

CAMUS Flash, September, 2006

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CAMUS '06: Homesteading AND Migrating

The 2006 Conference was a lot of fun and provided many opportunities for those who attended to network with their peers and talk to Associates and Vendors. Associates are Vendors who are members of CAMUS and without all of these third party providers, there would have been no conference. Over 20 companies who are interested in serving the MANMAN/MK market participated as Exhibitors, Sponsors, Trainers, and/or Speakers at the 2006 CAMUS Conference in San Francisco August 23 – 25. The Exhibit area had 14 booths and was the focal point for all general sessions, meals, and the Opening Reception.

Go to www.Camus.org and click on the link “Click here to see our Annual Conference Sponsors” to see the list of companies who are supporting CAMUS.

This issue of the FLASH is dedicated to reviews of CAMUS'06 and various Board members have contributed their ideas. Thanks to all of the volunteers, the Associates, the other vendors, the trainers, speakers, and the attendees who made the 2006 Conference a success and ensured that there will be a CAMUS'07.

ARTICLE BY MIKE ANDERSON

I'd like to declare the CAMUS 2006 conference a success, but that isn't up to me. That judgment is to be made by the attendees, exhibitors, and sponsors. So far nobody has taken my advice to cancel their membership or remove themselves from our mailing list, so apparently there really was something worthwhile for everyone at the conference. I'm feeling much better since my recovery from the garlic induced hallucinations. I no longer spend time gazing into the abyss of the downward spiral of CAMUS' demise.

Instead I've been inspired by what can be accomplished by a dedicated and loyal bunch of MANMAN and MK enthusiasts. It took a five course meal and an amazing set of acts to show me that truly amazing results can come from chaos. I hope others were also inspired to let their light shine, to step out of their worries and perceived constraints to show others the way. (If you were not there, ask someone who was.)

We're now looking forward to CAMUS Conference 2007 (the second annual Last CAMUS Conference) thanks to all the encouragement we've received. In the spirit of

networking, all I ask is that everyone that “came home” in 2006 encourage all the other MANMAN and MK users they meet to “go country” in 2007.

ARTICLE BY TERRY FLOYD

The highlight of the conference for me was the ASK Reunion and Keynote speech by Marty Browne at the Opening Exhibitor Reception Wednesday Night. Although I learned a lot at the free Training Day all day Wednesday and the attendees were all pleased with the presentations by Alice West, Chris Jones, David Cervelli, and Terri Glendon Lanza, seeing thirty or forty of those people who created and sold MANMAN software (most of whom I had worked with at ASK) was an emotional experience for me.

Although all of the presentations I attended were excellent, I thought the best one was Ed Stein’s “Responding to an Internal Audit for MANMAN.” I always enjoy presentations by users because although they are not always the most polished, the content is meaningful and there is usually no hidden agenda or sales pitch going on. Ed’s presentation was polished, his style was relaxed, and the content was exceptional. Mr. Stein’s slides were varied, with actual examples of MagicAire’s internal documents as well as listings from various tools they use to manage and secure their hp3000 MANMAN site. Although you can learn a lot just by reviewing the slides (which are posted at the CAMUS web site), the many things Ed told the audience were invaluable. A couple of examples of the things he said that made it a better presentation were: “Our controller was nervous about this internal audit, so there was a pre-audit in November 2005” and “a basic, common-sense rule is: don’t volunteer any additional information to the auditors – only answer their questions.”

Other presentation I enjoyed were: “Using MANMAN/HP Into the Future” by Terry Simpkins, “e3000 Homesteading” by Jerry Mills and Steve Cooper, and “HP e3000 Transition Program” by Alvina Nishimoto. Although I thought they were very much sales pitches (and my bias includes the fact that I compete with both of them and we do all of that), the two presentations “MANMAN to ERP LN Migration” by David Cervelli and “QAD MFGPRO MultiSite Implementation” were well prepared, well presented, and very well received by the audiences. All of the slides for all of these presentations are on the CAMUS web site. I recommend that you review each one.

What can I say about the Event Night party sponsored by IFS? Tickets for Teatro Zinzanni on the Embarcadero at the wharves in San Francisco cost \$130 each. It’s not often regular folks like MANMAN and MK users and small business owners like myself would be able to attend such a spectacle. Without IFS’ sponsorship, it would have been impossible to provide such entertainment to our group. It took 3 hours to serve the excellent 5-course meal amidst a play, an opera, vaudeville acts, a burlesque, a full-blown circus and some of the best singers, dancers, and musicians I have ever seen. Even the waiters were in on the performance. A once in a lifetime memory. How will we ever top this next year?

ARTICLE BY TERRY SIMPKINS

I missed last year's CAMUS conference in Chicago. My plans were to hit the conference on my way back from our manufacturing facility in China. As we know, best laid plans are subject to the whims of the CFO, and he decided (the day before I was scheduled to leave China) that I needed to stay there (with him) for an extra week. So I did, and missed the conference. Better planning this year eliminated that possibility. The training day was a huge success and something the board is already planning to expand on next year. My company was able to get two members of the planning group to the training day, and both came away happy, excited and sporting new tips and tricks for planning as well as a better understanding of the financial workings of MANMAN, having attended Chris Jones's presentation on "Finance for non-financial employees". All of us should start planning now on who we can send to next year's conference. This is the most cost effective way to improve your company's use of MANMAN. The expert training and unlimited opportunities to speak with other MANMAN users make it a great way to get solutions to those nagging problems and questions.

Our company agreed to host a test database that was available to the training day classes. Several of the teachers made use of the database, and commented on how much more effective the class was because they could work through real examples of the commands and screens right there in class.

The high point of the conference for me was the chance to sit with a couple of the vendors, and work through questions that had been 'nagging' me for sometime, but that had never risen to the level of demanding attention. I was able to resolve several 'little items' that, when combined, will clearly make a difference in my everyday job.

BY MARCY DUNCAN

As Mike Anderson relates above, the value of the conference must be determined from the comments/critiques of the attendees. Our company was able to send 2 from our Stockton, CA for the training day only, and 2 from Illinois for the entire conference, all four non-IT users. All presentations were evaluated as very informative, with special appreciation for Chris Jones' training day presentations, Alice West's "Little Known Shortcuts" and the sharing of information in Friday's "Talk Soup" session. Three from our group were first time conference attendees. Some of their post-conference comments were, "I was able to bring back a lot of good ideas for improvements to our system as well as solutions to some issues we had." "I can't believe these great shortcuts, we never knew about." "I loved the opportunity to interface with other users and some of the vendors who could relate to many of our issues and actually knew how to overcome some of them!".

It is always critical to get new attendees' feedback, as it greatly impacts their future conference attendance as well as their encouragement for more from our company to

attend the next one. So for our company, those attending this year will definitely “Go Country” next year and bring more co-workers with them!

Oh, thank you, for the wonderful compliments on my outstanding driving skills. I wonder, should I have remembered to tell my passengers about my amateur racing experience at Indiana’s US 30 Drag Strip in my youth, BEFORE they got in the car with me.....???

(Nope! Seeing the white knuckles and hearing the sharp intakes of breath was just way too cool!)

ARTICLE BY ED STEIN

The highlight of the conference for me was having one of my key users (our Customer Service Manager) attend the training day and the presentations on Thursday and Friday. He spent most of Wednesday in Chris Jones' room. Being relatively new to the company and MANMAN, and coming from the OMAR / Sales side of the house, he picked up useful finance and planning knowledge in the training sessions geared towards the non-finance and non-planner folks.

The dual tracks of Homesteading and Migrating were both good, and I found myself attending both tracks. My company will someday migrate to a new ERP (to be chosen by our parent company), but we don't have a timeframe. I picked up useful information in the event of an ERP migration that is imminent or way out into the future (homestead in the mean time).

On the way to dinner (Kokkari Restaurant, very nice) Friday night with the CAMUS Board, I was introduced to a new concept. I believe there were 2-3 cars in our caravan, and I was in the car with Marcy, Terry F., and Terri (with Marcy driving). Now, having worked many years for manufacturing companies, we are familiar with the often boring concept of just-in-time manufacturing. However, zipping through San Francisco traffic and negotiating sharp turns and traffic lights, Marcy introduced me and my fellow car occupants to the heart-racing concept of ... just-in-time braking!

CONCLUSIONS

Show this issue of the FLASH to the President, the CFO, and/or the CEO of your company. It’s their company that is still using MANMAN or MK and they should know about the value so many people gained from CAMUS. They need to know what’s going to happen to their company when MANMAN or MK is gone. The sessions on Homesteading AND Migrating at this year’s CAMUS Conference were directly relevant to every one of them.

Whether you are a user or an IT person and whether your company is Homesteading or Migrating, CAMUS’06 had something for you. Please visit the site at www.Camus.org to review the presentations which have been posted for everyone’s benefit.