December 17, 2022

![ASWi] HAPPENINGS

ASWi Customer Newsletter

Happenings Purpose

The purpose of a newsletter is an opportunity for the ASWi team to provide you and the rest of our clients with information on all the new ASWi and Acumatica related things (or "happenings") that you may not otherwise be aware of.

Please feel free to share this newsletter with any/all of your team. Pease let me know if anyone on your team who would like to be added to the mailing list for the next issue and removed.

Happy Commencement Day!

Ethan Kirkey
Bachelor of Science

Congratulations to all the young (and young at heard) men and women who are participating in their collegiate commencement this Winter, either by completing their studies early (like the guy on the left) or by persevering and taking a little longer to reach your goal.

It's a great accomplishment and a credit to not only the new graduates but also to all their loved ones who have equipped them with support systems, values, and a work ethic that will well equip these graduates for their journeys ahead.

Well done and congratulations!

ASWi Customer Spotlight: **VME Companies**

ASWi is very humbled and proud to be able to serve our customers as an ERP solution provider and a trusted business advisor.

This week, I would like to spotlight and introduce **VME Companies**, who are one of our newer customers, to the rest of the ASWi ecosystem, so that you will see that you are in great company with some of the most innovative organizations in the country.

Overview	VME Companies provides expert fabrication and engineering solutions for onshore and offshore for the oil and gas industry.
Locations	Tyler Texas; Batam, Indonesia; Subang Jaya, Malaysia; Singapore
Website	https://vmecompanies.com/

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Acumatica ERP | Capability Spotlight: Update ABC Codes

Update ABC Code

⟳ ↶ PROCESS ⊢ ⊠

★ Warehouse:	RETAIL - Retail Warehouse 🔍
★ Period:	12-2023 🔍

Inventory ID	Description	Current ABC Code ▼	Fixed	Criteria Value	Ratio, %	Cumulative Ratio, %	Projected ABC Code
NIKOND7500	Nikon D7500	A	☐	575,000.0000	17.0869	17.0869	A
FOODSUGAR	Sweet N Low Sugar 12pk	B	☐	307,677.3200	9.1430	26.2300	B
ELECOMP1	Dell desktop computer	C	☐	224,159.7400	6.6612	32.8912	B
❯ FOODHOTDOG	Ball Park Beef Franks 3lbs 2 PK	D	☐	217,879.2800	6.4746	39.3657	C

With ABC analysis, you can maintain maximum control over inventory levels for your highest-value items.

If you're selling hundreds or thousands of products, trying to manage each item can quickly become overwhelming. ABC analysis could provide you with an answer to this challenge.

ABC inventory analysis involves grouping your products into three categories based on their usage value—the total number of units sold (or used) in a given period, multiplied by the cost per unit.

While the details vary from business to business, ABC inventory categories usually follow the same pattern:

- **A items**: Your company's most important products. This category usually includes items with high sale volumes, high costs, or both.

- **B items**: Less important items. These products may not sell as quickly as A-level items, or they may be cheap to produce.

- **C items**: The least important items in your inventory. This category is the largest of the three, but it makes up the smallest portion of your business's total inventory value.

Once items are assigned to a category, inventory managers can prioritize their tasks (like reordering, cycle counting, and supply chain supervision) based on the importance of the item. This ensures that the most important, A-level items in your inventory remain tightly controlled, which minimizes loss.

ABC inventory classification helps you sort items in your inventory according to their annual consumption value (a.k.a. the amount of profit you make per item sold). This allows you to prioritize inventory management tasks based on their value to your company, since items in category A have a more significant effect on your bottom line compared to items in category B or category C.

Using the Update ABC Code form within your Acumatica Cloud ERP instance, you can make mass changes to the ABC codes assigned to your inventory items in a selected warehouse, assigning each item a specific ABC code based on the stock value of the item in the chosen financial period and the code definitions.

Acumatica Cloud ERP arranges the items by decreasing percentages in total stock value, calculates subtotals for each item (starting from the top of the list), and assigns projected ABC codes in accordance with the code threshold percentages.

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Acumatica Cloud ERP | 2022 Info-Tech Champion

Industry analyst Info-Tech has published a comprehensive evaluation report of 23 midmarket ERP solutions, breaking down the complex relationship between end user and ERP vendor. They explored users' opinions of the vendors' service, conflict resolution, negotiation and contract, strategy and innovation, and product impact in order to determine which vendors are Champions—and which ones are not. With 853 real-user reviews, there's a lot of opinions to go round.

Info-Tech has rated Acumatica as a "Champion" in this report based on the emotional connection between Acumatica Cloud ERP users with Acumatica and the customers' Acumatica solution providers.

You can download a copy of this report here.

## Microsoft Office | User Tips | MS Word Line Focus

If you're needing to pay extra careful attention to a Microsoft Word document that you are creating, editing or reading, the Word Line Focus feature can come in very handy.

I use this feature when creating/editing Statements of Work, reviewing partnership agreements, etc.

To access this feature while you have a Word document open, click on the **View** tab of the ribbon and click on **Learning Tools**. From there, click on Line Focus and select how many lines you would like highlighted in the document.
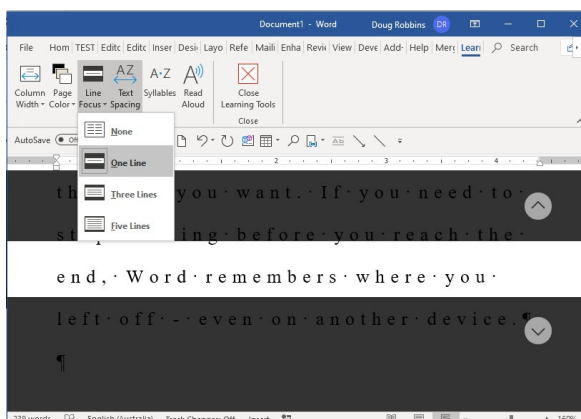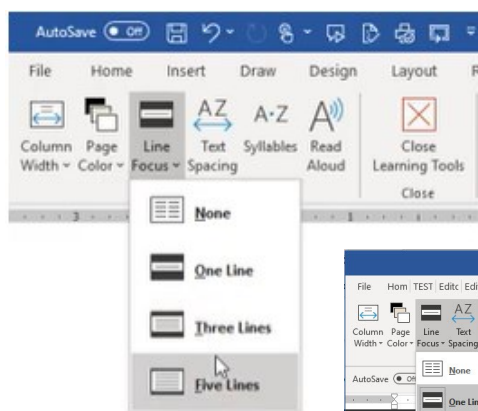
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Business 101: The Power of Stories

Stories can be a powerful way to communicate, whether you speaking with your team, your customers, or your family.

In business, they are a great way to communicate the "so what" regarding the product, service, or idea that you are advocating. The "so what" is the value of what you are proposing and it could be a combination of tactical, operational and/or strategic value.

This value is often ultimately measured in dollars and it usually requires us to over communicate "to connect the dots" between the product feature/service provided/insightful idea that you are offering and the answer to your audience's "so what" question.

Many people make the mistake of trying to advocate their proposed action based on a "features" perspective:

Features → Business Processes → Capabilities → Value

Features first, then the business processes that these features affect, then the additional capabilities the folks who are conducting these processes will have access to, finally resulting in value to them and their organization.

And the audience they are try to communicate with often has the following thought process:

Pains/Challenges → Preconceived Fixes → Solution requirements that map to preconceptions

Successful business leaders should think about their business from the "top down:

Vision/Mission/Values → Strategic Initiatives → Business Operations → Tactical Needs → Enabling Decisions/Actions

This requires a lot more from us to emulate them, including gaining a deep understanding of the strategic initiatives and how the are supported by company-wide and functional area-specific strategies and processes, then "connecting the dots" to the tactical outcomes of your proposed action.

Here are some common types of stories that can effectively aid you:

- "Many of our customers had the challenge where _____ occurred. Here's what they do now…"
  Talk about how others have benefited from the proposed action(s) that you're advocating.

- "Am I right in thinking that you would like to ___? Here's one way that I've seen some of our higher performing employees achieve this…"
  Talk about peers that your audience knows and respects.

- "Charlie CEO mentioned that his top focus area for 2022 is increasing customer satisfaction by increasing quality, reducing lead times and providing customers more visibility of their orders. Here's some processes that your team can implement to accomplish this…"
  Tell a store that "connect the dots" between your audience's strategic initiatives and what you're advocating.

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Movies of Note

Date	Movie
12/12	How BigCommerce Can Make Your eCommerce Store Front Stand Out
12/15	Accessing Historical Dyn SL data in Acumatica using eOne PopDock
12/13	acu-connect webinar: Altec & PaceJet for manufacturers
12/12	Importing Scanned Shipment Confirmations with Web Services

Acumatica Webinars

Date	Time	Webinar
12/20	12:00 pm CT	Building a Solid Foundation for your Construction Business
12/21	12:00 pm CT	Smart Supply Chain Strategies for SMBs
12/27	12:00 pm CT	Power Work Forward with Exceptional Usability in Acumatica Cloud ERP
12/28	12:00 pm CT	Retail Tools to Strengthen Customer Experiences
1/1	1:00 pm CT	How R&I Industries Streamlines Fabricated Metal Operations with Acumatica Manufacturing Edition

Acumatica Blog

Date	Article
12/15	Why Small Businesses Need Cloud ERP
12/13	Sustainability: A Top Priority at Acumatica Summit 2023

Acumatica Community Discussions of Note

Thread
Convert a Business Account to a Customer via import scenario
Building an IF statement in a generic inquiry
Quick Data filter in a generic inquiry
Correct Closed Production order with Unreleased Material
How to show field currency rate on an ARM report

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Calendar of Events

Date	Event/Activity	Notes
1/16 - 17	NSSF SHOT Week Supplier Showcase	Visit ASWi's FirearmsERP team at our booth 51510.
1/17 - 20	NSSF SHOT Show	Caesars Forum & Venetian Expo, Las Vegas, NV. Register Here
1/17 - 19	World of Concrete	Las Vegas Convention Center. Register Here.
1/29 - 2/3	Acumatica Summit 2023	Wynns Las Vegas. Visit Summit website here.
1/31 - 2/2	NAHB International Builders' Show	Las Vegas Convention Center. Register Here.
2/26 - 3/1	ASD Market Week	Las Vegas Convention Center. Register Here.
3/14 - 18	CONEXPO-CON/AGG	Las Vegas Convention Center. Register Here.
3/20 - 23	PROMAT	McCormick Place, Chicago, IL. Register Here.
5/10 - 12	AICPA CFO Conference	Salt Lake City, UT. Register Here.
6/14 - 15	Retail Innovation Conference	McCormick Place, Chicago, IL. Register Here.
6/21 - 23	CICPAC Annual Conference	Chicago, IL Register Here
7/15 - 19	CFMA Annual Conference	Aurora, CO Register Here
7/30 - 8/1	RetailNOW 2023	Orlando, FL More Info
9/11 - 13	Pack Expo International 2023	Las Vegas More Info