a blow through. The routing for a blow through should be added to the parent's routing. This is only the case if there are standard hours for the blow through. If a blow through is to be sold (spare part, etc.) MANMAN will support you, but the standard cost for it is undervalued (no labor, overhead). Solution: additional part for the spare part including the blow through part, packaging, etc. for the spare part. (Engineering is hesitant in supporting this additional part, but this is the reality of the business). Many spare parts can be linked together in a Planning BOM and planned on a forecast. Also you can sell the spare parts using Omar and MFG's configurables. I presented this a few years ago; give me a call if you'd like a copy of the paper/slides.

Purchase Requisitions—For those who don't use the Purchasing Requisitions, there are two types (EXP including SUB) and REG. EXP types can be set up for approvals. Doing so means the managers need to log into MANMAN and sometimes this becomes an issue (I can't see this is an issue, but it often is). Once approved, the requisitions are taken by purchasing and converted (electronically) into a purchase order. MRP planned orders can be converted into a requisition and in turn converted into a released blanket PO or a fresh, new Purchase Order. Alternatively, there is a module available from Summit Systems (HP only). This module streamlines much of the Purchase Requisitions module.

Rory Goodwin had a weird one…he has seen multiple occurrences of the duplicate Build Schedules (Repetitive)—Best possible cause is two people were updating the same part/work area/date range. Fix: Query (back door) to correct the duplicate record. It happens…

If you need to link a sales order to a work order—there are three ways: Make the work order number be the sales order number, then a dash, then the line number (12345-1); print the shop paper (R,351) and the sales order information (and notes) will print. Not fancy, but is helpful for those who need it. Or turn on COMIN Variable 148 to 2. This means you are using a "memo only Project." It is not validated. It doesn't show in many places, but with QUIZ, UDMS, etc. you can get clever here. Or go to Release 12. There is a new prompt in the add a work order commands. You then are prompted for sales order AND line number.

Rexam (Rory Goodwin) has developed a way to use alternative BOMs. He uses the second character of the source code and when he does a backflush it sees the second character and consumes the "master" Bill of Material, not the one the user used to backflush.

TXT2PDF is a tool available on the HP (mentioned by Terry Simpkins). This tool helps convert text (a MANMAN report) to .pdf. For more information follow this link: http://www.sanface.com/txt2pdf.html.

Terry Floyd has a MANMAN (HP) modification/enhancement that sounds cool. If you are using SUB (Subcontracted) Purchase Orders, take note: When a work order is pushed through an operation needing outside processing this will automatically add the subcontracted PO. Of course, you can contact Terry for more info (tfloyd@supgrp.com).

Routables (source code R)—A nice tool if you need it, difficult if you don't use it right…A routable part (a subassembly)'s work order does not go to stock where all work orders go. Instead, the work order completion command you use brings up a new prompt; WORK ORDER? This means the parts *(continued on next page)*

are being issued to a (kitted) work order that needs the part(s). You can send to stock, but it will never be issued to a work order. You'll have to manually issue it. Routables are not included in the cycle counting (physical inventory) and optional on the R,105 cycle counting. MRP does consider R parts in stock (nettable). R parts have routings, boms and such; the only difference is the way the work orders are completed to stock.

Unit of Measure—Changing a stocking unit of measure without thinking all the connections has created many issues for many companies, and I had just wanted to bring up the discussion. Due to time constraints, we didn't get to chat much, but here are the key pieces of information which are based on the stocking unit of measure and each of these need to be reviewed or changed: QOH, QPA, Description, Open orders for this part, Open orders needing this part (this component is needed on a work order and has not been issued yet: shortage), History (usage is in old stocking unit of measure), Standard cost, Current cost, Purchasing unit of measure and conversion factor, Modifiers, Omar product (description too), Open sales orders+history in Omar+price, Labels in the stockroom. THE SEQUENCE YOU CHANGE THESE IS CRITICALALSO! How is your security set up for changing the Unit of Measure?❖

Chris Jones, cpim, Ask On Consulting, MFG Cig leader, askon@mac.com (Thanks, Chris!)

tSGi's Migration Strategy:

Non-exclusive partnerships with as many competing ERP providers as possible. We like our partner ENTSGO best, but there are lots of alternatives to IFS. If your upper management decides to leave MANMAN for Oracle, Microsoft ERP, or SAP (heaven forbid on all three), you might as well let us help you with the data extractions. We won't partner with everybody (those three especially) and we don't have to know anything about your new target platform if your other new expensive consultants know it. Some of the best migrations *to* MANMAN were done by one team who were experts on the old package and another team who knew the new one. It will be that way for migrations *from* MANMAN as well. Look for our name in lots of Press Releases in the coming months.❖

Sharing the Wealth (of Information)

By John Simonich

I spent a lot of time at the CAMUS Conference with Bob Andreini from LogiqONE, a new partner. We discussed a common issue with legacy systems like MANMAN, the difficulty in getting relevant data out of the system and into the hands of everyone who needs it. Bob assures me that LogiqONE has the solution.

LogiqONE offers a suite of Business Intelligence (BI) software with analytical capabilities to help with this and other issues. It has an affordable, cost effective information portal available to help MANMAN users share knowledge and distribute reports electronically. Their product, called Mercury, works as both an Intranet and Extranet and can serve as a portal to your employees, partners and customers.

Here's what Mercury can do for your company:

1) Save on the cost of printing reams and reams of paper.
2) Organize distribution based on users or roles.
3) Access reports from anywhere via the Web.
4) Immediately send to Excel (or other formats) for analysis.
5) Provide efficiency when dealing with partners and customers.
6) Provide a framework for Web-enabled applications linked to MANMAN and other systems.
7) Provide medium to high levels of security (depending on company requirements).

In addition, the Web interface is intuitive and customizable. The ability to manage documents and collaborate is greatly increased by electronically enabling your enterprise information.

A long-time MANMAN user in Tennessee has recently begun implementing BI with this software product. If you are interested in learning more about how to share the wealth of knowledge within your company, please contact us at 1-800-798-9862.❖

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INTEGRATION INTERCHANGE NEWS

On asp4edi's EDiX™ Implementation for MANMAN

RICK JOYCE, SENIOR PROGRAMMER/ANALYST FOR TELCO SYSTEMS: "I seldom have to even think about EDI. asp4edi personnel, processes, and software perform all functions and monitor all transactions to interface OMAR to our customers via EDI. With the asp4edi group handling direct interfacing with both our customer's technical staff and Telco's application users, our unique business processes were smoothly integrated with our customer's information and processing requirements, with both sides receiving equal consideration and full satisfaction."

JOHN MUNNS, IT MGR FOR SPAN AMERICA: "Terry's group responds to our customers' quirky specifications for our OMAR transaction EDI interfaces. Every customer seems to require something that is special or a little different from the next customer but this has never been a problem for the EDiX guys. Their EDI experience and MANMAN knowledge lets them handle any situation."
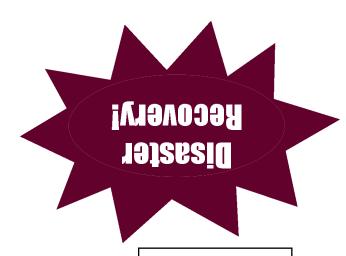
KERRY GILLIGAN, EDI ANALYST FOR G&W LABS: "EDiX™ is flexible enough to handle differences between our trading partners. Our customers expect many data points not found in the standard OMAR, but asp4edi finds a way to do it for us, without modifying OMAR databases. Terry's team was able to help us interface EDI purchase orders, invoices, and advanced shipping notices when OMAR could not handle it alone. His support team is top notch!"

Call us at 800-798-9862 about your MANMAN integration needs

asp4edi.com, 5010 Doss Road, Austin, TX 78734

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