



## Partner Newsletter

August 2011

**Hello Brenner,**

Congratulations to Chris Kent of L. Kianoff & Associates, Inc. for winning our June Typo Contest!

Each month there will be one intentional typo, and those who report it will be entered into a random drawing for a \$25 Amazon Gift Card\*. July send an email to the Support email address at the end of this newsletter, between now and the start of the next month. There might be unintentional typos too, but since you will not know the difference, reporting those will also count!

### **Features of the Month**

Some new features have been added since the last newsletter.

#### **GP PowerPack:**

- **Login Monitor:** If your client is bumping up against their user count, Login Monitor can help but automatically logging-out inactive users. It allows exempting specific users, and it checks for long-running processes before attempting to disconnect a user. If you have the Suite License for GP PowerPack you get this new feature at not additional cost.
- **SOP Revision Levels:** This is the Sales counter-part to our popular PO Revision Levels. This allows tracking the Revision Level of a part ordered by the customer. It maintains a history of changes to the Revision Level, and

#### **Product Information**

[Advanced Preactor Integration](#)

[Complete Count](#)

[Consulting Toolkit](#)

[Extended Lot Attributes](#)

[EZImport](#)

[GP PowerPack](#)

[Horizons Migration Tool](#)

[LeanMFG](#)

[MFG Data Archive](#)

[MFG PowerPack](#)

[MTR](#)

[SmartList Analyzer](#)

[SpellCheck](#)

[WASPLink](#)

reasons for change to the Revision Level.

#### **MFG PowerPack:**

- **QuickWIP:** this feature adds the ability to record progress on an MO, without having to actually use the Manufacturing WIP functionality. QuickWIP is for a customer who uses backflushing, but who still wants to know where they are during the manufacturing process. Several recent enhancements to QuickWIP added a lookup for MO's and Routing Sequence, scroll buttons to move through the Routing Sequences, a Previous Qty field that shows how much has been completed to date, and five User Defined fields.
- **Sales Forecast Integration:** this feature imports a sales forecast in Excel into the Manufacturing Sales Forecasting module. An recent update added the ability to export the current forecast numbers from GP into Excel to use as the basis for starting a new forecast.

### **Random Branch**

If you read Random Branch on a regular basis, you have probably picked-up that one of my favorite topics is how difficult it is to understand and communicate requirements.

I came across an ad recently in a triathlon magazine which provides an interesting exercise to highlight my favorite topic. In case you are not deep into the triathlon world, let me give you a little background that will provide some context for the ad.

A triathlon consists of three legs: swim, bike, and run. Everyone has probably heard of the Ironman, but there are many more triathlons going on around you that are different distances. A common middle-distance race is the International Distance, or Olympic Distance, race, which consists of a 1.5km swim, 40km bike, and 10km run (in miles that's 0.93, 24.8 and 6.2, respectively).

The bike like is a race against time--how quickly you can cover the distance without drafting (following) your competitors. The aerodynamics of the rider, bike, wheels, and helmet can play a significant role creating a difference of minutes over the less "aero" competitor.

[Take a look at this ad.](#) The ad claims their helmet is so aero that you will go extra fast!

Now that you have seen the ad, describe what you saw. My guess is that most of you saw something along these lines: the helmet made the biker so fast that he completed his training ride in much

less time than expected, catching his girlfriend having an affair.

What do you really know from that picture? All we really know is that there is a bicyclist opening a door, and an amorous couple on the counter. Perhaps that is his sister and her boyfriend. Perhaps it is HIS boyfriend. Perhaps he is selling his house and that is his realtor (either one!) and a prospective buyer. He does not look sweaty, so perhaps he had just walked out the door, forgot his bike gloves, came back in...and the couple had been there both before he left and after his return. Perhaps he is not returning, but arriving...to meet his friend to go for a bike ride.

What I like about this ad is it highlights how quickly we draw conclusions, and the number of ways those conclusions could be incorrect.

This dynamic is in play anytime a customer says they need GP to do something. It is easy to conclude that what they said is what they mean...what you heard is what they meant...and that either one is what they need. Perhaps it will help, next time you see your customer, to think about this picture! Then remember to ask them lots of questions to ensure you really understand what they are asking for.

--Brenner

\* This is just for fun. There are all kinds of rules, none of which are published anywhere. We reserve the right to do anything, so don't get too picky about this. Somebody, and not our friends or family, will get an Amazon Gift Card each month. Actually, if you do win, it doesn't mean you are NOT our friend, just that you were picked at random.