

# Katzscan Newsletter

Supply Chain Operations & Technologies ~ Vendor Compliance  
Good Governance ~ Fraud-Fighter ~ Turnaround Help



Greetings:

During my 14 years in business, helping companies with annual sales of anywhere from \$5M to \$1.5B in both the public and private sectors, I've had the opportunities along the way of assisting several start-ups. I've taken someone's vision and created a tangible software prototype, thrown much-appreciated monkey wrenches into ideas before it was "too late", reshaped business models, provided insights regarding web site development aesthetics and content, and defined customer and supplier targeting tactics.



Being in business for myself -- and not having anyone mentor me at the beginning or through the years -- I've had to figure out a lot of stuff on my own. (But I should firmly state that I have -- to borrow and paraphrase -- definitely gotten by with a little much appreciated help from some friends.) It's interesting to see how I can apply my struggles to success to benefit start-up clients, even as they are typically much better capitalized -- and thus have more initial resources -- than me! :-)

If it sounds like such business management advisement & coaching is a far cry from a typical computer consultant's role, you are right. But as I enter year 15 I reflect back on how much Katzscan's business model has grown from its start. From a business-centric technology company Katzscan has evolved to become a business-savvy operations, supply chain & executive management consulting firm with deeply-rooted technical skills.

Sure, I still love doing barcode scanning applications and Electronic Data Interchange solutions, either stand-alone or integrated to an Enterprise Resource Planning (ERP) system; they are still very much at the heart of Katzscan's offerings and remain much in demand. With 25 years of business software programming experience the geek in me still -- but silently -- screams with delight at the chance to perform data analysis & reporting or tricky data conversions. Aside from a small custom database application now and then I don't really find the need to write software from scratch anymore. I've had great successes creatively implementing off-the-shelf solutions for my clients and saving them 10s of 1000s of dollars on such projects along the way.

So while staying true to my core business model -- because it's a great foundation and still popular -- Katzscan has grown to offer more related services including:

- Software/Solution selection & implementation (ERP, EDI, inventory, fixed assets, etc.)
- Supply Chain Vendor Compliance - upstream help such as chargeback reduction & relationship building
- Supply Chain Vendor Compliance - defining downstream specifications

- for operational efficiencies
- Nurturing supply chain relationships between my clients and their customers & suppliers
- Turnaround Management Help
- Good Governance
- Business Process / Operations Efficiencies
- Executive Management Advising
- Fraud Detection & Reduction
- *And more.....*

From what my clients and colleagues tell me very few consultants offer the dual-perspective that Katzscan does in the ability to analyze and diagnose problems from both a business process and a software/data perspective, and to do so simultaneously. I don't believe most projects can be successful without looking at both the operational and technical aspects together. I think that this is one talent -- other than a quirky sense of humor -- my clients appreciate the most. Quickly cutting through the chaos, redefining problems, and presenting realistic achievable solutions my clients know me as someone who gets the job done expeditiously.

Like many other companies, Katzscan has grown and changed with the times -- it's necessary to remain relevant. If your company or one that you know of is struggling to exist, to grow, or to remain competitive please let me know. Chances are very good that Katzscan can quickly assess the problems and recommend short-term and long-range solutions, giving them a good fighting chance to survive and the foundation upon which to thrive.

Thanks for allowing me to communicate with you.

*Norman*

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