

Achieve Class A Performance for Increased Profitability

Class A ERP Implementation

Integrating Lean and Six Sigma

BY DONALD H. SHELDON, CFPIIM, CIRM

CO-PUBLISHED WITH APICS

NEW!

CLASS A ERP IMPLEMENTATION

Integrating Lean and Six Sigma

Donald H. Sheldon, CFPIIM, CIRM

Co-published with APICS

"Class A ERP performance creates a solid foundation and infrastructure for process linkage and discipline. This book does a good job describing the required elements in the journey. I highly recommend both the process and the book."

—Howard Lance, Chairman and CEO, Harris Corporation

"The metrics and accountability infrastructure within Class A ERP will help organizations manage their entire business. I recommend this book to all business leaders, manufacturing managers and materials professionals."

—Kevin Stay, President, Brennen Industries, Division of Mathews Inc.

"Class A ERP, especially the top management planning process, is instrumental in driving competitive advantage within a manufacturing organization. This guide to implementing Class A ERP should be read by all manufacturing leaders."

—Tim Frank, President and CEO, GrafcO PET Packaging Corporation

About the Author

Donald H. Sheldon started his career at The Raymond Corporation, a world-class manufacturer of material handling equipment. When he left in 1994, he was Director and General Manager of Raymond's Worldwide Aftermarket Services Division. He then joined the management consulting firm Buker, Inc. of Chicago as a partner. In 2000, he was hired by NCR as VP of Global Quality and Six Sigma. He is currently President of DH Sheldon and Associates.

Retail Price: \$54.95

Special Promotional Price:
\$49.95 when Ordered Direct
from J. Ross Publishing

Class A ERP Implementation: Integrating Lean and Six Sigma

Catalog no. J347, ISBN: 1-932159-34-7
328 pages, Hardcover, 6x9, April 2005

Class A ERP, often confused with the software tool, is a continuous improvement business management system for achieving world-class performance. This groundbreaking guide breaks the path to implementation down into bite-size, doable focus areas supported by real-world examples to help set the stage for maximum effectiveness of both Lean and Six Sigma strategies. From the top of your organization to the bottom, **Class A ERP Implementation** will help you master this cost-saving and profit-generating process.

Key Features

- Offers detailed coverage of all aspects of Class A ERP including top management planning, cost planning, sales and operations planning, master scheduling, procurement process planning, supply chain management, shop floor control and customer service
- Describes how ERP, Lean and Six Sigma can be combined to create the perfect environment for continuous improvement and why ERP disciplines are the prerequisite for achieving maximum results
- Presents valuable insights into the metrics, accountability infrastructures, and planning processes within Class A ERP that enable management of an entire business to achieve a competitively advantageous level of performance
- Illustrates audit criteria for confirmation of Class A performance
- **WAV** Offers more than 100 PowerPoint slides to help support a successful Class A ERP implementation—available from the **Web Added Value™ Download Resource Center** at www.jrosspub.com/wav

Visit J. ROSS PUBLISHING online at www.jrosspub.com

Table of Contents

- Chapter 1 - What Is ERP?
- Chapter 2 - Class A ERP Performance
- Chapter 3 - Business Planning
- Chapter 4 - Sales and Marketing Planning: Creating the Demand Plan
- Chapter 5 - Operations Planning
- Chapter 6 - Sales and Operations Planning
- Chapter 7 - Master Scheduling
- Chapter 8 - Class A ERP Material Planning
- Chapter 9 - Class A ERP Data Accuracy Requirements
- Chapter 10 - Class A ERP Procurement Process
- Chapter 11 - Shop Floor Control
- Chapter 12 - Customer Service
- Chapter 13 - Class A ERP Project Management/Six Sigma Process Integration
- Chapter 14 - Class A ERP Management System
- Chapter 15 - Education and Training
- Chapter 16 - Class A ERP Performance Metrics
- Chapter 17 - A Word About ERP Software
- Chapter 18 - Class A ERP Implementation
- Chapter 19 - Class A ERP Integration with Lean and Six Sigma
- Chapter 20 - The Role of Consultants in Class A ERP
- Appendix A - Summary of Class A ERP Certification Criteria
- Appendix B - Steps for Successful Class A ERP Implementation
- Index

Also Available from Donald Sheldon

Achieving Inventory Accuracy: A Guide to Sustainable Class A Excellence in 120 days

Dramatically reduce variability and cost with this step-by-step guide that outlines the procedure and discipline to achieve accurate inventory balance data.

This text shows you how to better manage your assets, gain increased utilization of an ERP system, reduce inventory levels, lower the cost of accuracy maintenance, and eliminate wall-to-wall physical inventories forever.

Catalog no. J312
ISBN: 1-932159-31-2
224 pages, Hardcover, 6x9, 2004
Direct Price \$44.95

ORDER FORM

Four Ways to Order:

- 1. Mail** Complete this form and mail it with your Check, Credit Card Info, or Purchase Order to:



J. Ross Publishing
6501 Park of Commerce Blvd., Suite 200
Boca Raton, FL 33487

- 2. Telephone** Call us at **561-869-3900 ext. 2**
3. Fax Fax this form or your purchase order to **561-892-0700**
4. Online Visit us on the Web at **www.jrosspub.com**

Attention Professors:

If you wish to consider any book for class adoption, please contact J.Ross Publishing and ask about our 45-day Review Program.

Ordering Information:

US: Orders must be prepaid in US dollars or accompanied by a company purchase order. Please add appropriate shipping and handling charges for each book ordered. Florida residents add 6% sales tax.

Canada: Orders must be prepaid in US dollars or accompanied by a company purchase order. Add \$10.00 shipping and handling for the first book and \$3.00 for each additional book.

International: Orders must be prepaid in US dollars. Add \$20.00 shipping and handling for the first book and \$5.00 for each additional book ordered.

Your Satisfaction Is Guaranteed: If this book does not meet your needs, it may be returned to us in saleable condition within 20 days of receipt.

To set up a Bookstore, Association, Cataloger, or Corporate account, contact:

Stephen Buda at
Tel: 561-869-3900 ext. 105
Fax: 561-892-0700
or e-mail: salesandmarketing@jrosspub.com

Please indicate quantities next to the title(s) ordered:

CLASS A ERP IMPLEMENTATION: Integrating Lean and Six Sigma

.....Catalog no. J347, ISBN: 1-932159-34-7, April 2005, 328 pages, 6x9
Special Promotional Price: \$49.95 each.

**ACHIEVING INVENTORY ACCURACY: A Guide to Sustainable Class A
Excellence in 120 days**

.....Catalog no. J312, ISBN: 1-932159-31-2, 2004, 224 pages, 6x9
Special Promotional Price: \$44.95 each.

Shipping & Handling: Add \$6.95 for the first book ordered, and \$2.00 for each additional book.
Tax: Florida residents add 6% sales tax.

Name
please print clearly

Company/Institution

Address

City State/Province Zip/Postal Code

Country

If you would like to receive information from us by e-mail, please provide your e-mail address below.

E-Mail Address

Visa MasterCard American Express Check Enclosed \$

Exp. Date _____
Month Year

Signature and Telephone Number required on all orders

Signature PO#

Telephone