

Building successful partnerships by exceeding our clients' expectations in achieving their goals through teamwork and innovative thinking

Are Any of These YOUR Business Issues?

Financial / Accounting

- ◆ Not meeting owners' expectations
- ◆ Rising operational costs
- ◆ Late delivery of financial statements
- ◆ Declining cash flow
- ◆ Declining ROI and ROA

Sales / Marketing

- ◆ Missing revenue goals or new account sales targets
- ◆ Inability to accurately predict sales
- ◆ Declining customer satisfaction
- ◆ Poor visibility over prospects, sales pipeline, reporting abilities

Manufacturing

- ◆ Failing to meet manufacturing and shipping schedules
- ◆ Excessive inventory levels, or...
- ◆ Improper inventory levels
- ◆ Excessive back-orders
- ◆ Inability to consistently reach production goals
- ◆ Lack of capital for equipment

Engineering

- ◆ Inability to get new products to market on a timely basis
- ◆ Escalating design costs
- ◆ Inability to develop new product plans
- ◆ Improperly configured or inaccurate Bills of Materials (BOMs)
- ◆ Lack of a "configurable" BOM (sell more effectively; minimize bill complexity)

Warehousing and Distribution

- ◆ Inability to quickly locate stock
- ◆ Lack of an effective barcode system
- ◆ Excessive order turnaround times
- ◆ Antiquated picking, packing or shipping procedures
- ◆ Frequent picking or shipping errors, out-of-stock situations, etc.

Information Technology

- ◆ Inability to meet users' technology demands
- ◆ Difficulty keeping up with technology change
- ◆ Lack of an orderly plan for keeping business management software current

Processes and Constraints

- ◆ The need to eliminate waste from current processes
- ◆ Reduction of scrap, lead-times, product movement through facility, etc.
- ◆ Bottlenecks and constraints that keep you from maximizing your ROI
- ◆ Needing help in implementing continuous improvement techniques

"You guys are always so quick to respond. Everything went really well during the upgrade process, despite staff changes at our end. I have nothing negative to say. In fact, you know the thing I liked most? That you got our ERP implementation done in a very professional manner, but we also had *fun!*"

~ Connie Napier, Logistics Manager
Glunz & Jensen K&F Inc., Granger, Indiana

"PSSI's staff helped us achieve giving our people the tools they need, and to keep us focused on doing even better in the future. We do 35% more business, using one production shift compared to the previous three shifts, with over 40% less staff."

~ Bill Dawson, Vice President / General Manager
Clean Seal, Inc., South Bend, Indiana

"Our software upgrade with PSSI went brilliantly! I've been involved with many of these projects, both large and small, and this is the smoothest I've ever seen one go. It's nice to have faith in your partners."

~ Penny VanHorn, CFO
Trevco, Inc., Troy, Michigan

"With our system, we can do virtually anything. One person can handle multiple jobs and roles."

-- Michelle Nordlof, General Manager
Aeronautical Electric Company, Chicago, Illinois



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**Building Successful Business Partnerships
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**Solutions for Business...
with a Return on Investment**

- ◆ Complete Manufacturing and Distribution Solutions
- ◆ Accounting
- ◆ Manufacturing
- ◆ Shop Floor Data Collection and Barcode
- ◆ Warehouse Management Systems
- ◆ Customer Relationship Management
- ◆ e-Commerce and Webstores
- ◆ Custom Software Applications
- ◆ Lean and Theory of Constraints Consulting Resources

Experience and Talent

- ◆ Implementing Mission Critical Business Applications Since 1987
- ◆ Solution Sales Professionals
- ◆ Certified Consultants
- ◆ Highly Experienced and Credentialed Trainers
- ◆ Creative, Experienced Programmers
- ◆ Customer Focused Support Technicians

A Tradition of Successful Business Partnerships for Over 20 Years

- ◆ Business, Trade and Industry Awards and Honors
- ◆ 8-Time Accounting Today National Technology Pacesetter
- ◆ America's only Two-Time Accounting Technology Killer VAR
- ◆ Proud Recipient of the St. Joseph County Chamber Small Business of the Year
- ◆ APICS (Ass'n. for Operations Mgmt) Company of the Year Award
- ◆ Samaritan Center's Family Values in Business Award

Partnerships with Industry Leaders

- ◆ Microsoft Corporation
 - ◆ Microsoft Dynamics NAV ("Navision")
- ◆ Sage Software, Inc.
 - ◆ Sage Pro ERP
 - ◆ Sage MAS 90 / MAS 200
 - ◆ Sage CRM
 - ◆ Sage WMS
- ◆ TIW Technology, Inc.
 - ◆ ALERE Manufacturing
 - ◆ ALERE Accounting
- ◆ U.S. Software, Inc.
 - ◆ Unity Data Collection Systems
- ◆ The Goal Institute, Inc.
 - ◆ Theory or Constraints Solutions and Consulting
- ◆ Advanced Performance, Inc.
 - ◆ Advanced Manufacturing and "Lean" Implementation Services
- ◆ And Others...

May we suggest...

The PSSI Comprehensive Business Analysis:

A 1-2 Day Business System Evaluation during which we meet with your staff to Discuss Goals, Review Processes and Identify Key Pain Areas. We then present potential annual savings (ROI \$) and estimated project investment.



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