

Road to Excellence



**Information is power:
Leveraging your ERP to drive strategic decision
making**

Bryan Whewell



How do we measure excellence?



In reality it's all of the above and more

But today's excellence can quickly become tomorrow's mediocrity!

Agenda

- What is the question?
- Tools
- Data and Metrics
- Questions



The question?

What knowledge can be extracted from the data, and what knowledge gets fed to the decision makers?

(Holger Mueller – ERP today)

What are you trying to resolve, answer or balance?

Is the data useful



What are you trying to resolve

- Working capital constraints
- Customer service
- Productivity and efficiency
- Cost control
- Profitability



What are you trying to resolve

Working capital

- Safety stock requirements
- Time based stock holding
- Customer balances - monitoring
- Supplier balances – does the data suggest negotiating better terms
- Forecasting working capital into the future – results of MRP



What are you trying to resolve

Customer service

- OTIF reporting
- Returns measurement
- Lost sales
- Complaints



What are you trying to resolve

Productivity & Efficiency

- Manufacturing throughput
- Labour productivity
- Transactional efficiency
- Inter company transaction automation



What are you trying to resolve

Cost control

- Inventory unit costs
- Job costing
- BOM costing
- Variance analysis



Cashflow forecasting

What are (some) of the standard tools



Cash flow - US Dollars

File Edit

New Model Model: USD

Ranges

Range	From	To	Days
Range 1	02/11/2023	30/11/2023	29
Range 2	01/12/2023	31/12/2023	31
Range 3	01/01/2024	31/01/2024	31
Range 4	01/02/2024	29/02/2024	29
Range 5	01/03/2024	31/03/2024	31
Range 6	01/04/2024	30/04/2024	30
Range 7	01/05/2024	31/05/2024	31
Range 8	01/06/2024	30/06/2024	30
Range 9	01/07/2024	31/07/2024	31
Range 10	01/08/2024	31/08/2024	31
Range 11	01/09/2024	30/09/2024	30
Range 12	01/10/2024	20/10/2024	20

Cash Flow Projection

Collector	Range 1	Range 2	Range 3	Range 4	Range 5	Range 6	Range 7
Opening balance	63,924,501.71	69,868,395.66	69,866,935.66	69,866,435.66	69,865,935.66	69,865,435.66	69,864,935.66
Movements - Cash Book Permanent Ent...	-500.00	-500.00	-500.00	-500.00	-500.00	-500.00	-500.00
Movements - AP Cash Requirements	-9,557,703.30	-1,000.00	0.00	0.00	0.00	0.00	0.00
Movements - AR Payment Projection	15,502,097.25	40.00	0.00	0.00	0.00	0.00	0.00
Total inflow/outflow	5,943,893.95	-1,460.00	-500.00	-500.00	-500.00	-500.00	-500.00
Closing balance	69,868,395.66	69,866,935.66	69,866,435.66	69,865,935.66	69,865,435.66	69,864,935.66	69,864,435.66

Accounts Payable

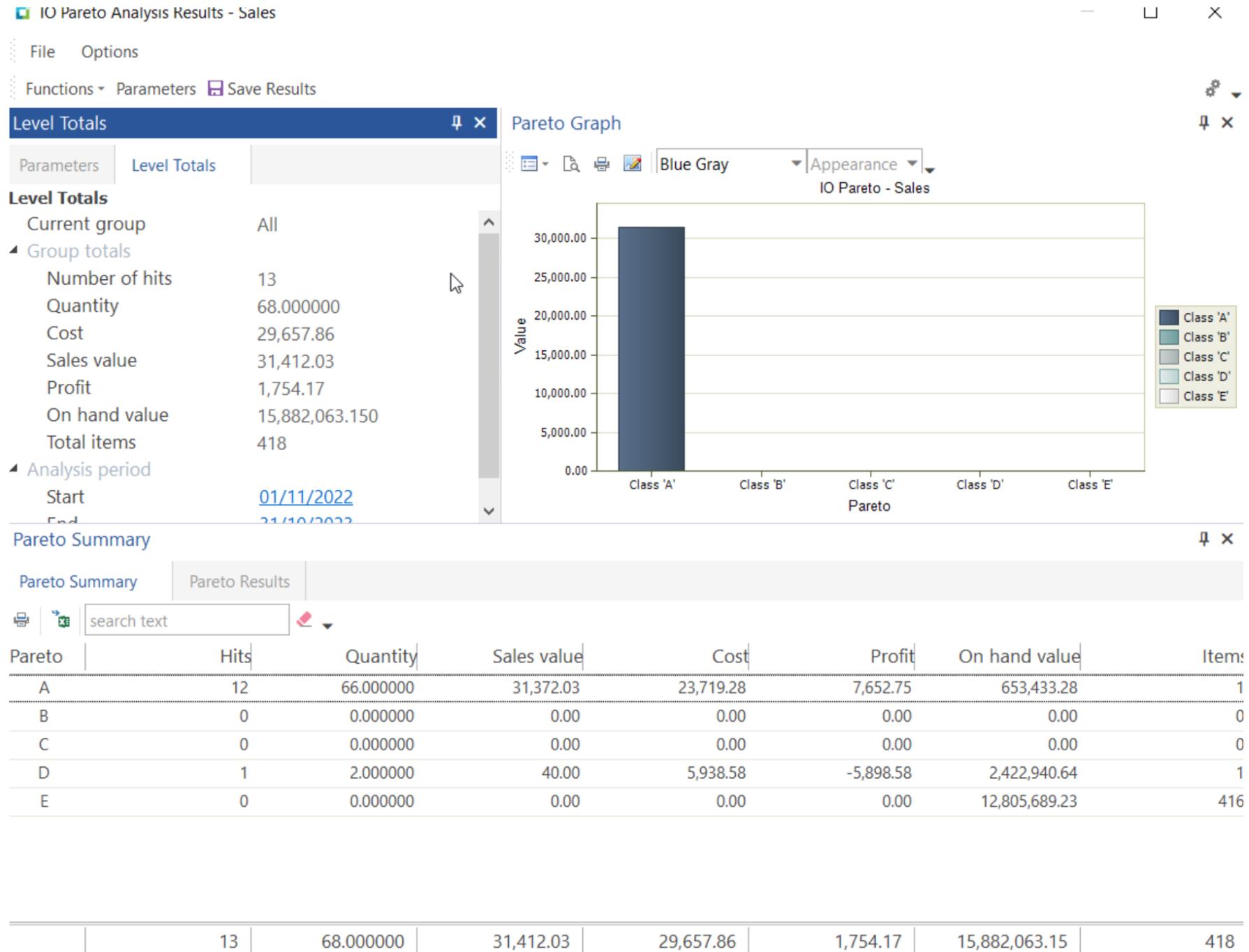
Cash Book General Ledger Accounts Payable Accounts Receivable Outstanding Purchase Orders

Collector	Supplier	Name	Range 1	Range 2	Range 3	Range 4	Range 5	Range 6	Range 7
Movements - AP Cash Requ...	0000001	Bicycles Unlimited	-7,627,480.15	-1,000.00					
Movements - AP Cash Requ...	0000003	Multi Media Promotions	-6,300.00						
Movements - AP Cash Requ...	0000005	Aztech Component Manufactu...	-46,850.00						
Movements - AP Cash Requ...	0000009	Door to Door Freight Services	-3,000.00						
Movements - AP Cash Requ...	0000010	International Data Services	-536.15						
Movements - AP Cash Requ...	0000012	Master Engineers	-250,725.00						
Movements - AP Cash Requ...	0000016	Splash Paints	-126,510.00						
Movements - AP Cash Requ...	0000018	Steel Supplies	-53,573.00						
Movements - AP Cash Requ...	0000020	The Rubber Plant	-5,776.00						
		Total:	-9,557,703.30						



Inventory planning

What are (some) of the standard tools



What if costing

What are (some) of the standard tools

BOM Costing Query - What-if Costs

File Options

Stock code: B100 Prev Route: 0 - Factory Main Routing

Stock Details

Stock information

Stock code: [B100](#)
 Description: Bicycle
 Warehouse: [FG](#)
 Warehouse description: Finished Goods Warehouse
 Use route on warehouse: No
 Rev/Rel:
 Economic batch quantity: 100.000
 Part category: M - Made in
 Notional parent:

Links

Structure & routing: [Show](#)
 Co-products:

ABC elements

Grand Totals

Actual costs

Actual material: 2,417.31160
 Actual subcontract: 0.00000
 Actual labor: 111.27779
 Actual fixed overhead: 207.09723
 Actual variable overhead: 82.85223
 Actual total cost: 2,818.53885

Calculated costs

Material: 1,836.81160
 Subcontract: 0.00000
 Labor: 92.51945
 Fixed overhead: 163.59306
 Variable overhead: 65.44806
 Total cost: 2,158.37217

Operations

search text

Operation	Work center	Description	Subcontract	Labor	Fixed o/head	Var o/head	Total costs	Cost %	Stock code	Revision
1	MBQA	Quality & Inspection		30.00000	60.00000	24.00000	114.00	100.000	B100	
2	MBCC	Bicycle Cleaning Center		3.80000	7.57500	3.03000	14.405	100.000	B100	
3	MBFA	Bicycle Assembly		0.06667	0.01667	0.01667	0.10001	100.000	B100	
4	MBWA	Bicycle Wheel Assembly						100.000	B100	
Total:			0	33.86667	67.59167	27.04667	128.50			

Components

search text

Stock code	Description	Revision	Release	Sequence	Wh	Material	Subcontract	Labor	Fixed o/head	Var o/head	Total costs	Cost %	ECC consu...	Parent stoc...
A100	15 Speed Mou...			000015	N	35.00000					35.00	100.000		B100
B112	Drive Train Ass...			000001	RM	4.50000					4.50	100.000		B100
B111	Diamond Frame			000000	SA	543.27160		50.40000	79.50000	31.80000	704.9716	100.000		B100
B113	Handle Bar Ass...			000002	SA	623.54000		8.25278	16.50139	6.60139	654.89556	100.000		B100
B114	Radially Spoke...			000003	SA	630.50000					630.50	100.000		B100

Total:						1,836.81160	0	58.65278	96.00139	38.40139	2,029.8671			
--------	--	--	--	--	--	-------------	---	----------	----------	----------	------------	--	--	--



At a glance

What are (some) of the standard tools

AP at a Glance

Close | Branch Information

Posting Information

Month at a Glance

search text

Description	Current Peri...	Previous 1	Previous 2
Opening balance	5,957,150.30	7,292,542.86	7,936,331.10
MTD invoices	1,229,158.97	1,248,160.65	4,587,355.80
MTD debit notes	500.00	0.00	0.00
MTD credit notes	-3,303.33	0.00	0.00
MTD adjustments	0.00	0.00	0.00
MTD disbursements	-34,262.00	-2,583,553.21	-5,231,144.04
MTD revaluation	0.00	0.00	0.00
MTD balance corre...	0.00	0.00	0.00
MTD tax relief	0.00	0.00	0.00
Closing balance	7,149,243.94	5,957,150.30	7,292,542.86

AR at a Glance

Close | Branch Information

Posting Information

Month at a Glance

search text

Description	Current Peri...	Previous 1	Previous 2
Opening balance	2,938,896.56	2,536,586.00	3,265,970.00
MTD sales	12,920,395.01	2,010,436.56	1,537,025.50
MTD IBT's	0.00	0.00	0.00
MTD tax	43.45	0.00	0.00
MTD adjustments	3,979.76	0.00	0.00
MTD debit notes	371.98	0.00	0.00
MTD credit notes	-273,286.00	-100.00	-279.50
MTD Payments	-48,940.00	-1,608,426.00	-2,266,130.00
MTD revaluation	0.00	0.00	0.00
MTD discounts	0.00	0.00	0.00
MTD balance corre...	-1,120.00	0.00	0.00
Closing balance	15,540,340.76	2,938,496.56	2,536,586.00

Bank Balances at a Glance

Close

Cash Book Posting Information

Bank Balances

search text

Bank	Currency	Current balance	Previous mo...	Previous mo...
FB	\$	63,104,386.71	63,334,898.71	64,310,025.92
GB	\$	20,040.00	20,000.00	20,000.00
NB	EUR	34,246.58	34,246.58	34,246.58
SB	\$	800,075.00	450,000.00	450,000.00
TB	\$	0.00	0.00	0.00

Inventory at a Glance

Inventory Valuation | Save Form Values

Valuation Criteria

Valuation options

- FIFO
- Current cost
- Last cost
- Warehouse costing method

Company costing method: Average costing

Summary option

- Warehouse
- Stock code
- Description
- Supplier
- Product class

Include warehouse totals

Posting period

Posting month: 02

Posting year: 2021

Next inventory journal number

Current year: 270

Previous year: 66

Numbering

Next transfer out document: 189

Next issue document: 275

Next stock receipt document: 365

After processing completed

Inventory Valuation At A Glance (Current costing method)

search text

Warehouse	Description	Current month	Previous mo...	Previous mo...	Warehouse costing met...
A	Eastern Warehouse	580.00	0.00	0.00	Standard
E	Eastern Warehouse	3,030,347.07	20,187,861.85	19,250,008.74	Standard
FG	Finished Goods Warehouse	2,305,125.11	2,439,489.65	1,453,829.78	Standard
FS	Floor Stock Warehouse	829.80	2,295.00	180.00	Standard
LS	Line side	0.00	0.00	0.00	Standard
N	Northern Warehouse	5,446,843.85	47,881,387.57	45,431,340.72	Average
R	Returnable Items	0.00	0.00	0.00	Average
RM	Raw Materials Warehouse	445,261.98	9,607.50	1,974,850.00	Standard
S	Southern Warehouse	2,525,821.80	14,677,894.57	14,797,686.95	Average
SA	Subassembly Warehouse	729,537.23	0.00	1,100,734.66	Standard
SP	Specials for Product Config.	37,450.13	1,144,688.00	1,028,656.00	Average
SW	South West Warehouse	1,301,340.00	0.00	0.00	Average
XZ	Multi bin clearout	0.00	0.00	0.00	Average
Z	Finished Goods Warehouse	0.00	0.00	0.00	Standard
Z1	Oldest bin test	1,000.00	0.00	0.00	Average
ZL	Lost and found	0.00	0.00	0.00	Average
Inventory valuation totals		15,824,136.97	86,343,224.14	85,037,286.85	

(Current costing method)



Reports

What are (some) of the standard tools

The screenshot displays the SYSPRO Reporting Services application window. The title bar reads "SYSPRO Reporting Services" and the menu bar includes "File", "View", "Maintain", "Setup", "Archive", "Window", and "Help". Below the menu bar is a toolbar with icons for file operations. The main area is titled "Available Reports" and is divided into two panes. The left pane shows a hierarchical tree view of reports, with the "Inventory" folder expanded. The right pane shows a list of reports under the "Inventory" category. The "List of Inventory Costs Uom" report is highlighted in the left pane.

Available Reports (Left Pane):

- AP Withholding Tax Report
- AP Setup Options
- AP Purchase Analysis
- AP 1099 Label Format
- AP Tax Distribution Report
- Accounts Receivable
- Cash Book
- Electronic Funds Transfer
- General Ledger
- Assets Register
- Contact Management
- Inventory
 - Inventory Valuation
 - Price List
 - ABC Analysis
 - Stock Take Exception
 - Superseded Clearing Stock Report
 - Inventory Movement
 - Purchasing Work Sheet
 - Price History
 - List of Planners
 - List of Buyers
 - List of Warehouses
 - List of Inventory Costs Uom
 - Goods in Inspection
 - Goods in Inspection Offsite
 - Inventory Notations List
 - Serial Tracking System
 - Stock Take System
 - Goods in Transit
 - Inventory Families and Groupings
 - Inventory Forecasting
 - Product Configurator
- Purchase Orders

Available Reports (Right Pane):

- Inventory
 - Inventory Valuation
 - Price List
 - ABC Analysis
 - Stock Take Exception
 - Superseded Clearing Stock Report
 - Inventory Movement
 - Purchasing Work Sheet
 - Price History
 - List of Planners
 - List of Buyers
 - List of Warehouses
 - List of Inventory Costs Uom
 - Goods in Inspection
 - Goods in Inspection Offsite
 - Inventory Notations List
 - Serial Tracking System
 - Stock Take System
 - Goods in Transit
 - Inventory Families and Groupings
 - Inventory Forecasting
 - Product Configurator



Dunning

What are (some) of the standard tools

AR Dunning System

Start Review | Change Criteria | Print/Send | Alignment | Preview | Save Form Values | Options

Selection Criteria

- Customer
 - Customer selection: All, Range, Single
 - From customer
 - To customer
- Dunning group
 - Dunning group selection: All, Single
 - Dunning group
- Dunning status
 - Dunning status selection: All, Single
 - Dunning status
- Dunning stationery format
 - Document format selection: All, Single
 - Document format
- Currency
 - Currency selection: All, Single
 - Currency
- Branch
 - Branch selection: All

Review

Customer Review

Customer	Customer name	Dunning gr...	Email	Fax
0000006	Country Gardens - ...	DG 03	phillip.smythe@co...	612-555-8495
0000008	Garden and Sports	DG 04	Cathrined@Garden...	604-555-1000

Invoice Review

+ Include Invoice | Exclude Invoice

Customer ...	Invoice ba...	Invoice ...	Due da...	Dunning s...	Dunning g...	Dunning
<input checked="" type="checkbox"/>	100470	158,560.00	09/02/2020 09/04/20...	000005	DG 03	
<input checked="" type="checkbox"/>	100480	23,520.00	05/03/2020 04/05/20...	000005	DG 03	
<input checked="" type="checkbox"/>	100501	76,880.00	06/04/2020 05/06/20...	000005	DG 03	

Report output

Description | Value

There are no items to show



MRP

What are (some) of the standard tools

MRP Purchase Order Review

Start Review | Change Criteria | Close

Review Criteria

Review selections

Review type

- Existing purchase orders
- Suggested requisitions
- Maintain requisitions
- Create live requisitions
- Create live p/orders

Review function

Include options

- Non-stocked lines
- Previously excluded
- Invalid Requisitions

Suggested order dates

- All
 - Range
 - Single
- From suggested order date
To suggested order date

Buyers

Buyer selection

- All
- Range
- Single
- List

From buyer
To buyer

List of buyers

Define list

Planners

Planner selection

- All
- Range
- Single
- List

Create live Purchase Orders

Create | Include | Exclude | Select | Deselect | Req Planning Query | Show Excluded | Hide Excluded

search text

Supplier

Selected	Supplier	Buyer	Requisition	Include	Stock Code	Wh	Suggested order date	Due Date	Quantity
Supplier:									
<input type="checkbox"/>			000000007	<input checked="" type="checkbox"/>	CC113	RM	15/10/2023	16/10/2023	20.000
<input type="checkbox"/>		SH	000000032	<input checked="" type="checkbox"/>	B1213	FS	15/10/2023	16/10/2023	4856.100
Supplier: 0000001									
<input type="checkbox"/>	0000001		000000001	<input checked="" type="checkbox"/>	FG900	E	24/09/2023	16/10/2023	394272.000
<input type="checkbox"/>	0000001		000000004	<input checked="" type="checkbox"/>	zT1	S	15/10/2023	16/10/2023	8.000000
<input type="checkbox"/>	0000001	JD	000000006	<input checked="" type="checkbox"/>	A120	S	21/09/2023	16/10/2023	1162.000
<input type="checkbox"/>	0000001		000000012	<input checked="" type="checkbox"/>	zT2	S	15/10/2023	16/10/2023	9830.000000
Supplier: 0000002									
<input type="checkbox"/>	0000002	P	000000003	<input checked="" type="checkbox"/>	zPEREGRINE	S	24/09/2023	16/10/2023	8.000
Supplier: 0000005									
<input type="checkbox"/>	0000005	SH	000000009	<input checked="" type="checkbox"/>	Q101	**	13/10/2023	16/10/2023	400.000000
<input type="checkbox"/>	0000005	SH	000000010	<input checked="" type="checkbox"/>	Q102	**	13/10/2023	16/10/2023	800.000000
<input type="checkbox"/>	0000005	SH	000000011	<input checked="" type="checkbox"/>	Q104	**	11/10/2023	16/10/2023	200.000000
<input type="checkbox"/>	0000005	SH	000000022	<input checked="" type="checkbox"/>	B1210	RM	11/10/2023	16/10/2023	9266.000
<input type="checkbox"/>	0000005	SH	000000023	<input checked="" type="checkbox"/>	B1211	RM	15/10/2023	16/10/2023	8414.000
<input type="checkbox"/>	0000005	SH	000000027	<input checked="" type="checkbox"/>	B1217	RM	11/10/2023	16/10/2023	9366.000
<input type="checkbox"/>	0000005	SH	000000033	<input checked="" type="checkbox"/>	B1301	RM	13/10/2023	16/10/2023	9249.000
<input type="checkbox"/>	0000005	SH	000000034	<input checked="" type="checkbox"/>	B1302	RM	13/10/2023	16/10/2023	9299.000

MRP Job Review

Start Review | Change Criteria | Close

Review Criteria

Review type

- Existing jobs
- Suggested jobs

Job creation option

Job priority

Factory documentation for

Print documentation for

Document format 1

Document format 2

Document format 3

Document format 4

Action selections

Overdue

Cancel

Suggested Job Review

Include | Exclude | Create | Query | View Allocations

search text

Inclu...	Temp ...	Stock code	Start	Delivery	Quantity	Status	Live job crea...	Revisi...	Release	Warehou...	Product cl...	Job classific...	Stock descript...	U...	Stocking
<input checked="" type="checkbox"/>	00000001	B100	13/09/2014	16/10/2023	9828.000	New				FG	FGC		Bicycle	EA	98
<input checked="" type="checkbox"/>	00000002	B100/1	16/10/2023	16/10/2023	2.000	New				FG	FGC		Bicycle	EA	
<input checked="" type="checkbox"/>	00000003	zMPSPARENT	16/10/2023	16/10/2023	22.000000	New				FG	BA		MPS parent item	EA	22.0
<input checked="" type="checkbox"/>	00000004	B111	19/05/2020	16/10/2023	10273.000	New				SA	SA		Diamond Frame	EA	102
<input checked="" type="checkbox"/>	00000005	B113	08/01/2022	16/10/2023	9387.000	New				SA	SA	SAS	Handle Bar Assem...	EA	93
<input checked="" type="checkbox"/>	00000006	LOT1212	09/10/2023	16/10/2023	100.000	New				SA	SA		Racing Bicycle Brak...	EA	1



Report scheduling

Other configurable tools

Schedule Report

Report Details | Schedule Details | Authentication

Select report(s) to be scheduled

- Inventory
 - Inventory Valuation
 - Price List
 - ABC Analysis
 - Stock Take Exception
 - Superseded Clearing Stock Report
 - Inventory Movement
 - Purchasing Work Sheet
 - Price History
 - List of Planners
 - List of Buyers
 - List of Warehouses
 - List of Inventory Costs Uom
 - Goods in Inspection
 - Goods in Inspection Offsite
 - Inventory Notations List
 - Serial Tracking System
 - Stock Take System
 - Goods in Transit

List of reports to be scheduled

- Inventory Valuation

Report form options to use

Default options Saved options Define options

Schedule information

Schedule text: One time only - Inventory Valuation

Schedule Report

Report Details | Schedule Details | Authentication

Start date and time

Start date: 08/11/2023

Start time: 01:00:00 AM

End date: 08/11/2023

Weekly options

Every: 1 week(s)

Select the day(s) of the week below:

Monday Thursday Sunday
 Tuesday Friday
 Wednesday Saturday

Recurrence pattern

One time only
 Daily
 Weekly
 Monthly

Daily options

Every: 1 day(s)

Monthly options

Day 1
 The first Sunday

January April July October
 February May August November
 March June September December

Insight tiles

Other configurable tools

SYSPRO - SYSPRO DEMONSTRATION ** Your license will expire on 1st December **

Home Setup Import Query Administration

Program List Notepad Reminder Executive View Navigation Pane Financial Distribution Manufacturing Personal Settings Switch Role 1 Hotfixe

Calendar Browser Favorites System-wide View Report Queue Personalize Personalization Hot

Inbox Tasks Flow Graph Role View View Queries

Web View

Navigation Pane

Tiles

- Jobs
Closed jobs with value
2
- Customers on hold
Company: EDU1
SYSPRO DEMONSTRATION
1

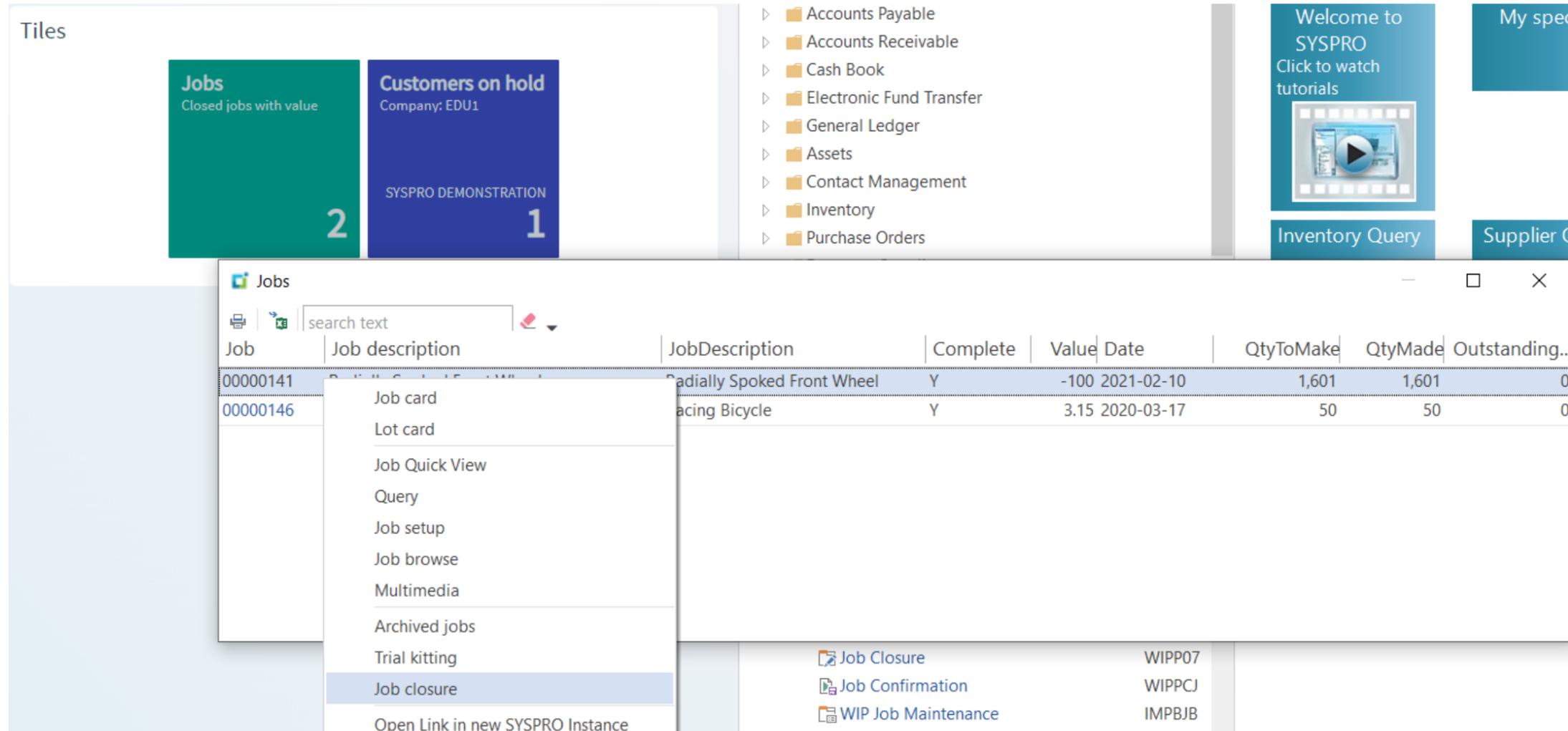
Program List

Program description

- SYSPRO Programs
 - Accounts Payable
 - Accounts Receivable
 - Cash Book
 - Electronic Fund Transfer
 - General Ledger
 - Assets
 - Contact Management
 - Inventory
 - Purchase Orders
 - Return to Supplier
 - Sales Analysis
 - Sales Orders
 - Bill of Materials
 - Quotations
 - Work in Progress
 - Quality Management
 - Warehouse Management
 - Projects and Contracts
 - Requirements Planning



Other configurable tools

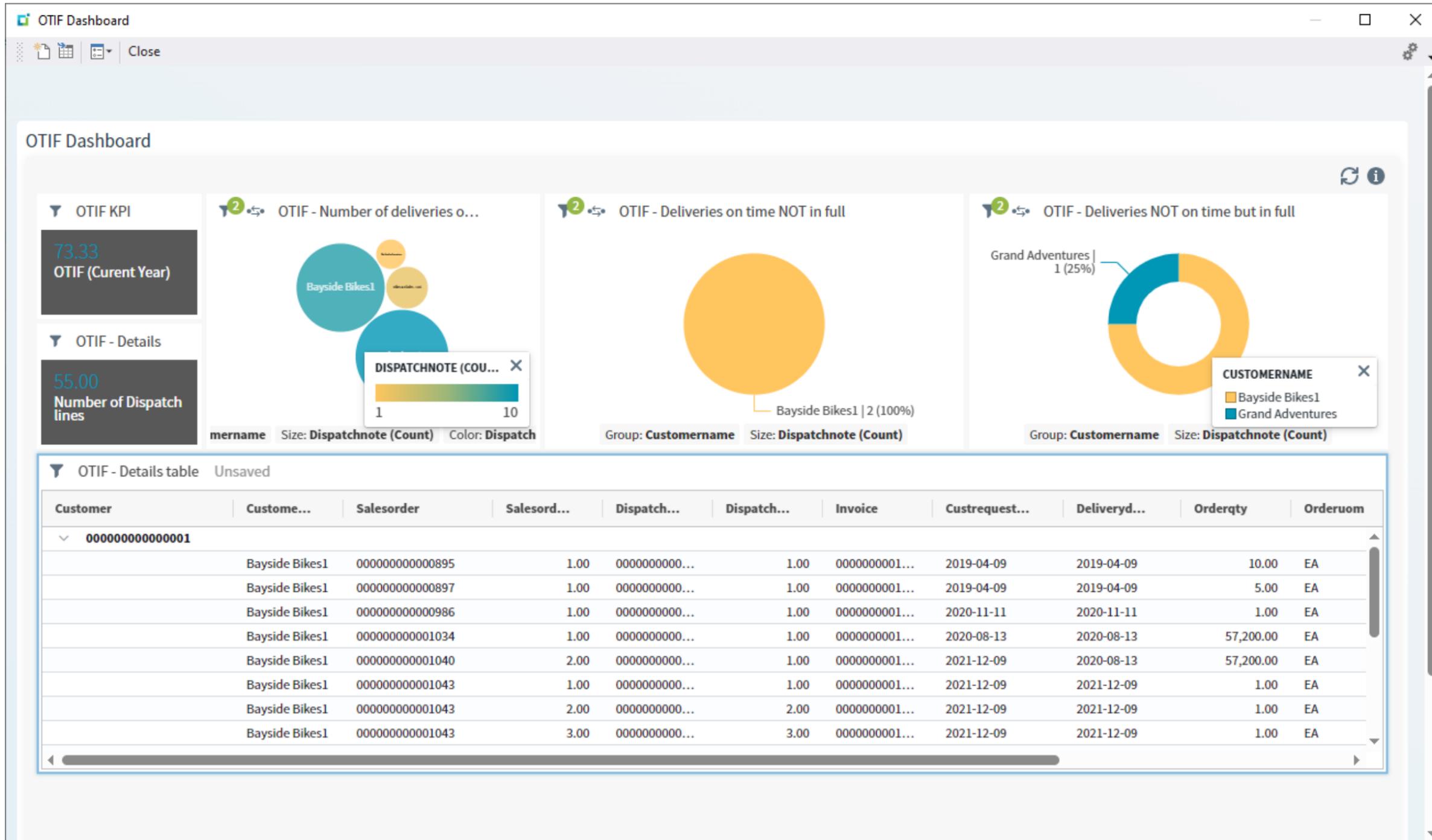


The screenshot displays the SYSPRO software interface. On the left, a 'Tiles' section contains two main tiles: 'Jobs' (Closed jobs with value, count 2) and 'Customers on hold' (Company: EDU1, SYSPRO DEMONSTRATION, count 1). A central navigation menu lists various modules: Accounts Payable, Accounts Receivable, Cash Book, Electronic Fund Transfer, General Ledger, Assets, Contact Management, Inventory, and Purchase Orders. On the right, there are welcome messages and buttons for 'Inventory Query' and 'Supplier Q...'. A 'Jobs' listview window is open, showing a table with columns: Job, Job description, JobDescription, Complete, Value, Date, QtyToMake, QtyMade, and Outstanding... The table contains two rows: Job 00000141 (Radially Spoked Front Wheel) and Job 00000146 (acing Bicycle). A context menu is open over the first row, listing options: Job card, Lot card, Job Quick View, Query, Job setup, Job browse, Multimedia, Archived jobs, Trial kitting, Job closure (highlighted), and Open Link in new SYSPRO Instance. Below the listview, there are buttons for 'Job Closure' (WIPP07), 'Job Confirmation' (WIPPCJ), and 'WIP Job Maintenance' (IMPBJB).

Job	Job description	JobDescription	Complete	Value	Date	QtyToMake	QtyMade	Outstanding...
00000141	Radially Spoked Front Wheel	Radially Spoked Front Wheel	Y	-100	2021-02-10	1,601	1,601	0
00000146	acing Bicycle	acing Bicycle	Y	3.15	2020-03-17	50	50	0

Embedded analytics

Other configurable tools



Why does data matter?

- Informed decision-making
- Performance evaluation
- Trend analysis
- Problem solving
- Resource optimisation
- Risk management
- Growth – actions on data can underpin growth
- Driving behaviour



Understanding the source of data

- Where did it come from?
- What does it show?
- Is it still valid and accurate?
- What **doesn't** it show?
- Is there bias?



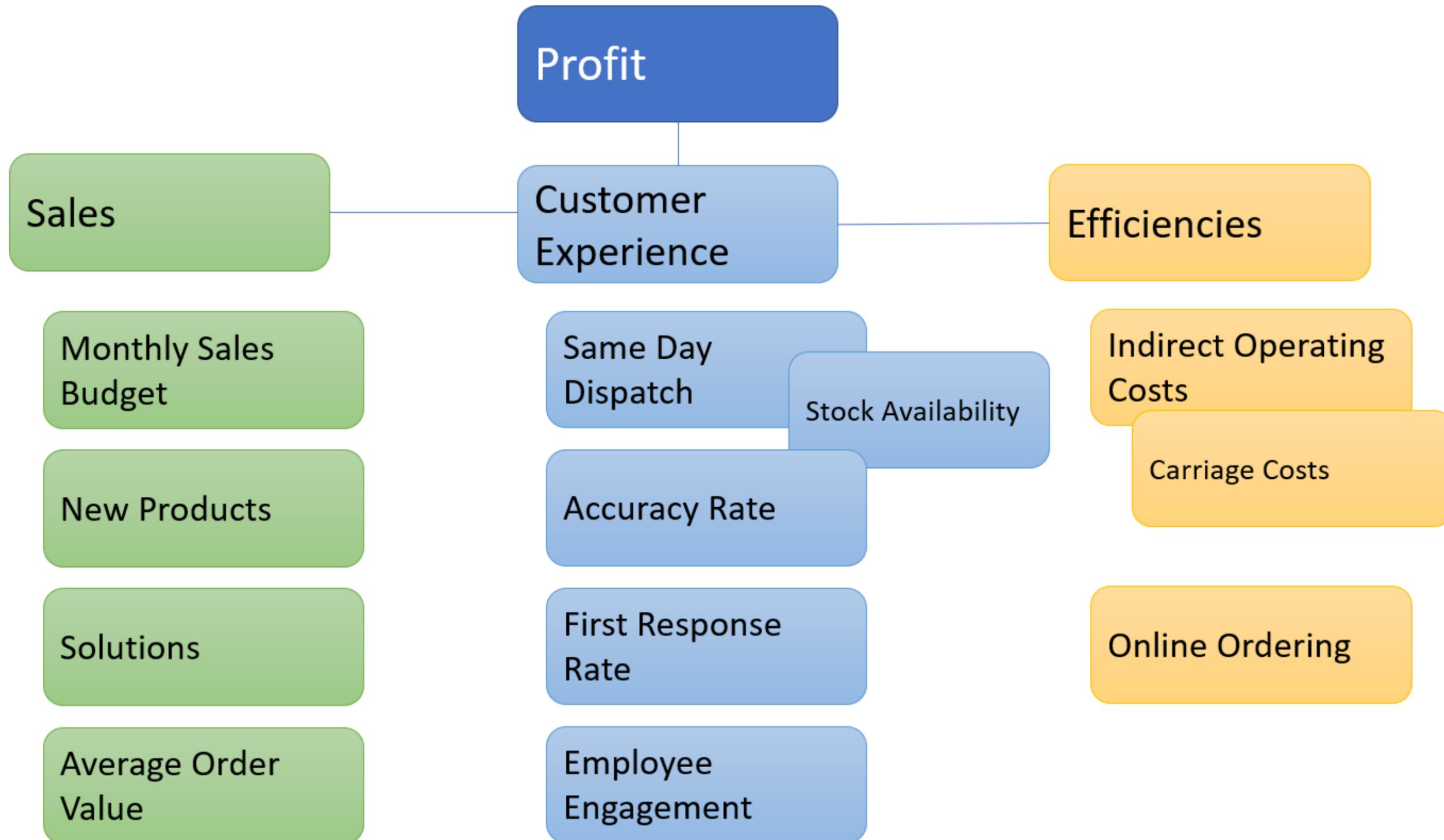
Who is the audience of the data

Your data audience are at different levels in the organisation and should be tailored and articulated appropriately

- Operators
- Supervisors
- Managers
- Directors



What is your KPI cascade?



Are you?

- Are you operating the business on P&L 5 days after month end
- Are you surfacing data in a timeous manner
- Are you ensuring the data useful and valid
- Are you using it to drive behavior



Questions & Answers



Thank you

Platinum Sponsors



Gold Sponsors



Road to Excellence

