



Disaster Recovery

by Chuck Combs

How well is your computer system protected if a disaster occurs? Businesses demand quality in their products and services. You should apply these same high standards when it comes time to choose a partner for your Disaster Recovery Plan. The goal for any manufacturing company is continued flow of products. You must get what you make to the customer no matter what. Any change in business as usual and you risk losing revenues and market share. That's why your data and applications are the lifeblood of your business.

To protect your business, you must protect yourself from events that can impact your data and business-critical operation. When asked, "What are your Disaster Recovery procedures?", most IT managers respond, "We keep backup tapes off-site." That's a good start, but not much of a Recovery Plan. Disaster Recovery Planning involves more than off-site storage or backup processing. Your company must also develop a written, comprehensive Disaster Recovery Plan that addresses all of the critical operations and functions of the business. This plan should document and test all procedures. Once in place, it will ensure your ongoing ability to continue with your business-critical operations.

Ask yourself the following questions:

- What is the cost to the business of lost data or transactions?
- If we lost access to our system or facilities, what would we do?
- Have we ever recovered from these backups?
- Do we have a written Disaster Plan?
- Have we tested our plan?
- Does everyone involved know where this plan is?
- How long will it take me to recover from a minor, major, or catastrophic disaster?
- What will downtime mean to my company's bottom line?
- How will this affect our customers?
- Do we perform regular tests to see if our data is actually being backed up onto the tape?

(See Disaster Recovery page 8)

Trusted Advisor

Stability vs. Innovation: Do You Have a Strategic IT Plan?

Too many organizations find themselves trapped in a complex situation concerning support of their legacy "ERP system" because their IT systems have at times evolved haphazardly instead of growing from a strategy. Every organization running MANMAN as the primary ERP system has to rely on many other computer applications surrounding the Core Four, either standalone or integrated. It gets complicated, doesn't it?

Apparently no two companies running MANMAN have the same exact configuration. Each one grows from choices made by different people at different times, some selecting Novell, others using Microsoft; some using Lotus Notes, some purchasing Goldmine, Clarify or ACT! The list is almost endless and the combinations are stag-

(See Trusted Advisor, page 4)

From Shaggy's Desk

I need to thank Dr. Karma for giving me an excuse for not having my article ready last issue. As you may recall, it was reported that I was last seen dancing in a go-go cage. The fact is I was not having near that much fun. I was having a CAT SCAN simulation of the brain and getting ready to start four weeks of radiation treatments! I still have a working brain, so it must have been a success. I'm back in the office part-time while doing a new chemotherapy treatment. I'm still on the dance floor (instead of in a go-go cage), but "you can't keep a good girl down."

As Terry Floyd announced in our Spring 2003 Newsletter, **the South Central RUG meeting will be held at Lake Travis at the Support Group, inc.'s headquarters west of Austin, Texas** in the fall (date yet to be determined). As Chairman of the South Central Rug, I want to encourage you to plan on attending. I will send out more information as I receive the dates and plan the agenda. Remember, the South Central RUG covers 7 states: New Mexico, Colorado, Kansas, Oklahoma, Arkansas, Louisiana and Texas. And there's no reason you can't come from Connecticut or California either. I hope you will **plan to attend**. Austin is really beautiful in the fall!

If you read *WHAT'S NEW WITH RUGS?* in the Summer 2003 issue of the CAMUS News, you already know that Cathryn Westen announced that the ALL RUG meeting will be held on the same day as the South Central RUG meeting. This will allow CAMUS to sponsor a conference call with all the users in attendance at the meetings and keep everyone updated on the announcements and open discussions. This will keep lines of communication open to all RUGS at the same time. It will also allow SSA to present their sessions and hear everyone's feedback.

Managing your data in MANMAN has been a hot topic at CAMUS and also at our local RUG meetings. If you are thinking of moving off of MANMAN to a new ERP system, remember that you must start with clean data. Cleaning up your data could take a year at least if you start today. Most companies using MANMAN have been on the system for 10+ years. Over that time expertise has been lost, and more is lost with each passing day. What are your class codes used for? How many variations of Customer Territory do you have? Where are city and state in your address fields? How are they formatted? These and many other questions are becoming more difficult to answer accurately with each passing week.

Because of MANMAN's efficiency in handling large volumes of data, most organizations are carrying excessive amounts of history in their databases. This causes problems in most reporting systems and with user data access. You end up wading through inordinate amounts of records to get to the information that you need. In addition to the problems caused by volume are those caused by lack of accuracy in the data. Three records may exist in the customer files for a single customer. The engineering department may choose to add a new part rather than spend the time required to find the existing part (there's that volume thing again). I'll bet you have already thought of other redundancies in your own system.

To top it off, you have had decades to inflict this mistreatment on your data. Data integrity has often been neglected, ignored, left to another day. This practice may have been acceptable when you first started using MANMAN and sloppy data only caused minimal problems to the organization. Now the average MANMAN users have a real headache trying to clean up years of bad data, whether migrating or not. Accurate, immediate information access is essential for rapid decision making as well as successful migration.

As you know, we have been working for years with David Byrns of Summit Systems to deliver both support and enhancements for your MANMAN sites. Summit has come up with some new products to help you clean up your data. Their **Omar Archiving System** is a set of utilities to move old sales orders, invoices, A/R, and shipping records out of your production database and into an archive database. A separate archiving utility deletes old unused customers or old products, and stores them in the archive database. With their **Part**

(see *Managing Your Data*, p. 6)

Please Release Me, Let Me Go...

by Sanda Walsh, Tech Support

While troubleshooting a support problem (MANMAN Release 9.6), we came across an interesting revelation. A user was getting error messages when releasing and receiving line items on a Blanket Purchase Order. It wasn't just one blanket order, it was happening on six. Out of the six, five were blanket regular orders (BRG) and one was blanket expensed (BEX). All releases were regular releases. This just started popping up in the past couple of months. Hmmm. This didn't make sense. User error? Well, kind of.

First thing we had to do was try to figure out just what the heck was going on. The error the user was getting when running TR,420 "Release a Blanket P.O." was:

CURRENT LINE ITEM INCREMENT (C/R = .01)?

** INVALID INCREMENT **

** YOUR LAST RELEASED LINE IS #.02 NEXT BLANKET LINE IS #.03 **

** PLEASE RUN UT,402 TO RENUMBER YOUR LINE ITEMS OR RE-ENTER **

The user did not have access to UT,402, so that command was not run. The Purchasing Manager didn't want to just renumber the line items anyway. He wanted to know why this was happening.

The Purchase Order was reviewed—in detail and in summary (LI,400 & LI,401). That didn't give any clues as to what was happening. So RE,401 "Blanket Purchase Order Report" was run. It really didn't show anything unusual, either. Then LI,453 "List All Receiver Numbers for a Purchase Order Line Item" was run, answering ALL to the LINE ITEM? prompt. BINGO! What was this—releases against line items that didn't exist? How did they do that?

Luckily, we had access to a test account to troubleshoot this problem. After a "techie-huddle" on the front porch, we decided to try a couple of things we understood were supposed to have been fixed by Release 11. (We later found out they weren't.)

We inserted a line item with TR,440 between 1.00 and 2.00 after releases had been made against line item 1.00. The last released line was 1.07. When we inserted the line item, the system numbered it 1.15. Huh? Oh yeah, that's what the UT,402 is for, right? Nope, not with Blankets. You can not run UT,402 on a Blanket Purchase Order. If you try it, you will get the message "***CANNOT INPUT A BLANKET ORDER***". (Could not find that little jewel in the MANMAN books.) So here was Problem #1.

Then in the spirit of, "Let's see how badly we can break this?", we made up a bogus line item release that was not on the original P. O., and were able to enter it with a TR,420. How? We entered the Purchase Order number. Then at the Line Item? prompt, we entered ALL. So far, so good. We picked line item 1.00 and the system gave us the next increment. We entered 8.01. The system took it. Problem #2. (Feeling empathy with the Purchasing Manager.) Then we received the bogus release into stock with a TR,402. Problem #3. (Pass the Excedrin.) In the process of testing this anomaly, we duplicated the entries with TR,440, TR,420 and TR,402 in a Release 11.0 system, so this has not been fixed until recently—if at all.

Unless you are already familiar with this problem, you might be asking, "Why in the world would someone do that?" Imagine the employee who normally does this job is on vacation. You've got someone who is unfamiliar with this function filling in for the vacationing employee. The temporary employee looked up the Purchase Order with L,400 or L,401, determined what the releases for the purchase order would be and wrote the number on the packing slip. Then this user created his/her own unique way of data entry and subse-

(See Blanket Order, page 8)



Trusted Advisor

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gering.

Whether by design (strategy) or by luck (good or bad), your system is unique and therefore fragile in some ways. Events like natural disasters and recessions “drain the swamp” so that we can see just how fragile some of the underpinnings of our systems are. There’s never enough documentation, but the situation is worse for companies who rely on luck instead of planning and preparation. When “lean” manufacturing is extended to lean IT, we see that we can get by with half as many people if the ones left are bright enough, efficient enough, and strong enough to work 14 hour days for weeks at a time.

What can you do to move from the ‘lucky’ to the ‘strategic’ side of the fence? Develop your IT/ERP philosophy. Do you want stability, continuous innovation, or both? At what cost? Put it in writing by creating a Strategic IT Plan.

Here’s how to start. Consider some alternative scenarios for a fictitious company using MANMAN on the HP3000 platform. Change the numbers below to fit your own situation. Assume you have a 250-user license for MANMAN purchased in 1983 for \$250,000 and have been running MANMAN for 20 years. First, look at the historic costs for MANMAN over the last 20 years, then decide how to make the future better.

MANMAN Software: \$250,000.

Software Support: For a while ASK charged 10% of original software purchase price for annual support, but it went up to 15% over the first 10 years. The support then went up during the next 10 years to somewhere around 20%, which seems to be the new industry standard for the most the market will bear. For ease of calculation, let’s just use 15% for 20 years: ~\$750,000 (~\$37,500/year).

Hardware: The original HP3000 Series 70 on which you implemented MANMAN cost you \$350,000 (with 250 green-screen terminals!) in 1983. Two upgrades, from the Series 70 to a 987 to a new “N Class” added another \$1,150,000 (including 600 PC’s recycled/re-purchased over the years). Hardware support for 20 years might be ~\$750,000. Total cost of ownership for Hardware, support and all, for 20 year life: ~\$2,250,000 (~\$112,500/year).

Let’s stop there because everybody has staff and supplies, etc., and although some companies spend 3% of gross sales on IT, others spend only .5%. Whatever your company spends in-house, consider that if you pay good money for good support, your staff should be able to do more than if you don’t pay for or receive good support. Also, let’s assume that the more you spend for in-house staff, the less you’ll need to rely on extra support.

So, for the safe, traditional (complete coverage) route: Hardware, Software, and Support for MANMAN for 20 years, the Total Cost is ~\$3,250,000 (~\$162,500/year).

An alternate scenario for comparison and strategic planning analysis would be assumptions for a company that used 3rd party support for everything it could and ran its hardware longer between upgrades. Total Cost: ~\$2,250,000 (~\$112,500/year).

The last scenario would be for a company that does not pay for support, but is self-sufficient. Total cost: ~\$1,400,000 (~\$70,000/year).

These dollar amounts are not the total “ball-park cost” of running everything in the company on the HP3000, just MANMAN. These estimates also don’t include any of the non-HP3000 IT costs (other than the PC’s required by MANMAN).

A major difference for MANMAN/HP now, as compared to 20 years ago, is that there will be less innovation—no new enhancements and only critical fixes. How do you judge the quality of the enhancements and assign them a value, say as a percentage of annual support costs? For ease of calculation (again), let’s assume 50% of what you once paid for support under ASK was really for enhancements (innovations). I’d argue that there have not been that many enhancements to MANMAN over the last 10 years, but hindsight is 20/20, so use the easy path on this one and go along with the assumptions, OK? So, support without enhancements should perhaps be 10% (or less) of software purchase price. For simplicity, let’s ignore any inflation in the cost of ERP software during the last 20 years.

In their best plans, ERP software vendors want to have a stable, continuous income stream whereby they get paid the purchase price of their software

every five years. Look at Microsoft and compare a PC's life to your HP3000's life. You can buy a PC today, with Windows2000 and expect to use it for 3 to 5 years without an upgrade. After 5 years its capabilities might be obsolete. Although the hardware may still run, things change quickly enough in the PC world to say that the software (operating system, PC apps, etc.) could become obsolete.

Optionally, you can pay Microsoft every year and stay up on the latest software versions for the life of the PC, maybe more than seven years. Your company probably has a "Lifecycle Strategy for PC's" that selects one of those options or the other. Do you have a similar strategy for the lifecycle of your IT/ERP and its platform? Strategies are developed by looking at alternatives then formulating a plan. Start with your basic philosophy.

If you are thinking about buying a new system to replace MANMAN, you are looking at 20 years (hopefully), so you'll pay the vendor a total of five times the software purchase price (once up front, and again every five years through support costs). So, if the software purchase price is ~\$500,000, it'll be ~\$2.5 Million over the life of the product, counting support (both help and enhancements). That's ~\$500k for software and ~\$2M for support including enhancements and innovation.

Or you can "own" software that works for you and do the innovations yourself like some companies have done with MANMAN. How many enhancements to MANMAN can you afford to pay for yourself? In the scenarios used in the examples above, there seems to be at least \$50,000 per year "available" for investment in innovation.

So who can you trust? That's what it comes down to. If you don't trust your vendor, but pay them anyway (Microsoft?), are you building up feelings of loyalty or loathing? Maybe it really comes down to how you perceive the value of the innovations you receive for your annual maintenance dollars. Would you trade your current MANMAN stability for more innovation? At what cost? Lots of folks upgraded from Win98 to Win2000 mainly to gain stability. What a difference from mature ERP packages! Stability is worth a lot, as you realize when you don't have it.

Our opinion: Stay on support with the primary vendor at the 20% (of purchase price) level as long as

you are continuously receiving high quality support and enhancements. Budget for it up front. Without enhancements, the 10% level is reasonable if you receive "good support" and have an IT staff who will benefit from it. When making your strategic plans for IT, remember that it is impossible to innovate until stability is achieved.❖

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Work Order

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(ODF) from OMUT205, Copy Sales Order demand to the Order Demand File. Forecasts, as well as Independent Demand, like an engineering special order or test product, can be entered using MGAD600, Add an Entry into the Order/Demand File. Demand is also generated automatically by orders for upper level parts as their requirements are exploded down through the part's Bill of Material.

All of these demands are sorted and scheduled in the time phased process of MPS/MRP. The results are stored in MANMAN files that are then displayed to the user for decision making. The first of these is MGRE902, the Order Action Make Report. It shows what MPS/MRP has planned for the shop from the demands on file. These orders have not been scheduled, only planned. The second report is MGRE904, the Reschedule Make Report. It displays all Work Orders where the actual scheduled due date differs from the MPS/MRP planned date by more than the 'days leeway' entered into the command by the user. The MGLI102 Scheduled Orders for a Part Listing, the MGRE900 MRP Report, the MGRE920 MPS Report and the MGRE906 Horizontal MRP Report are additional reports available to help in the scheduling and decision process. Analysis of the output of these reports provides the user with the information to add scheduled Work Orders.

Next time I will begin with a scheduled Work Order and define the process of transacting the operations, making changes, processing a sub-contracted operation, and completing the order.

tSGi offers enhancements to your system that will allow for 'multi-level component availability' checking and 'MRP Pegging' to source a part's demand. For more information and help with your Work Order process, give us a call at 800-798-9862.❖



Managing Your Data

(continued from p. 2)

Customer Change Utility you can change Customer A to Customer B on all files within the MANMAN system. It will convert Ship-to and/or Bill-to Customer Numbers. It also has an option to merge the histories of two or more Customers into one Customer, or separate the history of one Customer into two or more Customers.

Other features include the ability to transfer history from one Customer Number to another Customer Number, to change the format of your Customer Numbers, to re-link Ship-to's to different Bill-to's, and to change the Customer Number on a selected sales order or invoice. The utility converts all datasets in the Omar, Quote, and History data bases to the new Customer Number. This includes open and closed sales orders, invoices, A/R documents, shipping history, and change file. Full database integrity is verified.

You can also change the Customer Number to another Customer Number that is already on file. This merges the histories of the two Customers into a single Customer. You can separate histories by re-linking Ship-to and Bill-to Number relationships. An audit trail of all changes is retained in a separate IMAGE data base. This enhancement is a godsend for helping you with your data cleansing or preparations for migration.

The Customer Change Utility consists of five Fortran commands:

- 1) OM,UT,456—Change/Merge a Ship-to Customer Number
- 2) OM,UT,457—Change/Merge a Bill-to Customer Number
- 3) OM,UT,458—Re-link Ship-to Customer to a different Bill-to Customer
- 4) OM,UT,459—Change the Customer Number on a Sales Order or A/R document
- 5) OM,LI,456—List/Report Customer Number changes audit trail

See if you could benefit from any of the Customer Change Utility Scenarios on the next page.

At tSGi, we are always here to help you with any problems or questions you have. We offer Migration Consulting and Planning for tactical execution of data migration, and support for all you MANMAN

users. We also offer "Homesteader Planning" for those wanting to stay on MANMAN another 10 years. If you are interested in our Migration or Homesteading Consulting or in Summit Systems' Enhancements, call anyone in our sales department at **800-798-9862** so we can order a demo for you. Or email me at scarey@supgrp.com. I'd love to hear from you.

Bye Y'all, see you next issue.

Shaggy

Work Order

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standard costs, the actual costs and the relevant scrap costs. Variance values are then generated from these accumulators.

The second file is the Allocation/Shortage Detail File (WOSHT). This file is a BOM for the specified Work Order. It is copied from the part's Product Structure File when the Work Order is created (MGAD300). It accounts for all material issued to the Work Order and allows for material shortage management.

The last file set is the Tracking Detail File (TRFIL). This is the Labor side of the Work Order. It is a copy of the Routing of the assembly formed at the creation of the Work Order (MGAD300). Standard and actual labor information is recorded by operation. Material movement is also managed using this file.

Both the TRFIL and the WOSHT files are capable of being modified, allowing the removal, addition and alteration of the records associated with any Work Order. All information modified is still measured against the standard, creating variances where differences occur.

Work Order records in these files are deleted with MGDE300 as long as the order has not been kitted. The Work Order can be de-kitted provided that no labor or operation has been recorded against the order. The presence of a Labor Distribution Detail File (LDFIL) record will prevent de-kitting. LDFIL records are created as operations are processed with the MG 300 series of Transaction commands, which I will discuss in the next newsletter.

Work Orders and Purchase Orders are created in response to demand requirements for upper level parts. These demands can come from multiple sources. Customer Order demand can be loaded into the Order Demand File

(See Work Order page 5)

Customer Change Utility Scenarios:

Ship-to customer numbers: S1, S2, S3, etc.

Bill-to customer numbers: B1, B2, B3, etc.

1) Change the Bill-to on a Ship-to (UT,458 Re-link). Example below changes the Bill-to from B1 to B2 on Ship-to S1.

Current Ship-to / Bill-to Relationship

S1 ---> B1

S2 ---> B2

Modified to Ship-to / Bill-to Relationship

S1
|-----> B1
S2

2) Change the Ship-to customer number to a completely new format (UT,456). Example below changes Ship-to S1 to S1000-001

S1
|-----> B1
S2

S1000-001
|-----> B1
S2

3) Merge the history of two Ship-to customers together (UT,456). Example below combines the history on Ship-to S2 into Ship-to S1. NOTE: both Ship-to's share the same Bill-to.

S1
|-----> B1
S2

S1 -----> B1

4) Change the Bill-to Customer Number to a completely new format (UT,457). Example below changes Bill-to B1 to B1000.

S1
|-----> B1
S2

S1
|-----> B1000
S2

5) Merge the history of two Bill-to customers together (UT,457). Example below combines the history on Bill-to B2 into Bill-to B1.

S1 -----> B1

S2
|-----> B2
S3

S1
|
S2 -----> B1
|
S3

Did we mention we're developing inexpensive Disaster Recovery capabilities?



Disaster Recovery

(continued from page 1)

- Have our backup tapes been tested on drives other than our own? (Sometimes tapes will not read on other tape drives because of head mis-alignment.)
- Do we have access to an off-site backup system?
- Is there a designated person who is responsible for ensuring that pre-disaster policies are maintained?

Keeping your fingers crossed and hoping nothing bad happens is one approach. But odds are that somewhere along the way something will happen, and it will be when you least expect it and can't afford it. When disaster happens, you will need an in-depth plan that includes documented strategies and tactics with step-by-step instructions that can be used by anyone in your organization. Don't let your critical business information be trapped in the minds of a select group of people. Document it. Share it.

"No one plans to fail, they simply fail to plan." Developing your organization's Disaster Recovery Plan is not trivial or easy; it is a painstaking process. Make sure that you research the subject thoroughly at the start. Once you have developed your plan, remember that it must be reviewed and updated whenever your company adds new products, new facilities, or new technology. Disaster Recovery Planning is not a two-month project, neither is it a project that once completed, can be forgotten about. An effective recovery plan is a live recovery plan. It must be maintained on an ongoing basis and tested regularly. For this reason, consider hiring a consultant to help you with your project. Keep in mind that the aim of the planning process is to assess existing vulnerabilities, implement disaster avoidance and prevention procedures, and develop a comprehensive plan. This will enable your company to react appropriately and in a timely manner when a disaster occurs.

A Disaster Recovery Plan is your blueprint for response and recovery. It must be sufficiently complete to allow everyone to know precisely what to do. The plan outlines people's responsibilities, the use of equipment and other resources, and detailed operating instructions; nothing can be assumed. For more information on tSGi Disaster Recovery Services call 800-798-9862. ❖

Blanket Order

(continued from page 3)

quently entered a bogus line item release. Now that temp received the line item to stock with TR,402.

If there is a system out there that will prevent users from "being creative" when they enter data, it would probably be the only one anyone would ever use. There seems to always be someone who will work around the standard methods of performing a task. It takes a fair amount of discipline, however, to make a system work properly. That includes discipline when entering Blanket Orders. Set procedures must be followed in order to keep the system performing properly and to avoid the dreaded "undesired results."

If a user who does not normally perform this function decides on his/her own way of entering line items (because the system will take it), you could encounter similar problems with Blanket Orders as those described. We have prepared a set of documents which outlines procedures for Entering a Release against a Blanket Purchase Order, Receiving into Stock from a Blanket Purchase Order and Reversing Receipts and Line Item Releases on a Blanket Purchase Order. If you are having problems with Blanket Orders, please give us a call at 800-798-9862. We can discuss your situation with you and provide you with a copy of these procedures. ❖



Backflushing a Finished Good Assembly— The Easy Way

by D.H. Floyd

For manufacturing companies running MANMAN Repetitive, the process of building finished goods assemblies may not be the only repetitive task at hand. Often times performing the MG,TR,376 (Backflush a Part from a Work Area (RM)) command may be an unnecessarily repetitive task in itself. Employee turnover, a lack of familiarity with the system, data entry error, and simple user boredom may lead to mistakes being made using the MAN-MAN Repetitive transaction set. But for some shops there may be an easier way. We at tSGi have developed a modification to the MG,TR,376 (and the associated commands MG,TR,377, MG,TR,378, and MG,TR,379) that will allow a user to backflush a top level assembly all the way down to its lowest level component parts.

We received a call from a support customer in late July asking us what it would take to enable the Repetitive Transaction set to backflush a finished goods assembly in its entirety. At first it seemed like a rather large task; that would be a lot of code to rewrite! But we continued discussions and developed a specification for the modifications and with some well-placed code, we were able to make all this functionality a reality.

The idea of the modification is that the MG,TR,386 (the “Repetitive Flushthru”) will “blow thru” all M and R source coded assemblies to reach their component P and B source-coded parts. This will allow the command to consume all of the material needed to build the finished goods assembly all the way down to the smallest purchased parts. At the same time the command must complete not only the finished goods assembly, but all subassemblies within the bill of material in order to net a zero change to inventory. The same idea holds true for the MG,TR,387, MG,TR,388, and MG,TR,389.

We have been brainstorming about other modifications that could enhance this command as well.

THE SOUTH CENTRAL RUG
WILL MEET THIS FALL
AT
THE SUPPORT GROUP,
INC.'S

HEADQUARTERS
NEAR AUSTIN, TEXAS
AT LAKE TRAVIS.

MAKE YOUR PLANS NOW
TO ATTEND!

For instance, what if you already have one or more of the subassemblies on hand in inventory? Wouldn't it be great if the transaction recognized that and prompted the users as to whether they picked up a completed subassembly from the stock room or built it themselves? We're sure you and your users can come up with even more modification ideas that would fit your Repetitive shop and make the lives of your users a little less tedious. Give us a call at **800-798-9862** to discuss the “Repetitive Flushthru” modification and any ideas you have to make it even better for your company. ❖

Obscure Bug: OMRE219 v. 11.4

by D.H. Floyd

If you run an OM,RE,219 (Bookings/Sales by Plant Code Report) for Sales data sorted by Part Number, you may just encounter a Fortran formatting error during execution. It seems that “Euro Requirement” modifications made on April 8, 1998 in the 11.4 version of MANMAN OMAR introduced the bug when changing the page header Format statement. It's a very rare occurrence, a particular line must be printing just as a page break happens. Hopefully this bug doesn't exist in your version of the code, but if you've ever seen it or want to fix it before it happens, give us a call.



The Order for Your Shop

by Rob Gentry

Now that the CAMUS conference is over, we are returning to the Back to Basics theme we started last year. With that in mind, I will address the shop floor and Work Orders. Purchase Order functions will be noted in a future article.

The planning process begins with the Business Plan. This is the long term strategy of the company, the lump sum dollar plan for the organization, if you will. It is usually a single dollar value of revenue dollars that feeds the Production Plan, which converts the business plan into factory output. The latter is a breakdown of the lump sum dollar value into product families. The production plan is then broken down further into real products in the Master Production schedule, where the dollar production plan is converted to units. This is a much-printed flowchart that has been seen by all of us for many years. It contains the usual decision points of “is it do-able?” between each step.

The next step in this process begins the Shop Floor function with the material planning portion of the process, MRP. The shop environment of a manufacturing company is primarily determined by the physical processes to create the product. These processes are defined as either Discrete or Repetitive. Some companies have both. (I won't address the 'push' versus 'pull' processes here.)

Texts on these subjects describe a discrete process as a “low volume production of many end items with a deep BOM where orders are stated in specific quantities.” They are closely controlled with the shop, mostly set up by function. WIP is a tracked item using detailed routings that monitor many labor issues—a make-to-order environment.

Repetitive processes are described as “high volume products with shallow BOMs where production is measured in rates over time.” Shop layouts are usually a standard, no change, no options production line—a make-to-stock environment.

With these very brief descriptions of the Big Picture, it should be very clear that product and process def-

initions must accurately define your product. These have been discussed previously in recent news articles. What has not been covered is the Work Order file itself.

MANMAN creates three distinct record sets for each individual Work Order. The first is the Open Work Order File (OWOF) which acts like a Work Order header record. It stores the basic Work Order number, the part, the due date and other general information, and it also stores the costing information for the order. This includes the (See Work Order page 6)

WAL-MART Suppliers Move to EDIINT AS2

by Jim Greeney

WAL-MART suppliers are being required to move to the Internet for direct EDI communications. Gone are the days of direct dial-up connections. This change will help guide supply chain partners in realizing the benefits of using EDIINT AS2 secure communications (EDI over the Internet-Applicability Statement 2). Some of the benefits include reducing costs by utilizing Internet connectivity that already exists within most corporate environments, a reduction in potential points of failure (i.e. no dedicated modems or telephone lines, etc.), real-time receipt and transfer of e-commerce documents, and faster document turn around. All of this leads to a reduction in the time between Purchase Order Receipt and Cash Application. (According to the accounting department, this is a good thing.)

asp4edi.com has entered into an agreement with a major electronics supplier to provide EDIINT AS2 connectivity, EDI mapping/translation services, and Enterprise Application Integration to MANMAN. To accomplish this task we are required to become an approved vendor of ASP services with Wal-Mart. Becoming an approved 3rd party vendor means we will have demonstrated our ability to implement and maintain secure communications over the Internet. Meeting Wal-Mart's requirements for security and contingency planning places asp4edi.com in a position to assist our customers with the transition from legacy communications methods to EDIINT AS2 methods.

For further information on how we can assist you, contact us today at 800-798-9862. ♦



asp4edi's EDiX™ Implementation for MANMAN

JAY PECOT, SENIOR MANAGER, INFORMATION TECHNOLOGY, MATTSON: "We are going live with EDI to support outsourced logistics for Sales Order and Incident Report fulfillment. Our vendor is in another time zone, speaks another language and has demanding requirements. Terry and the asp4edi.com team have made this transition much easier for us by providing experience with OMAR, Serviceman and all aspects of EDI."

RICK JOYCE, SENIOR PROGRAMMER/ANALYST, 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 MANAGER, 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, 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!"

asp4edi.com 5010 Doss Road, Austin, TX 78734

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

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