



July 21, 2014

CSI Technologies Quarterly Newsletter

"SYSPRO Espresso Mobile Solution Seen to Facilitate Executive Use of ERP"

Mint Jutras Report Predicts Executive Decision Making Will Benefit from SYSPRO Mobile Connectivity



Espresso Mobile Solution: a Single Portal to All Your Applications

As Mint Jutras has noted in prior reports, SYSPRO is clearly inspired by the genius of Einstein. Over the years Einstein has influenced many of its initiatives, including its "Simply SMARTER" strategy (an acronym that stands for Strategy, Methodology, Accountability, Resources, Technology, Education and Customer Rewards) and its SYSPRO Quantum Architecture. Back in December 2012 it announced its plans for a new mobile platform (a "wired" Einstein on Espresso) that would bring the customization capabilities of its Enterprise Resource Planning (ERP) solution for manufacturing and distribution natively to multiple mobile devices including Android, Apple I-OS and Blackberry. Now with the release of SYSPRO 7, more advances to this mobile platform are available. While in the past decisionmakers may have shied away from accessing ERP directly, assuming it was too complex and hard to use, SYSPRO Espresso now puts intelligence directly into the hands (and pockets) of executives with mobile devices.

Making the Business Case for "Mobile"

SYSPRO's objective in this release is to provide "leading edge" solutions to a market segment not particularly well known for its aggressive and pioneering use of enterprise software. While manufacturers might be pioneers in their own industries, typically they are more interested in spending their capital budgets on new equipment for the plant or shop floor than on hardware and software to run their back and front offices.

In fact SYSPRO recently conducted one of its SNAP (SYSPRO Needs Answers Please) pulse surveys, this time on Information Technology (IT) priorities. The survey found a growing recognition of the impact IT has on a manufacturer's ability to compete today: 87% said IT has a moderate to substantial impact on their competitiveness. While in the past manufacturers might have chosen to invest in facilities, people and equipment instead of enterprise software and the servers needed to support it, more and more of these same companies are realizing they need to invest in both in order to take full advantage of the new capacity.

According to SYSPRO's survey, 9% of participants said they fairly regularly choose to undertake both such projects at the same time and 48% say this is a decision they have made at least once

or twice. While the SYSPRO team was surprised by this, Mint Jutras is not. Once a manufacturer expands capacity, either through capital investment in existing facilities, or through expansion into new geographies or new markets, the game is changed. These same manufacturers now need new tools to manage that capacity for profitable growth.

While data collected in Enterprise Resource Planning (ERP) has always been important to executive level decision-making, in the past very few executives ever put their hands directly on ERP. Instead they relied on subordinates or super users to collect data and investigate, delaying decisions and sometimes even distorting the view from above. Why? Because the perception (and often the reality) was that ERP was complex and hard to use. Executives simply didn't have the time or inclination to "figure it all out." And yet today the pace of business has accelerated to the point where any delay in decision-making can be fatal.

The Mint Jutras 2013 ERP Solution Study first showed executive access to ERP on the rise and that trend continued this year (Figure 1). More and more executives are directly connected to ERP, with the percentage of manufacturing companies saying all have access and regularly use ERP increasing from 47% to 57% year over year. And yet we see little progress in putting dashboards from ERP on mobile devices or sending alerts or giving these executives the ability to take action directly from these devices. Whether they want it or not, whether they know it or not, they need immediate and direct access to ERP, and these mobile devices may just serve as the catalyst and the game-changer. But nobody wants to just lift and shift the same old monolithic ERP.

To view the rest of the Mint Jutras report please visit: "**Can SYSPRO Put A Genius in a Manufacturing Executive's Pocket.**" can be viewed at: [Mint Jutras SYSPRO Espresso](#)

If you have any questions about purchasing SYSPRO Espresso, please contact us at jtashman@csiti.com or 281-378-8066

User Interface Changes for SYSPRO 7

Dynamic Menu Navigation

Prior to SYSPRO 7 a menu in SYSPRO was considered to be a way of launching applications, and in addition menus were defined as simple tree views.

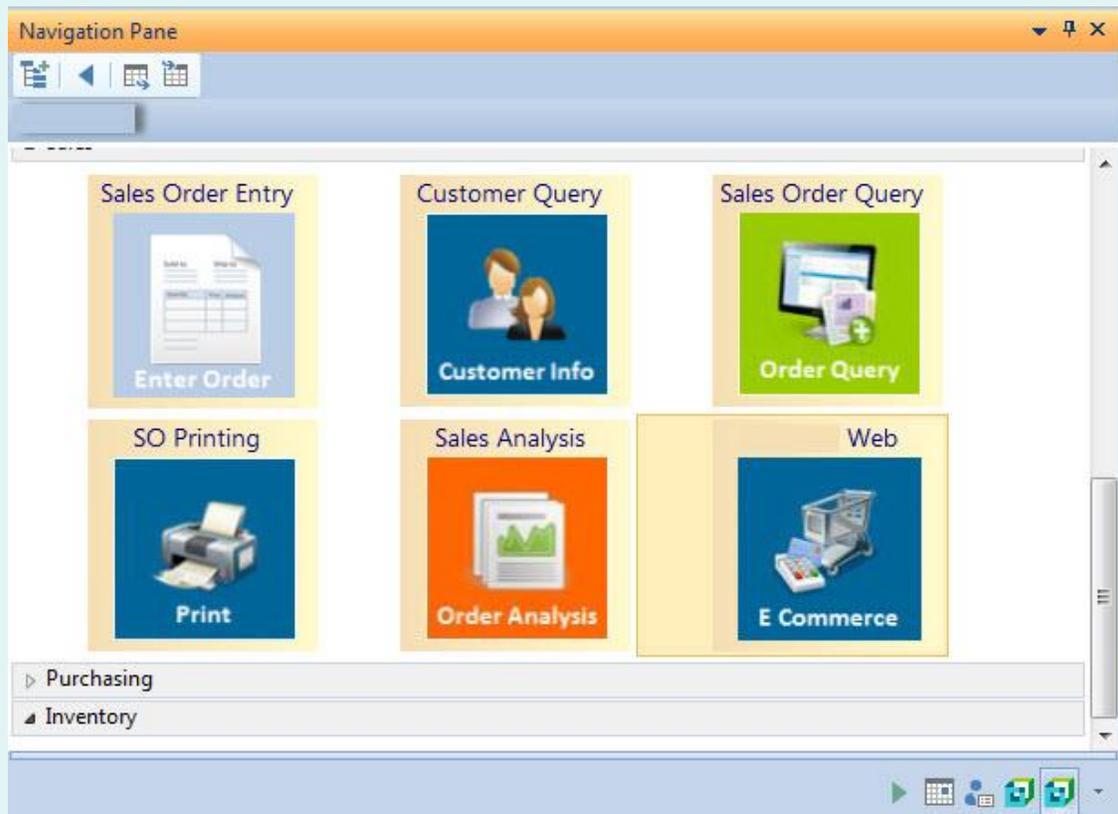
Now in SYSPRO 7 a menu can be either a tree view OR constructed as a TASK PANEL. If you use a TASK PANEL to construct a menu, then menu items (known as TILES) can be used as:

- A method of launching an application
- A method of navigating to a group of menu items
- A method of opening a named flow graph

Additionally, the behaviour of a tile can be controlled by VBScript. Tiles behave exactly the same as described for the Favorites Task Panel.

Menus can be exported and imported in the same manner as you can export and import customized panes.

In this screenshot you can see various categories and tiles that CSI has built out to make navigation easier for new users:



Here is an overview of the changes:

- The HOME tab of the ribbon bar has been simplified. Menu items designed for administrators have been moved to the new ADMINISTRATION tab.
- The default layout structure for a new operator (or when you reset the layout) has been simplified to show only the NAVIGATION PANE and the FAVORITES pane. What was previously known as the 'Main Menu' pane in SYSPRO 6.1 has been renamed as PROGRAM LIST and is a hidden pane by default.
- The 'Program Details' pane no longer exists in SYSPRO 7, but you can view Program Names by selecting the column Program from the field chooser in the PROGRAM LIST pane.
- The FAVORITES pane has been completely re-engineered as a 'task panel' to help users more easily manage their applications and documents.
- The NAVIGATION PANE allows you to add menus created as task panels that can either manage applications and documents, or can act as menu navigation aids.
- You can import and export your personal menus and your Favorites task panel.
- The new FLOW GRAPH pane allows you to view or construct business process flow graphs.

LOCAL NEWS:

Dallas region sees growth in software and mobile app development talent

By: Hanah Cho
June 25, 2014



Dallas Morning News - When content management startup

ContentGuard decided to move from Southern California last year, its choice for a new headquarters came down to Seattle or cities in Texas.

In the end, perhaps surprisingly, it picked Plano.

The rich talent pool of mobile app developers in North Texas was a major factor in the company's decision, said ContentGuard chief product officer Scott Richardson.

"Because of the IT and financial services market in the area, we're able to get talent that's used to building products for big companies," Richardson said. "There's a lot of talent there."

Traditional technology centers like Silicon Valley, New York and Austin aren't the only places where developers are thriving as demand for mobile applications grows.

The Dallas region, too, is becoming a hub for computer and software programmers as well as app and Web developers. With North Texas' lower cost of living, a rich pool of potential corporate clients and a growing economy, businesses and employees are finding job opportunities or moving here.

"I truly feel like Dallas is our own mini Silicon Valley," said Chris Ronan, president of Dallas-based RD2, an app development and design company, one of many such boutique firms in North Texas.

"You take what you learn from what happens in Silicon Valley, but this is where the rubber meets the road."

Doubling of jobs

In the Dallas-Fort Worth-Arlington metro area, for instance, computer and software programming jobs more than doubled to an annual average of 23,193 last year, from 10,387 jobs in 2003, according to an analysis of quarterly employment census data from the BLS.

In fact, Collin County saw a whopping 492 percent growth in such jobs over the last decade, outpacing bigger counties in Texas and tech centers like New York County and San Francisco County, according to the BLS.

While Collin County's programming workforce is relatively small, the county now accounts for 5,588 such jobs, compared with 944 jobs in 2003.

From startups to large companies, employers are recognizing the growing workforce. Take Tyler Technologies, a \$417 million software company in Plano.

21 area hires

The firm, which also has offices in Austin and Seattle, has hired 53 people so far this year. A mix of software architects, developers and user experience experts, 21 of the new hires were in the Dallas area, Lancashire said.

"In the enterprise world, there is still clunkiness that remains. That literally means billions of dollars of software work that needs to be done," he said. "So that's a great opportunity for Dallas and for all of us in this particular industry."

Finding programming talent was a worry for John Dubois, co-founder of Oculus360, a big data startup in Plano.

Most of the hiring for developers has been local, Dubois said. The 19-employee startup, he said, has found both experienced software developers who left large companies to try their hand at working for startups and entry-level developers just out of college or with a few years of work experience.

"My biggest concern was technical talent in general," Dubois said. "When I thought of Dallas ... I thought more about hardware and the telecom corridor. The answer is absolutely there is [software talent here]."

SYSPRO 7 Release Candidate for "People's Choice" Award



SYSPRO, today announced that the company's SYSPRO 7 ERP release, a finalist for a 2014 American Business Award for "New Product of the Year, Software" based on the SYSPRO 7 advanced technology, is also a candidate for a People's Choice Award.

Votes for SYSPRO can be logged by clicking on the following link and entering the short code: S604W - <http://www.stevieawards.com/FavoriteNewProducts.peopleschoice/default.cfm>

Voting for Favorites, which is open to all, concludes at 11:59 pm on Friday, August 8.

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- SYSPRO Espresso mobile solution- The SYSPRO Espresso architecture is one of the first platforms of its kind to use a single source codebase (for the business logic) to create native applications for any mobile device. It includes built-in powerful customization capabilities both for the end-user and for developers to engage.
- New customization and role-based optimization capabilities- SYSPRO 7 further enhances and expands the already powerful SYSPRO user interface (UI) capabilities. Styled along the lines of Windows 8, SYSPRO 7 brings active tiles and touch capabilities to its enterprise UI, enabling manufacturers and distributors to easily create tailor-fit and social-ready environments for their SYSPRO solutions - ones that feel and operate with all the advantages of a home-built solution with the familiarity of the mobile, touch and social ready software tools we now use on a daily basis.
- Newly added functional features-rapid sales order entry, a new Web-based product configurator, and quotation versioning.
- SYSPRO Reporting Services (SRS) capability enhancements-accomplished by optimized algorithms of server-side processing, simplified external data inserting, and higher-quality reports and graphs. Reports and graphs can be accessed via Microsoft Outlook on any device. SYSPRO Client installation and license consumption are not required.

SYSPRO USA President, Joey Benadretti, emphasizes: "For years, one of the strongest recurring statements by our customers has been that SYSPRO solutions seem like they've been purpose-built for each customer. With the new SYSPRO 7 capabilities, companies will now be able to gain even more productivity improvements. SYSPRO 7 is exemplary of SYSPRO's dedication to helping SYSPRO ERP users maximize their best bottom line results."

The Stevie Awards for the category in which SYSPRO is a finalist will be presented at an awards gala at the Palace Hotel in San Francisco on Friday, September 12.

CSI SERVICES

What We Offer

Our goal is to help make your business as efficient and profitable as possible. We will work to help optimize your business goals, while understanding that you must live within your capital budget. Upon completion, we will present to you a written assessment of your business and recommendations for improving inefficiencies and cost.

Contact us today.



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Our work and our people are regularly covered in publications throughout the marketplace.

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