



B&L NEWS

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

OCTOBER, 2018 VOL. 29 NO. 4

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Spectrum 2018

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CEO'S CORNER



Phil Laney, CEO

Thank you to the more than 80 customers who joined us in Nashville for Spectrum 2018! I enjoyed spending time with all of you, some for the first time. It is my hope that you found the sessions informative and discovered Odyssey techniques you will be implementing to enhance your business.

We host Spectrum for you, our customer. We realize when Odyssey users gather, they discuss challenges and find solutions, beyond what we offer in the classrooms. And we know that our team speaking directly with customers gives them insights and ideas for future developments.

We are delighted to announce Spectrum 2019 will be hosted in Philadelphia, Pennsylvania at the Hilton - Penn's Landing on October 6th - 8th. We hope to see you there. As always, thank you for your business.

B&L Staff



Technology & Support

Professional Services



Administration

Research & Development

OCTOBER

Look for us at upcoming industry events

- **NFFS Annual Meeting & Tabletop** – October 13th – 15th, Puerto Rico
- **2018 Die Casting Congress & Exposition** October 15th – 17th, Indianapolis
- **ICI 65th Conference & Exposition** October 21st – 24th, Kansas City
- **AFS East Coast Regional Conference** October 25th – 26th, Lancaster

On the Green

We were delighted to support a number of Midwest AFS and NADCA chapters with sponsorship and attendance at their fund-raising golf events over the summer as part of our commitment to the metalcasting industry. If you attended industry golf events in Ohio, Indiana, Michigan or Illinois – you might have spotted Patrick from our Business Development team.



Phil Tours Canadian Customers

B&L is the leading supplier of ERP software to North America. As part of our 2018 customer visit campaign, CEO Philip Laney toured a handful of Canadian customers in August.



John Hildebrand
Integra Castings
Inc of Winkler,
Manitoba



Armond Bernard
Custom Castings
Ltd of Winnipeg,
Manitoba



Nate Valeriote
Canada Alloy
Castings Company
of Kitchener, Ontario



Shawn Rees
Riverside Brass &
Aluminum Foundry Ltd
of New Hamburg,
Ontario

NOVEMBER

Join us at our office for a class!

- **Odyssey Boot Camp** November 5th – 6th
- **Crystal Reports Class** November 7th – 8th

Details at:
BLInfo.com/BLClasses

Signings Across the Midwest

New GLDC of Muskegon, Michigan is a leading manufacturer of high-pressure aluminum die-casting components.

WDC Acquisition LLC of Creston, Iowa specializes in complex aluminum and magnesium and castings for military and commercial applications.

J & M Precision Die Casting of Elyria, Ohio specializes in aluminum, zinc, and near net shape die casting.



Ancast
Industries LTD
of Winnipeg,
Manitoba
(Canada)



Fisher Cast
Steel Inc of West
Jefferson, Ohio



Madison-Kipp
Corporation
of Madison,
Wisconsin



Pace Industries
LLC, JEL
Finishing
division of
Chelmsford,
Massachusetts



Quality Castings
Company of
Orville, Ohio



Superior Brass &
Aluminum Casting
Company of East
Lansing, Michigan

DECEMBER

We hope to see you at

- **AFS Marketing & Sales & Conference** December 11th – 12th, Rosemont



Jamie Kleca-Hose has joined the Professional Services Department. As a Project Consultant, Jamie will be focused on supporting custom training for Phase 1 and Phase 2 ERP implementations as well as assisting with data conversions. She holds a Bachelor of Science degree in Management Information Systems from Indiana University-South Bend. Jamie's prior career experience spans from shipping systems manager to administration in the construction industry. She joined B&L's Customer Support Desk in early 2013.



Bryan Hoffmaster has joined the Research & Development Department. As a Software Development Engineer, Bryan will be focused on front end development for the Odyssey Web UI. He holds a Bachelor of Computer Science from Purdue University; his prior career experience includes time as both a software developer and a customer support technician. He joined B&L's Customer Support Desk in early 2018.

ODYSSEY UPDATE



**Brad Clark, Manager
Research & Development**

When you think about business applications, you don't always think about **user experience** (UX) elements such as emotions, feelings, or attitude. Business applications are supposed to be about the important aspects of running a business such as scheduling, order entry, inventory control, and financial statements. The reality is that UX does matter when it comes to how effective a business application can be in making a difference to a company's business. When B&L decided to develop a web-based User Interface, it was done not to hop on the Internet bandwagon; but, to develop a future-proof user interface that will allow our customers to make better decisions faster.

The Windows User Interface (UI) has served us well since the initial release of Odyssey 1.0 in 2001. The look and feel of the interface over those seventeen years has remained unchanged. This kept B&L's focus on core business application modules, but also allowed Odyssey's user experience to become outdated. With the advent of the Web User Interface in 2016, B&L positioned Odyssey for future advances of UI and UX design, but we're not going to remain

stagnant. **Starting with version 6.1, Odyssey will go through several modernization phases.** The goal of these phases is to improve not only the look and feel of Odyssey but also the show and flow. You may see enhancements to screens and icons and new features such as color themes per company, which is coming out in 6.1. User Experience functionality - such as, drag-and-drop and entering data directly in data grids will be added to more places in Odyssey. You will also see "flow" improvements that address how users interact with the application. In 6.1, these include improvements to Purchase Orders, employee time approvals, and the A/R cash entry process.

The core of Odyssey is still business application features, and we will continue to add customer-focused enhancements that come directly from the **Odyssey Community Feedback Forum**. Odyssey 6.1 includes several dozen customer-focused enhancements such as predefined crews, standard outer packaging, capital projects, and group codes expanded to requisitions and purchase orders. For a full list of the upcoming enhancements to Odyssey 6.1, you can visit Rapid Support (via BLInfo.com and login to the Customer Portal) to view the preliminary release documentation.

Odyssey Feedback Forum

Are you making your voice heard on the Feedback Forum? It's an easy way to let our R&D team know about what's important to you and to see if other metalcasters have similar needs. You can both suggest enhancements and vote on enhancements suggested by other Odyssey users.

How does the Feedback Forum work?

- 1 B&L staff will review each and every enhancement for possible inclusion in the software. **UNDER REVIEW**
- 2 Those that are good ideas, but need more community support will be given a **REVIEWED** status.
- 3 Those that are chosen to be included in Odyssey will be given a **PLANNED** status.
- 4 Some enhancements require extra research and design to determine the feasibility of their inclusion in the application. Those enhancements are given a **DESIGN REVIEW** status.
- 5 When an enhancement has been selected to be included in the next full version or maintenance release, it will be given a **SCHEDULED** status.
- 6 After the enhancement has been coded and placed into a specific version or release, it will be given a **CONFIRMED** status.
- 7 An enhancement is marked as **COMPLETED** when the version or maintenance release it is included in has been released.

Spectrometer Interface Module

Many metalcasters use spectrometers to monitor the chemical reading of a metal pour. The Odyssey Spectrometer Interface is designed to eliminate keying critical heat information - no human error and no lost paperwork - from your Spectrometer into Odyssey, keeping your data in one place! The monthly fee covers setup, support, and all enhancements. For more information, contact us at: Sales@BLInfo.com.





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Spectrum

We had a great time in Nashville and thank the many Odyssey users who attended. Thank you for taking the time from your schedule to invest in learning more about Odyssey. You make Spectrum the ERP event for metalcasters.

Thank you to our Spectrum sponsors: Danly Consulting Services, Radley Corporation, Progress Software, and Optimum HRIS. Check out more information about them at BLInfo.com/Partners

