

JDEtips *Journal*

Unlocking the Value of Your JD Edwards® World® and EnterpriseOne® Investment

Undocumented Features... Timesaving Solutions... Best Practices

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January/February 2008 Volume IX Issue 1

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Russ lazy? Never. But this tip provides some ideas to make AAI setups a lot less complex!

MANUFACTURING / FORECASTING

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Considering Demantra? Here's some food for thought from Linda Peel on how this solution can work for you.

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Make your auditors happy! Keep yourself sane! Check out Rick Snell's tip for making security reporting easy before your next audit.

CIO CORNER

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Tick. Tick. Tick...is that your project? CJ discusses the realities of project planning, and the warning signs for when to drop and run!
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Are you CIO material? Read John Zarb's take on what it takes to be at the top. Then decide.



From The Publisher

Anniversaries

This time of year reminds me of some anniversaries in my professional life. February 6, 2008, represents the start of my 20th year of working with JD Edwards. When I started on the Response Line in 1989, the Distribution group received just a handful

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Klee Associates, Inc.

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JDEtips ONLINE

Be sure to visit the JDEtips Document Library to download these new white papers.

WEI **ON FINANCIALS / ACCOUNTS RECEIVABLE** **Order to Cash Overview, by Julie McKnight**

You're in the A/R department at your company, and you see Invoices coming over from the Sales Order system. You'd like to know more about how Sales generates Invoices, and the interface between A/R and Sales, but you can't spare a few days to attend a Sales Order class. What do you do? How about reading this white paper (written in "training manual" style)? Then you'll be ready to amaze your co-workers, and perhaps even explain A/R to the Sales Order folks.

WEI **ON MANUFACTURING** **Introduction to Implementing Lean, by Pat Martino**

We've told you about our JDEtips Mastery Level Workshop on Implementing Lean in the EnterpriseOne and World Supply Chains. We've decided to show you just a little bit more so you can see if you are interested in this course, which is intended for Senior Management such as C-level executives, Vice-Presidents, Directors, Operations Managers, Controllers, Production Control/Materials Managers, and Application Managers. It is also beneficial for other staff with an interest in running lean, such as planners, shop floor managers, etc. While this brief section of our 400+ page workshop manual will not show you how to implement, it will give you a great overview of the concept.

EI **ON TECHNICAL / CNC** **Implementing SSL on the IBM Web Server, by Bill Loban**

Now that JD Edwards can be accessed via the Internet, to say that you need to secure your communications is an understatement. Sure, you're fine when it's just on your LAN. But HTTP isn't going to cut it when it comes to logging via the World Wide Web. You need something safe, something secure. You need Secure Sockets Layers (SSL) to secure your data transmission. Now you just need to implement SSL on your IBM Web Server. Bill Loban shows you how—step by step.

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of calls every day. There were no training manuals, so my training consisted of reviewing previous SAR reports with my manager. Understanding the problems and solutions in the SAR system was actually not a bad way to start. But, maybe that's where I developed my interest in training, and documenting all the "good stuff".

2008 is also the start of our 8th year of publishing the JDEtips Journal, and our 10th year in business as Klee Associates, Inc.

2008 IT Spending

Will there be an economic downturn in 2008? If yes, will it be a "soft-landing" recession, or one with a bigger, harder landing? How will current economic conditions affect IT spending in 2008?

I'm not an economic forecaster, so I'll turn to what the experts are saying. Both Gartner and IDC see 2008 global IT spending growth falling from an estimated "6.9% growth in 2007 to 5.5%-6.0% growth or lower". The U.S. market could be more anemic, falling from 6.0% growth to 3%-4% growth. Forrester is looking for U.S. growth to be 4.8%.

If 2008 IT budgets do grow more slowly than before, that might be a good thing. Maybe that big upgrade won't happen this year...maybe you'll focus instead on getting more value out of your current version of JD Edwards software.

Our Mission

The beginning of a new year is a good time to think about our mission as a company. Our mission is all about helping our clients extract more value from their software through mastery-level knowledge transfer—so you can continue to count on us to be a strong partner in 2008.

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Some great examples of how we turn our mission into reality are:

This edition of the JDEtips Journal is Volume IX, Issue I. I feel both proud and humbled by the reception the Journal continues to receive. Proud—because a concept that reflects the type of consultant I was—always looking for the best ideas and writing them down—is still going strong with over 500 JD Edwards client companies subscribing. Humble—because I know that there are still thousands of great topics out there, waiting for us (and you) to give them the JDEtips treatment.

JDEtips training, both in the form of public and onsite classes, continues to thrive. I recall Summer 2001 quite well. That was when I stopped full-time consulting because I had to write a training manual on Advanced Pricing in order to teach our first class in August, 2001.

I spent six hours a day for seven weeks writing that manual. Most of the hard work was upfront—deciding what topics and examples to cover, and in what sequence. After that, it was a bit of a slog—writing 15-20 pages a day of very detailed text, with lots of screenshots illustrating every step. Fast forward seven years, and that

manual has been totally rewritten twice, and we've also created 18 more manuals—covering nearly every core module in JD Edwards.

Many of you have probably read my favorite business book, Good to Great, by Jim Collins. One of his key concepts is that great companies do the hard work to identify and refine their “hedgehog concept”. Our hedgehog concept meets Collins’ three criteria—what we care passionately about, what drives our economic engine, and what we can be the best in the world at. It should be no surprise to anyone that our hedgehog concept is all about JD Edwards training—we can be the best in the world at it, it drives our economic engine, and it’s what we care passionately about.

Here’s hoping that everyone has a great year in 2008. Be well, and prosper!

*Sincerely,
Andy*

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