



B&L NEWS

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SPECTRUM 2013

B&L's annual users' conference, Spectrum, will be hosted in Toronto this year. We have planned a world-class event, worthy of our cosmopolitan host city! Join us October 20th – 22nd , 2013.

Favorites making a return:

- Panel Discussions
- Idea Swaps
- Cyber Café
- **BLIS specific classes**

New for 2013:

- Specified Learning Tracks (see below for details)
- New Surcharge Options
- Odyssey Admin Tips & Tricks
- Building Shop Floor Manager Screens
- In-Depth Look at Quality Viewer

Full class listing available on our website:
BLInfo.com/Spectrum13.

Submit your registration by July 15th, 2013 to receive the "Early Bird" discount. (Group discounts of 3 or more also qualify for a special rate of 10% off; please see our website for details.)

Odyssey

FINANCIAL	PRODUCTION	BOOT CAMP	POTPOURRI
Understanding Standard Cost Variances	Building Shop Floor Manager Screens	Building Shop Floor Manager Screens	New Surcharge Options
How to Setup and Use Budgeting	Best Methods for Processing Returns	An In-Depth Look at Quality Viewer	New Surcharge Options
Odyssey Tools To Help The Bottom Line	An In-Depth Look at Quality Viewer	How to Setup and Use Budgeting	Meet With B&L Management
Intelligent View Drill Downs	Scheduling Effectively Using Heat Planner		Odyssey Admin Tips and Tricks

Editor:

Alexandria
Trusov

Phone:

269.465.6207

Website:

www.BLInfo.com



Dear Brenda

Brenda Povlock
Vice President — Client Services



Odyssey

Dear Brenda,

When creating a customer master in Odyssey, the system creates a “ship-to” at the same time. It automatically copies the customer master data in for the initial ship-to. Often, our customer master data reflects billing information with an Accounts Payable P.O. Box. We then end up having to add a 2nd ship-to for the customer with the actual street address where the product is actually received. We have some reports and exports created that contain the customers and the default ship-to,

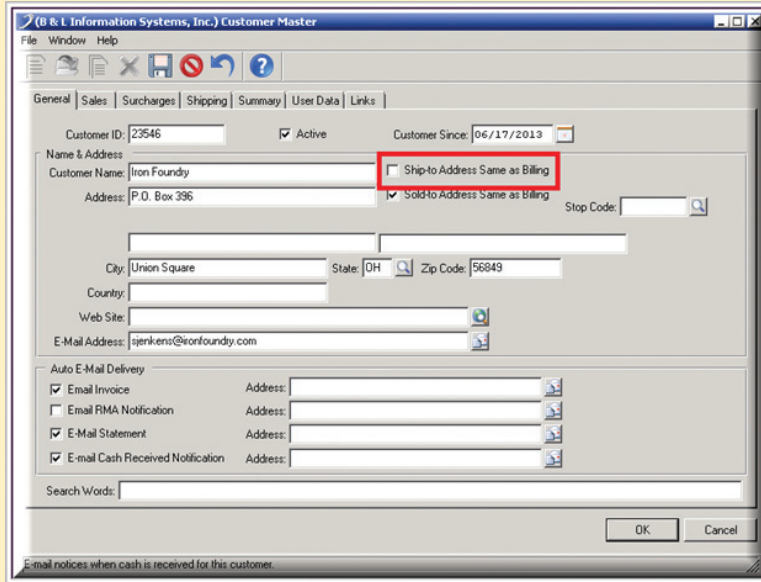


Figure 1

once you’ve completed adding the customer master.

which in our case is wrong because we are looking for the street address. Is there a way for us to stop making duplicate ship-tos and only have one default?

Double Vision

Dear Double Vision,

That is a really good question, and I can help you stop seeing and creating double work! What we recommend for you is to un-check the box on the customer master called “Ship-to Address Same as Billing” (See Figure 1). This will allow you to change the address on the ship-to screen

BLIS-400

Dear Brenda,

We are using containers and are shipping out hundreds per day. Currently we go to the container inventory module and use the transaction entry screen to add a container; then someone has to go onto the production entry screens and add the 43 transactions that we want to process because the container screen cannot process 43 type (secondary) production transactions. I’m trying to run reports now to make sure all entries are made. Our 43 transaction also generates our move from WIP to finish goods for inventory. Is there any way that we could process this all in one place?

Trying to Keep It All Straight

Dear Keeping It All Straight,

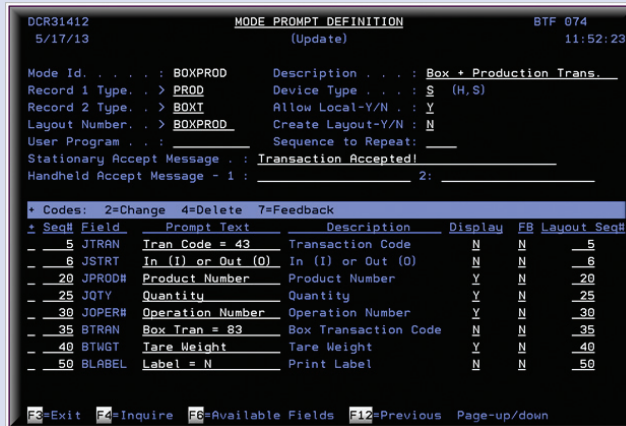


Figure 2



Figure 3

There is a way with BLIS-DC (data collection) to do what you’re asking. It’s called a complex DC transaction where with one screen you can enter two different transaction types. Here’s an example: notice Figure 2. This is called a mode, and it contains information first for the Production Transaction then for the Box transaction. Notice some fields I’m not displaying because I’m defaulting information into those fields; users won’t need to see them. There are other fields available if you need more than what I’m showing, just add those fields as necessary. Also, you will need to fill in the two different record types at the top of the screen; in this example PROD & BOX. You won’t need to add a Product Number field or Quantity for the Box because we’ll have the user enter it once for the production transaction and use that same information for the container record. I’ll explain how that works in the data layout instructions next. (You must have the field JSTRT in the mode.) Since we are not associating this to a particular employee, there is no need to add badge#, so you can have the JSTRT field default as an “O” for out transaction. This is like just entering a transaction into BLIS with no jobbing on or off. (Note: Designing

On The Horizon

Joe Harmon
Vice President — Technology



The B&L Cloud infrastructure is constantly being enhanced in order to provide the best support

and service possible to our customers. We started with three (3) servers back in 2009 and are currently using fifteen (15) today. These fifteen (15) are a mix of physical and virtual servers. We currently support over 700 individual users and this list continues to grow on a daily basis.

The Technology Department at B&L monitors performance, connectivity, and system up-time on a continuous basis. **We understand the importance of keeping the system running at optimum performance,** and in order to accommodate future growth we recently upgraded one of the B&L servers to a new server comprised of dual 64-bit Intel® Xeon® CPU E5-2660 @ 2.20 GHZ processors along with 192GB RAM. The new server is based



on Microsoft's latest operating system (Windows 2012) and positions us well for the future.

As I am writing this, the server is not fully online. However, we are anticipating that with the new server hardware and moving some of the virtual servers around, our customers will gain an increase in performance.

When working with software and hardware, it is important to stay as current as possible. Not only do you get bug fixes but you also get the product's latest enhancements. How often do you update your software? What version and maintenance release

are you currently running within B&L's Software? If you have not upgraded recently, I encourage you to do so in order to reap the benefits of having current software. Remember, if you want help installing your Odyssey software; feel free to contact support to arrange a time that best fits your schedule. Or consider converting to B&L's cloud system, if you haven't already, and B&L will handle our software enhancements and updates for you.



R&D

DEVELOPMENTS

Doug Hinman
Vice President — Research & Development

So you have product routings defined and even decent product costs. You are also reporting production in some fashion, like simple production sheets collected off the shop floor and keyed into production entry screens, or full data collection at your molding lines or die cast machines. Maybe you even weigh scale containers when you put castings into finished goods. And yes, you probably cross reference some of the routing steps because you can't report them (think: the black hole known as the cleaning room). Even if your product definitions are not that good you still have a great tool at your disposal – Odyssey and BLIS Job Cost. Job Cost is a free by-product of routings and production reporting, both of which you need for inventory and other purposes anyway.

Now for the hard part, you have to have someone take the time to look at the inquiries and reports Job Cost provides. This is called the law of "what's the matter, you don't want to know how you're doing on a job". (I made that up.) Maybe you have a machining step for a part that you've estimated at 14 minutes. You've collected actual pieces and times through production over a period of time; you look at Job Cost and it tells you the machining step has been averaging 22 minutes. So, your routing is way off for whatever reason – the estimator or engineer guessed based on similar parts, you haven't done a formal time study, etc. Job Cost essentially just did a time study for you. Remember that even if routings don't start out accurate, they are still useful (kind of like the saying that it's more important for baseball umpires to be consistent than accurate).

Now you can change your routing rate, which means your product cost is more accurate - allowing you to determine the right selling price, and you can actually schedule that machining center effectively. This is a simple illustration of one of the things Job Cost can do for you. There are many more benefits of this free by-product, like seeing the effect of scrap on a part's cost.

How much are you using our Standard Cost module? I have a pretty good idea. Many of you are not using it at all, and many are only using it to value inventory. Yes, it requires pretty good product cost definitions and disciplined production reporting, but there's an old saying that goes "If you don't know your costs, you don't know anything". Using Standard Cost to book your inventory value is nice, but the real power of the module is analyzing variances. Many of our customers use Purchase Price Variance (PPV) – "Here's what I should be paying for this raw material and here's what I'm actually paying." You don't need to use the Standard Cost module to do PPV. Standard Cost provides more variances like standard scrap allowance to actual and raw material usage variance. **While Job Cost lets you analyze variances at a micro level (part by part), Standard Cost lets you analyze variances at a macro level (your entire company).** These variances are simply great indicators for understanding the health of your company.

When times are good companies don't usually look closely at their costs. They do when times are bad because they need to squeeze out everything they can to be profitable. Many of our customers don't have a trained cost accountant, whose expertise and duties are much different than general accounting. Job Cost and Standard Cost are the primary tools a cost accountant would use to more accurately cost parts, recognize the problem areas that variances highlight, determine your overhead rates in production departments, etc. I'm not saying you should go out and hire one tomorrow, but using the cost features of Odyssey and BLIS to their fullest can reap great benefits – in good times and bad.

Dear Brenda continued from page 2

these screens is similar to designing user defined screens.)

Now look at Figure 3. This is the data layout screen. Each mode has an associated data layout screen. Please note that on the mode screen there is a flag called "Create Layout-Y/N". You can mark this "Y" for a new mode, and it will create the data layout, but for complex modes you will still need to make the following changes in the data layout screen. First press F6 and add the Box Product# and Box Quantity fields, then put the sequence numbers on them to have them sorted under the box transactions. Next, in the column called "Override Starting Position" we will enter the starting position of the production records Product# and Quantity. This will use the information keyed once by the user for the Box record, which will save the user from keying it in twice or making a mistake. Then, the column called "Trans End" tells the computer where each transaction

ends. So an "E" is entered at the end of each transaction (see screen shot). The last thing to do is make at least one field in each of the PROD & BOX transaction required. So an "R" needs to be put in the column called "Req" to tell the system that this field is required for input. That ensures that the user doesn't accidentally skip a transaction. **Save the data layout and either get it uploaded to the device or a person could use the online entry from menu DCM902 Option 1, "Manage Stationary Servers and Devices", then Option 9 for "Online punch". These could also be put on a handheld device.**

There are many different complex mode variations you can create to help make data entry much more efficient, so if you have BLIS-DC make it work for you! If you would like more in-depth training, please don't hesitate to call our support desk to schedule a webinar session.

Upcoming Events & Training

For full details on our upcoming events and trainings, please visit our website BLInfo.com/Events

Events	September 16-18, 2013 Die Cast Congress & TableTop (Booth 106)
	October 7-8, 2013 CI 60th Anniversary Conference and Expo
	July 7, 2013 - Odyssey Supplier Portal (Webinar)
Training *	August 8, 2013 - BLIS Accounts Payable (Webinar)
	August 13-14, 2013 - Crystal Reports Training Class (B&L Offices)
	September 11, 2013 - Odyssey Order Discounts (Webinar)
	October 20-22, 2013 - Spectrum (Toronto)
	November 12-13, 2013 - Crystal Reports Training Class (B&L Offices)

(*Additional training available via on-line video for all customers signed up for the B&L Community. If your company has special training needs, please contact Brenda Povlock at ext. 321.)

Contact Points

-  Interested in knowing more about B&L as a company? Follow us on LinkedIn for all the latest company info and product announcements.
-  Do you like "just the facts" technical updates? Follow us on Twitter @BLInfo_Systems for timely product updates
-  Want to learn a little bit more about the people at B&L? Follow us on Facebook (facebook.com/BLInformationSystems) for updates on the company and our team.
-  You can also e-mail our support team, support@BLInfo.com.

Keep up to date on events, training, tips and more with our weekly e-newsletter, Bytes & Links. Sign up on our website under "Newsletter Sign-up".

