



B&L NEWS

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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CEO's Update

We've had some good things happen here at B&L over the last 12 months.

SaaS Excellence Award – Each year, Progress Software Company (PRGS-Bedford, MA) anoints one of their over 2,000 business partners worldwide for SaaS (Software as a Service) innovation, and in October of 2014 B&L got it! The award recognizes technology companies for their pursuit and

implementation of a SaaS/Cloud strategy and delivering tangible results. This is a result of our entire company pulling together to embrace the future of business software, which is in the cloud. Progress provides the database and back-end development environment for Odyssey.



Customer Service Award – B&L received a silver level award at the 2015 Stevie Awards ceremony held February 27th at the Bellagio Hotel, Las Vegas. (The Stevies recognize outstanding performances in the workplace worldwide; the Stevies organize several of the world's leading business awards shows including the prestigious International Business Awards.) We've always known

the B&L customer service representatives are awesome, and now it's great to know that the Customer Service industry agrees with us.

20 New Odyssey Customers – The North American metalcasting market is doing well, and they want the best business software solution to help them manage their operations; that's why they're choosing Odyssey. Nearly all of them are running Odyssey from the B&L Cloud because of the low TCO (Total Cost of Ownership), low maintenance and simplicity of using software in the cloud. This is a record number of new sales for B&L.

New UI Ready for Beta – We're nearing completion of the new UI (User Interface) for Odyssey. This is a zero-client, pure browser-based interface designed to provide users with an easy-to-use, engaging interface while maintaining the back-end database and business logic of Odyssey. This is a historic, game changing project for B&L and our users and fits with our overall cloud-computing strategy. Beta sites will begin in Q2 '15.

More Services – We're planning more training classes here at B&L than we've had in the last 7 years. We announced Rapid Support earlier this year, a new, web-based solution center for customers to quickly and easily get solutions to commonly asked questions about Odyssey. We're continually enhancing our project implementation structure to ensure your projects with B&L's Professional Service department get the results you're expecting, on time and on budget.

SPECTRUM 2015

Held annually for over 20 years, Spectrum is **the** users' conference for B&L's software users. Mark your calendar for September 27th through 29th to attend at the Depot Renaissance in Minneapolis.

Spectrum 2015 kicks-off with an evening welcome and networking event on Sunday, September 27th, followed by two full days of classroom education sessions. Classroom sessions typically include numerous mini-class options, several sets of panel discussions, and moderated idea swap gatherings plus exploratory classes with B&L business partners as a value-add. B&L staff is also available for in-person meetings to review any company specific questions.

More information about Spectrum, including registration information, will be available at the "Events" page of the B&L web site shortly. (www.BLInfo.com/Events)



Rapid Support Update

Since Joe Harmon, Vice-President of Technology & Support, announced the availability of Rapid Support, the on-line (web-based) solution center the Client Support Desk has created **more than 200 Rapid Support documents** to answer common questions and offer visual step-by-step solutions, 24/7. Log in via the Customer Portal.

Acme Alliance Case Study

Lean manufacturer Acme Alliance, LLC relies on the Software as a Service (SaaS) Odyssey ERP system from B&L Information Systems to optimize its operations while reducing costs.. Since implementing Odyssey, Acme has gained real-time visibility across its operations and increased its business agility to react to change or potential problems in order to maximize its processes and boost its bottom line.

"Implementing the Odyssey ERP system gives us the ability to easily capture data – including crucial shop floor data - and utilize that data in ways we only used to dream of.

I am already impressed with the data we are getting out of the system, and we have only been live for a short time. We are extremely happy with the

Odyssey implementation and look forward to growing into more of the Odyssey features in the future."

— Mike Anderson, Kaizen Promotion Officer,
Acme Alliance, LLC



Read more at www.BLInfo.com/Acme

Odyssey

Odyssey 4.7 is scheduled for general availability April of 2015. This later than usual release time has allowed the R&D staff to coordinate the beta release of the browser-based web User Interface (UI) with the Windows-based UI release cycle for Odyssey.

In all, the Odyssey 4.7 development cycle included **over 100 improvements** that ranged from simple user experience tweaks to full-fledged business logic enhancements. The largest, and most important, of these improvements is the introduction of the web UI. **The web UI version of the Shop Floor Manager is available immediately for all users and the full version of the web UI for all Odyssey modules is available as a limited release beta.**

The Odyssey customer feedback forum has been one of the primary sources for determining which enhancements are added to Odyssey. One requested enhancement was the **ability to add comments or a modification history to Data Views.** This enhancement was added into the General Availability (GA) version of 4.7. Another customer suggested enhancement is the **ability to assign lot numbers by tool, rather than product.** Instead of the lot number formula being assigned to a product, it is assigned to the Tool Master.

In release 4.6, B&L introduced **Native Labels** to allow Odyssey to print directly to Zebra printers. Building on that foundation, Odyssey 4.7 includes additional enhancements to Odyssey, including the integration of Native Labels with the web UI version of Shop Floor Manager. The GA version of Odyssey 4.7 also includes additional support for 2D bar codes.

Another significant enhancement now available in the GA version of Odyssey 4.7 which was strongly requested is the **support for strong passwords**, a common security measure. The enhancement was designed to allow for a smooth transition from the current simple password methodology to the more complex strong password requirement without causing undo grief for users. System administrators will be able to roll out the new password requirements as they determine best suits their staff – either all at once, or on a user-by-user basis.

“The extra time for the Odyssey 4.7 development cycle has not only allowed us to fine-tune the web UI beta, but also to include additional enhancements for all Odyssey users. We have taken this extra time to perform additional quality work on 4.7, so Odyssey 4.7 MR1 will contain additional stability improvements as well,” noted Brad Clark, Odyssey Product Manager. *“Putting the Windows UI and web UI on the same release schedule allows a more efficient quality assurance process as well as ensuring the integration of new features and enhancements.”*



CEO's message, Continued from page 1

Employment at an All Time High – New employees have been added over the last 12 months in the Customer Support, Professional Services and Administration departments, bringing total employment to 34, an all-time high for B&L. And I can tell you, they are a great group of professionals here to serve you.

Thanks for your business.



Philip J. Laney , President & CEO

Training Opportunities

Crystal Reports Class (May 12 th – 13 th)	Webinar: Odyssey Container Inventory (April 8 th)
Odyssey Boot Camp (May 14 th – 15 th)	Webinar: Odyssey Global Notifiers (May 13 th)
Crystal Reports Class (August 11 th -12 th)	Webinar: Odyssey Bank Reconciliation (June 10 th)
Spectrum (September 27-29)	Webinar: Installing Windows 8 on PC's (July 8 th)
Crystal Reports Class (November 10 th -11 th)	Webinar: Processing Credit Card Transactions in Odyssey (August 12 th)

