

Katzscan Newsletter

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



Whew! 2010 was a tough one for sure but despite the adversities there were also achievements that resulted in the year ending on an overall positive note.

It was both a year of triumphs (Katzscan went international) and tribulations (knee surgery -- ouch!) but still Katzscan continues forward. And while I'm not ready to pop any champagne corks just quite yet it would seem that the worst is behind us now, and I am cautiously optimistic about the twelve months ahead.



The dawning of 2011 marks a significant milestone for Katzscan:

Celebrating **15** years

That's right! I can't believe it myself! I started Katzscan on **January 1, 1996**, so it's been a full **15 years** in business.

Along the way Katzscan has grown beyond -- and yet still staying true -- to the core consulting specialties of automatic identification (e.g. barcode scanning applications), Electronic Data Interchange (EDI and other forms of eB2B & eB2C), Enterprise Resource Planning (ERP) systems, supply chain vendor compliance, and better business operations. Projects got larger and more involved, clients got bigger and went beyond the local region to national prominence, and business models were created to present collective specialties in new perspectives. New consulting roles & responsibilities have included customer relationship management, staffing reorganization, merger & acquisition analysis, e-commerce web site integration, industry education & standards development, data analysis of all sorts, software development, mediator, and executive management advisor.

The exponential growth of the Internet, the relative ease of developing a web site, widespread use of e-mail, and the evolution of cellular telephones to smart phones have been some of the most influential game-changing technologies to come along over the past 15 years. (The Katzscan web site has gone through four or five upgrades and design changes over the years on top of adding several subject-matter domains to highlight complimentary business models.) The world really got smaller as it got more connected, information is literally at our fingertips, and it's become easier to keep in touch. These advancements have certainly helped this small business to get noticed and grow.

What has not changed -- and will never change -- is how I conduct business: I maintain open & honest relationships with my clients; I never accept an assignment that I'm not completely confident I can successfully accomplish; I treat my clients' businesses as if they were my own; I educate my clients to help them become better companies, sharing my knowledge & experiences to help their employees be more effective in their respective roles.

I deploy my full technical capabilities, business savvy, and creativity to help my clients

solve some of their most pressing problems. I've pleasantly surprised clients with my approaches and solutions which one client recently stated were "elegant" in their simplicity and effectiveness.

The proverbial ice seems to be cracking with regards to the economy, and companies cannot sit still any longer to ensure they are operating optimally and achieving great customer satisfaction to garner both repeat and new business over their competition. Katzscan has already been helping companies do things better for **15** years. If you know of a company -- maybe your own -- who needs help to be on the leading edge of the economic recovery, contact Katzscan sooner rather than later.

My thanks to clients for their business and colleagues for their assistance in helping me get to this point, and I look forward to many successful years ahead, building on an ever-growing and solid foundation.

Norman

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