



Watlow Goes Live with BuyDesign Configurator for MAC-PAC XE to Replace Expert Configurator (EC)

Watlow®, a MAC-PAC user since 1996, and a leading manufacturer of commercial electric heaters, industrial heaters, electric heating elements, temperature sensors and controllers, has replaced MAC-PAC XE™ Expert Configurator (EC) with BuyDesign® Configurator at all six of the company's domestic manufacturing facilities. BuyDesign Configurator is now used as the embedded configurator within MAC-PAC XE for product configuration, pricing calculations, and manufacturing information generation.



Watlow has used BuyDesign Configurator within their in-house developed e-commerce site since 2005.

Chris Gaffney, Director of IT at Watlow said: "Besides providing a much more intuitive configuration experience for our order entry people, we now have a single product configuration engine and a single product model maintenance environment for all our needs. That simplifies our product management processes considerably."

BuyDesign Configurator for MAC-PAC XE provides companies with several important short-term and long-term benefits:

- Intuitive, easy-to-use product configuration
 - Easier to train order entry/customer service personnel
 - Better, faster customer service



- Intuitive rules development and maintenance
 - Easier to train rules developers
 - Faster time to market
- Powerful, flexible configuration platform
 - Common configuration engine across all applications
 - Protect investment in configuration rules, applications, and processes many years into the future



**MAC-PAC XE
User Input Workshop
March 8, 2012**

**Perspectives 2012
Week of
September 17, 2012**

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Plan Now for 2012 MAC-PAC XE Input Workshop and Perspectives 2012

It's time to mark your calendar and set your budget for the two big MAC-PAC XE user events in 2012 – the MAC-PAC XE User Input Workshop on March 8, 2012; and Perspectives 2012, to be held during the week of September 17, 2012. Both will be located in Columbus, Ohio.

User Input Workshop

Help TDCI set MAC-PAC enhancement priorities for the coming year. Plan now to participate in the 2012 MAC-PAC User Input Workshop at

TDCI headquarters to:

- Learn about recent new enhancements
- Help set priorities for enhancements to be developed in 2012 and beyond
- Provide design input on high priority enhancements
- Interact with other MAC-PAC users

The annual user input workshop is a key step in the

TDCI enhancement process for MAC-PAC XE. Nearly all MAC-PAC XE enhancements released in recent years have been a result of these workshops. The day-long session is focused on identifying and prioritizing potential enhancements based on input collected from users over time, as well as input from attendees. Potential design approaches and related issues are then discussed for items with the highest priority.

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Plan Now for 2012 MAC-PAC XE Events *(cont. from pg 1)*

Out of that process come several enhancements where there is a clear user consensus on both the priority and approach. Those are then developed, tested and made available in the typical enhancement format. At least some enhancements are normally targeted for availability by the end of the year or sooner.

Attendees at past workshops have always found the day to be very valuable. So mark your calendar now and plan to attend. Watch for an e-mail with specific registration details in January, or contact Sharon Binkley at 614-781-2325 x1171 or sbinkley@tdci.com. If you would like to discuss what will be covered at the workshop, contact Kevin Smith at x1151 or ksmith@tdci.com.



Perspectives 2012

Perspectives is the annual TDCI Customer Forum with a comprehensive dedicated to MAC-PAC XE users. Details of the Perspectives 2012 program will be developed over the next few months by the TDCI team working with the MAC-PAC XE Customer Advisory Board, but you can count on the agenda including:

- The annual MAC-PAC XE product and community update
- Insightful sessions on key aspects of MAC-PAC XE

- Sessions on 3rd party solutions and how they fit into the overall “World of MAC-PAC XE”
- Interactive user roundtable
- Extensive Solution Center where you can talk interactively with TDCI’s MAC-PAC XE specialists and 3rd party solution providers, request demonstrations, and discuss your company’s specific needs
- Numerous networking opportunities to talk informally with other MAC-PAC XE users to compare notes and share ideas
- A little fun along the way...

Both events were well attended and very well received in 2011, so don’t miss out in 2012 – make sure you and your team have them in your 2012 plan!

For more information about MAC-PAC XE, TDCI services, or any of the companies referenced in this newsletter, contact: Shelley Horn shorn@tdci.com 800-630-6687 x1119

The Crosby Group Goes Live with European MAC-PAC XE Implementations

The Crosby Group, a leading global manufacturer of blocks, sheaves, lifting clamps and other accessories used in the lifting and material handling industry, has recently gone live with upgraded and expanded MAC-PAC XE implementations at five distribution and manufacturing facilities located in Belgium, France, and the United Kingdom. The plants are all part of Crosby’s European unit, Crosby Europe NV.

“We are pleased to now have the capabilities of the latest version of MAC-PAC to help us further improve productivity and customer service, and to manage the growth we are



experiencing,” said Willy Caubergs, Crosby Europe NV Managing Director.

“As a result of our MAC-PAC assessment last year, we were happy to find the current generation of MAC-PAC has many of the added capabilities and increased flexibility we were looking for to handle the business requirements we have today,” added Chris Housley, Crosby Corporate Director of IT. “It was a much easier, more cost-effective process to upgrade the system our people are already accustomed to rather than starting over with a completely different system.”

For more information about what various companies are currently doing with MAC-PAC around the world, and to discuss what a MAC-PAC Usage Assessment might provide your company, contact Shelley Horn at shorn@tdci.com or 614-781-2325 x1119.



New Insights Analytics Dashboards now available

TDCI and Vizion Solutions now offer the option of including management dashboards as part of the Insights Analytics for MAC-PAC® XE™ business intelligence solutions.

Management dashboards present key performance data in an easy-to-grasp visual format. Dashboards help decision-makers monitor and manage resources by rapidly focusing attention where it is most needed.

Each dashboard contains the following:

Scorecard of key performance indicators (KPI) – Every organization has important metrics (KPIs) that they use to manage their business. Examples of KPIs include Sales Margin vs. Target Sales Margin or

Inventory turns current period vs. Inventory turns last period. Insights Analytics dashboards deliver state-of-art scorecards that continuously measure KPIs.

Trend analysis – Trend charts and graphs allow organizations to monitor the performance of their KPIs over defined periods of time. A trend graph can instantly answer questions such as “is actual sales margin vs. target sales margin increasing over the current quarter?”

Drill down to detailed information – Once management identifies areas that they feel require more detailed analysis the dashboards provide access to explore relevant data in more detail.

Dashboards are currently available for the following Insights Analytics for MAC-PAC® XE business intelligence solutions.

- Sales Analytics
- Financial Analytics
- Inventory Analytics

Sales Analytics Dashboards:

1. Executive Flash – Summary performance for the entire Organization
2. Sales Org – Performance mapped to the structure of the sales Organization (i.e. by Region)
3. Customer – Monitor performance from a customer perspective
4. Product – Monitor performance from a product perspective



Insight Analytics (continued)

Finance Analytics Dashboards:

1. Financial Flash – Overall summary performance
2. Income Statement Analysis – Monitor key income statement metrics
3. Balance Sheet Analysis – Monitor key balance sheet metrics
4. Cost Center Analysis – Monitor performance from a cost center perspective

Inventory Analytics Dashboards:

1. Executive Flash – Overall summary performance
2. Warehouse (Facility) – Performance mapped to the structure of the warehouses/facilities
3. Product – Monitor performance from a product perspective
4. Vendor/Buyer – Monitor performance from a vendor and/or buyer perspective

Insight Analytics
 To request a demonstration and discuss licensing, contact Shelley Horn shorn@tdci.com
 614-781-2325 x1119.

Apex Enterprise Sales Analytics Finance Analytics									
Income Statement : Income Statement									
Month: Dec 2010									
Income Statement									
	Current	MTD LY	MTD Budget	YTD LY	YTD Budget				
Sales	1,369,832	1,067,785	28%	1,353,988	1%	11,995,590	22%	13,794,495	6%
Other Revenue	6,838	11,598	-41%	21,238	-68%	121,148	-22%	257,658	-63%
Gross Sales	1,376,671	1,079,383	28%	1,375,226	0%	12,116,737	22%	14,052,153	5%
Sales Discounts	4,402	5,658	-22%			61,513	-16%		
Rebates	10,130	12,438	-19%			145,353	-24%		
Cash Discounts	1,142	2,278	-50%	8,219	-86%	25,024	-19%	100,280	-80%
Returns	15,665	9,537	64%			164,915	-16%		
Credits	5,384	4,126	31%			50,096	46%		
Total Discounts and Allowances	36,722	34,036	8%	8,219	347%	446,901	-12%	100,280	293%
Net Sales	1,339,948	1,045,346	28%	1,367,006	-2%	11,669,836	23%	13,951,872	3%
Product Sales Cost	449,003	365,177	23%	436,101	3%	4,085,378	22%	4,591,327	8%
Sales Margin	890,945	680,170	31%	930,905	-4%	7,584,458	24%	9,360,546	0%
Freight Variances	15,575	12,483	25%	16,332	-5%	183,079	22%	226,155	-1%
Other Variances	43,045	1,853	2,223%	-11,719	467%	279,178	189%	-62,050	1,402%
Other Cost of Goods Sold	8,258	89,487	-91%	19,637	-58%	151,009	15%	263,583	-34%

A Word from the MAC-PAC XE Customer Advisory Board

Some items from the MAC-PAC XE Customer Advisory Board, lead by President Debbie Worden from LASCO Fittings:

1. Please welcome Steve Joy, IT Business Consulting Manager at Watlow, as the newest member of the Advisory Board. See the full board at http://www.tdci.com/macpac/macpac-services/uab_members.htm.

2. Plan now to participate in the March MAC-PAC XE User Input Workshop and the September Perspectives 2012 TDCI Customer Forum. These are both important events for all of us in the MAC-PAC XE user community.

3. Let us know if you would like to someday become a member of the Advisory Board to help guide the direction of the product and facilitate communication among the community. If you are interested, please



contact any of the Advisory Board members listed on the MAC-PAC XE web site.

“MAC-PAC Attack” Webinar Series Set for First Half of 2012

The monthly MAC-PAC Attack continues to be offered on the second Thursday of each month (except March and September when the user workshop and conference are held), MAC-PAC Attack webinars take place on the Internet and last for about an hour. Most start at 2:00 PM Eastern Time. In each session, an experienced TDCI MAC-PAC support person leads an interactive session on a specific topic. Planned topics for the first half of 2012 include :



January 12th: Pricing and discounting

February 9th: LD05 – International shipping and user defined field expansion enhancement

March 8th: No webinar – input workshop in Columbus

April 12th: Menu authorization

May 10th: Inventory Reservation

June 14th: Capacity Management – defining and adjusting capacity levels for future production

MAC-PAC Attack sessions are open to all customers using TDCI’s MAC-PAC Maintenance & Support service.

Webinars

If you would like to be notified about upcoming topics, suggest a topic, or request a repeat of a past session, contact Kevin Smith at ksmith@tdci.com.

Have You Seen the New MAC-PAC XE Brochure?

Do you sometimes need a tool to help communicate what MAC-PAC XE is all about to other company executives and employees? When you do, be sure to take advantage of two important documents available for download from the MAC-PAC XE web site at

<http://www.tdci.com/macpac/solutions/>:

“The World of MAC-PAC XE – Proven Solutions for the Extended Enterprise”

“MAC-PAC XE Module Descriptions”

Together, these documents provide a comprehensive overview of MAC-PAC XE core applications, extended solutions, support services,

financial incentives and programs available to companies on TDCI’s MAC-PAC XE Maintenance & Support Service, and complementary 3rd party solutions.

The “World of MAC-PAC XE” brochure was just published in early 2011. If you have not seen it, take a look now!



MAC-PAC XE PTF & Enhancement Update

Many new MAC-PAC XE core product Enhancements and PTFs have been released in 2011.

Full descriptions of these PTFs and enhancements are available for download at 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
LD02	REQUIRE A "PRODUCING LOCATION" FOR JIT COMPONENTS	DE110E, JT16....
LD03	ALLOW COMMENTS TO CLOSED SALES ORDERS	OP100CLP5 (N),
L4AF	LOWER LEVEL CONFIGURATION CODES ARE NOT BEING WRITTEN TO IC120M FILE	EC244E
L4AA	INCORRECT QTY PER WHEN CALLING THE SAME COMPONENT REQ MORE THAN ONCE	EC234E, EC244E

Training Schedule

The 2012 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
- Refresh key users' knowledge.

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)

Spotlight Tip

Expert Number:
XRAW6782

Keyword(s): Year End Procedures, 1099/Tax/VAT
Platform: AS/400

Question:

What are the procedures for year end processing in AP?

Answer:

Year end processing for AP is very similar to normal month end processing. For period 12 of the fiscal year, demand posts and one final post is run as usual. The final post will update RFC 023 to read period 01 for the next fiscal year. The accounting calendar will have to be set up in RFC 013 for the next fiscal year.

Of special note for AP at fiscal year end and calendar year end is vendor history and 1099 processing. This processing should be done after all the payments are entered for the year, but before AP has been final posted for the last period of the year. Currently, all payments, outstanding, cleared, and reconciled, are posted by the vendor history program. (Prior to Version 9.0 PTF A1BB, checks had to be cleared in order to be posted to vendor history.)

Note that no vendor history processing is necessary unless Reference File Category 132 indicates that 1099/vendor history is used.

Vendor history is generally posted in two different ways.

1. The user posts vendor history once a year, at year end.
2. The user posts vendor history regularly throughout the year.

In either case, a final vendor history post should be done for the year, and the 1099 reports printed, prior to rolling over that year's history.

When the YTD history is rolled the Roll date in the vendor history file is updated with the system year, so it's important to be consistent about when you run the rollover, either before the end of the calendar year or after the beginning of the calendar year. Payment transactions are posted to history if the accounting date is equal to or less than Dec 31st in the Current Year entered in RFC 204.

For users who post vendor history once a year:

At year end, the current amounts in the vendor history file will be for the previous year. If vendor history is only posted once a year, it should have been done by the user at the previous year end, and the amounts would not have changed since then.

IT IS IMPORTANT TO ENSURE THAT NO POSTING HAS BEEN DONE SINCE LAST YEAR!

In this case, after the final payments for the year are entered, but before the final general ledger distribution is run from AP, the user should set the Rollover YTD 1099 amounts flag to "Y" in Reference File Category 204 (and the Rollover Fiscal YTD amounts flag as well, if the user's fiscal year is the same as the calendar year), change the 1099 year to the current calendar year, and run the vendor history post. This will roll the contents of the current year buckets to the last year buckets, and update the current year buckets with the payments for the current calendar year. Then, the user can run the 1099 reports. (The rollover flags are automatically reset to "N".)

For users who post vendor history regularly throughout the year:

(Even if the user has not been posting vendor history "regularly" but has posted at least once for the current calendar year, should follow these procedures.)

At year end, the current amounts in the vendor history file should be for the payments already entered and posted for the current calendar year. In this case, the user (after the final payments for the year are entered, but before the final general ledger distribution is run from AP should ensure that both flags in Reference File Category 204 are set to N, and that the 1099 year is set to the current calendar year, and run the vendor history post. This will complete the update of the current year buckets with the remaining unposted payments for the year. Then, the user can run the 1099 reports.

The next time the user runs the vendor history post (at the end of January, or at the end of the first quarter, etc.) they should set the Rollover YTD 1099 amounts flag to "Y" (and the Rollover Fiscal YTD amounts flag as well, if the user's fiscal year is the same as the calendar year), and set the 1099 year to the "new" calendar year. (The rollover flags are automatically reset to "N".)

The vendor history files are APVHHP and APVHDP.

The vendor history posting process updates the payment files and invoice files in AP.

The 1099 report is AP630A.