



**UMV Gains Business Intelligence with MAC-PAC XE Insights Analytics**

Swiss manufacturer, UMV (Usines Métallurgiques de Vallorbe SA), has recently implemented MAC-PAC XE Insights Analytics, including the Finance, Manufacturing, and Inventory data marts. TDCI partner, Vizion, assisted UMV with the installation and tailoring of these powerful business intelligence (BI) applications, along with TDCI.

Insights Analytics utilize data held in MAC-PAC XE combined with proven data mart techniques to enable you to get the information you need to quickly and easily analyze key aspects of your organization's business. Comprehensive Insights Analytics data marts are available for MAC-PAC XE sales, finance, profitability,

purchasing (PPV), inventory and manufacturing information.



Implementation of Insights Analytics is part of the modernization program initiated by UMV after performing a thorough usage assessment and joining the TDCI maintenance and support program in mid 2008. UMV has also implemented the TDCI Integrator, and is expanding its

usage as their enterprise application integration (EAI) framework as part of that program.

UMV is a leading global manufacturer of high quality, precision tools such as specialized files, rasps, rifflers, gravers, and saws. Manufactured in Switzerland's Jurassien Arc (Watch Valley), UMV's 3500 products are distributed by 300 agents in a hundred countries around the world. Customers are in industries such as mechanical engineering, watch-making, jewelry, and forestry products.

For more information about MAC-PAC XE Insights Analytics, contact Shelley Horn at [shorn@tdci.com](mailto:shorn@tdci.com) or 614-781-2325 x119.

**PERSPECTIVES 2009**

September 21-22  
Columbus Marriott NW  
Dublin, OH

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**CINCINNATI to Implement BuyDesign Configurator and Quoting with MAC-PAC XE**

Cincinnati Incorporated, a leading manufacturer of metalworking equipment and longtime MAC-PAC XE user, has selected TDCI's BuyDesign Guided Selling and Configuration software to streamline quoting and ordering processes for the company's laser, press brake, shear, and powder metal press equipment lines. BuyDesign Channel Sales will be used by sales reps to generate quotes and place orders for new machines. BuyDesign Configurator will replace the Expert Configurator (EC) within MAC-PAC XE, and will be used to generate manufacturing information to drive production.

"BuyDesign will significantly reduce the time and effort required to produce a quote for our machines, as well as the time to get the order into manufacturing" said Scott McAffry, CINCINNATI Contract Administration Manager. "That will enable us to be more responsive to our customers and reduce overall lead time."

Brian Turner, CINCINNATI Manager of Business Systems added: "The fact that BuyDesign Configurator is already integrated with MAC-PAC XE, and that we can migrate our existing EC rules will enable us to get a fast start on using BuyDesign."

In addition to enhancing the quote-to-order process, CINCINNATI expects to use BuyDesign Configurator's advanced configuration rules and constraints capabilities to improve product standardization over time.



For more information about MAC-PAC XE, TDCI services, or any of the companies referenced in this newsletter, contact Shelley Horn at [shorn@tdci.com](mailto:shorn@tdci.com) or 800-630-6687 x119

## Ruskin and Quaker Windows move to SalesTaxII from Avalara

In recent months, two long-time MAC-PAC XE users – Ruskin and Quaker Windows – have decided to make the move to SalesTaxII from TDCI solution partner, Avalara. Ruskin chose Sales TaxII over Vertex, while Quaker is upgrading their custom system.



SalesTaxII eliminates the hassle of sales and use tax compliance with fully-automated, native iSeries based solutions. Offering easy integration with MAC-PAC XE as well as many other financial applications, SalesTaxII helps MAC-PAC XE users eliminate the tedious work and complexity associated with calculating, reporting and remitting sales tax. SalesTaxII

makes sales tax calculations simple and you can be sure that you always have the current rates for all of the tax regions across the US. With LaserBridge+, you can also auto-populate your tax returns with a complete library of sales tax forms.



## Maysteel Deploys MAC-PAC XE Priority Manager

Maysteel LLC, specializing in the custom fabrication of metal enclosures, assemblies, and components, is using MAC-PAC XE Priority Manager as an integral part of the company's production management process in the company's Allenton, Wisconsin plant.



Maysteel Enclosures

“Priority Manager has been a great addition to our MAC-PAC system,” says Mike Johnson, Maysteel Materials Manager. “Many of our people are now using the Item Inquiry option to check part status, and we drive our production meetings off of the Manufacturing Overview Report. With the help of Priority Manager, we’ve already improved on-time delivery performance and we’re now aiming for 100%. We couldn’t do that without Priority Manager. It helps us in a number of ways, but most importantly, it enables us to clearly identify the items we need to focus on in order to get shipments out on time – that’s a big advantage in a fast-paced make-to-order environment like ours.”



Maysteel now plans to expand use of Priority Manager to the company's three other facilities.



Priority Manager is based on the OTTO (“On-Time Orders”) software developed by TDCI partner, Systems Plus Inc. OTTO was the winner of the 2003 APICS Award for Innovation. OTTO supports the principles of Reality-based Priority Management (RPM)—an approach to manufacturing execution that analyzes and organizes supply/demand information already existing in systems such as MAC-PAC XE. It clearly identifies the near-term actions operations managers need to take in order to ship orders on time, reduce expediting activity, and minimize inventory levels. With RPM, many manufacturers have already made dramatic improvements in throughput and delivery performance. Priority Manager brings these capabilities to users of MAC-PAC XE.

Priority Manager uses planning information from MAC-PAC XE

and identifies the ultimate source for each demand, at all levels, for all items and activities. A series of reports and inquiry screens give buyers and production managers a clear view of where each item is going to end up. Priorities and sequencing of activities can then be tied directly to what is most important and what is needed to meet customer obligations.

“In today’s highly competitive markets, customers expect consistently rapid and on-time delivery. But volatile demand and increasing product variety make production planning a challenge, to say the least. Manufacturers are striving to gain the agility to respond in this dynamic environment while at the same time improving profitability,” says Kevin Smith, TDCI Customer Support Manager. “MAC-PAC does a good job of planning, but production planners, schedulers, buyers, and supervisors still have a difficult job when it comes to ensuring that the right orders are pulled through the factory when it’s time to execute the plan **cont. (next page)...**”

# PERSPECTIVES 2009

## Don't Miss Perspectives 2009 – this year's TDCI Customer Forum

Plan now to attend *Perspectives 2009* – the TDCI Customer Forum – September 21-22 in Columbus, Ohio. As a MAC-PAC XE user you won't want to miss this one a year opportunity to meet with other MAC-PAC users, TDCI support people, and 3<sup>rd</sup> party solution providers.

Recognizing that everyone is extra budget-conscious in 2009, this year's conference packs lots of key information and educational topics for MAC-PAC XE and BuyDesign users into a special 1½ day format designed to be extra efficient in terms of time & travel. This year's schedule allows most people to travel to Columbus

Monday morning and home Tuesday evening. Formal conference sessions will start at 1:00 on Monday and end at 4:15 on Tuesday.

Visit [www.tdci.com/customerforum](http://www.tdci.com/customerforum) for agenda details.

### Register Now and Bring a Team

If you have any questions, contact Sharon Binkley at [sbinkley@tdci.com](mailto:sbinkley@tdci.com) or 800-630-6687 x171.

See you in September!

### Lower Cost, Less Time, Same Great Learning & Networking Opportunity

This condensed 1½ day agenda offers:

#### Considerable cost savings:

- Most people will need only 1 hotel night stay
- Lower conference fee – just \$450 before the early bird deadline of August 7th
- FREE Monday morning training class if you come in Sunday night

#### Less time away:

- Most people can travel Monday morning and Tuesday night
- A whole day less away from the office

## “MAC-PAC Attack” Webinar Series Satisfies Hunger for Knowledge

Beginning in March, MAC-PAC users have been having a “MAC-PAC Attack” (as opposed to the proverbial “Big Mac Attack” made famous in McDonalds commercials) on the second Tuesday of each month. What we mean is... TDCI has been hosting a one-hour lunchtime webinar on selected MAC-PAC topics each month. The webinars are presented by an experienced TDCI MAC-PAC XE support person. We're not sure what everyone is having to eat while they listen in on the webinars, but we do know they've been well-received, with 10-12 attendees on average. And participants have told us they



feel the webinars are a great use of an eat-in lunch hour. One MAC-PAC user, Mike Neal at Link-Belt, expressed his company's view of the series by saying: “I just wanted to let you all know that these free webinars that TDCI has been hosting on a regular basis are invaluable and great value for our maintenance dollars. Many of our employees have been taking advantage of these and I am sure that other customers are as well.”

Each webinar is presented by an experienced TDCI MAC-PAC XE support person. “Our objective is to provide useful information about various MAC-PAC capabilities in a timeframe and manner everyone can easily afford,” says TDCI's

Kevin Smith. “We've been happy with the turn-out and interaction. As we hoped, most sessions have attracted seasoned users as well as people new to MAC-PAC.”

The webinars are open to all customers using TDCI's MAC-PAC XE maintenance & support service. So far topics covered have included: Repetitive Supply, Product Costing, Technical Tips, and Rough Cut CRP. The topic for August 13<sup>th</sup> will be a preview of the various MAC-PAC track sessions in the Perspectives 2009 conference agenda.

Join us for the upcoming webinars. If you would like to be notified about future webinars, or would like to suggest a topic, just send an e-mail to Kevin Smith at [ksmith@tdci.com](mailto:ksmith@tdci.com).

### Maysteel (cont.)...

because true demand-driven priorities are often hidden by various planning factors, multi-level BOMs, and ever-changing customer orders. Priority Manager gives them the added tools they need to do that.”

MAC-PAC XE Priority Manager operates on the iSeries server and can be used with or without the MAC-PAC Requirements Planning (RP) module or the

MAC-PAC Expert Configurator (EC) module. In addition to Maysteel, several other MAC-PAC users have deployed Priority Manager with notable success, including Link-Belt and Gilbarco Veeder-Root.



## MAC-PAC XE Advisory Board Update

TDCI would like to welcome Jeff Wenning from Minster Machine as the newest member of the MAC-PAC Advisory Board. You can contact him at (419) 628-2331 x2506 or [WenningJ@MINSTER.com](mailto:WenningJ@MINSTER.com).



In October, another seat on the Board will be opening as well. If

you are interested in being nominated for this role, please contact Board President, Mike Neal from Link-Belt, at (859) 264-6240 or [mneal@linkbelt.com](mailto:mneal@linkbelt.com) to discuss what all is entailed.

Visit [www.tdci.com/macpac/macpac-services/uab\\_members.htm](http://www.tdci.com/macpac/macpac-services/uab_members.htm) for a list of all current MPAB members

**Training Schedule**

The 2009 MAC-PAC XE class schedule is available online at (<http://www.tdci.com/macpac/macpac-services/education.htm>).

TDCI offers a comprehensive schedule of training classes on virtually every aspect of MAC-PAC. Use these public classes to:

- Train new employees
- Investigate capabilities you are not currently using, or
- Refresh key users' knowledge.

**MAC-PAC XE PTF & Enhancement Update**

Thirty-one (31) new MAC-PAC XE core product Enhancements and PTFs have already been released in 2009, including Enhancements developed as a direct result of the 2009 User Input Workshop held in March. Another Enhancement prioritized in the workshop will be released within the next couple months – the addition of Order Point as an option for inventory replenishment in

addition to MRP. Learn about that important new capability as well as all the new Enhancements and PTFs at Perspectives 2009.

Full descriptions of these PTFs and enhancements are available for download at [www.tdci.com/macpac](http://www.tdci.com/macpac). Click 'Support Login' at the top of the screen, then click 'Software Fixes' or 'Enhancements' after logging in.

PTFs and enhancements are always in the works, so check the MAC-PAC XE web site often!

MAC-PAC XE Online Support is available 24x7 to companies with an active MAC-PAC XE Maintenance & Support Plan.

*A sample of new ptf's and enhancements include:*

PCA	Description	Affected Area
LBO4	Support network printers for AP check printing process.	AP290C
L2BS	Getting error CPF4326 when trying to process configured EDI orders or quotes after applying L2BK	EC232E
L2BT	EDI BuyDesign configured sales orders have incorrect parent/child relationship	EDREF, ED140AP7, EC21...

**Spotlight Tip**

**Expert Number:** MROH-5EPRBH  
**Version:** 11.1  
**Call Area(s):** DE  
**Program(s):**

**Question:**

How is the Batch Quantity field on the Part Master DE100M used and what value should it typically have?

**Answer:**

The Batch Quantity indicates the quantity of the SKUs that typically are produced in a single production "batch". It provides functionality especially for the manufacture of "bulk" products like liquids, chemicals, etc.

This Batch Quantity should not be confused with the Planning Policy Quantity associated with the "Lot Size" that is typically ordered for replenishment. They are not the same, although a warning message when updating the Planning Policy Code indicates that there is a strong relationship between the two.

**The most significant element of the Batch Quantity is that the Qty Per value in the Product Structure record is how many of the component SKUs it takes to produce one BATCH of the parent part, not one SKU of the parent part.**

The size of the Batch Quantity significantly affects planning, backflushing, routings and costing. If the MAC-PAC user is making discrete products in units of measure like "EACH",

the Batch Quantity should always be "1".

The Batch Quantity is maintained not only on the Part Master file (DE100M), but also on the Product Structure file (DE120M) for each component of the part and on the routing file (ME120M) for each operation of the part's routing. If the field is changed on the Part Master, the user must also maintain the Product Structure and Routing files.

The appropriate use of this field is often misunderstood and documentation is not always precise enough to define all the issues related to it. If there are any questions about the use of this field or if you think a value other than "1" should be in this field, contact the MAC-PAC Help Desk, Manufacturing team for discussion.

**MAC-PAC Support**

1-877-4MAC-PAC  
 1-877-462-2722

**Hours of operation:**  
 8:30 a.m - 6:30 p.m.  
 (EST)

Monday - Friday  
 (except U.S. Holidays)