



Supply Chain Operations & Technologies
 Supply Chain Vendor Compliance
 Fraud Detection & Reduction
 Good Governance
 Turnaround Help

Since January 1996

We tend to associate special milestones to certain ages: turning 10 (transitioning from single- to double-digit age), turning 13 (entering the teenage years), ages 16, 18, and 21 (depending on the drinking and driving laws in whatever state a person is living in), and celebrating any age or anniversary divisible by 5 or 10.

As the New Year rings in to start 2014, Katzscan turns 18, an age of a certain degree of maturity, and one that deserves – I think – a bit of reflection. So for the first newsletter of the New Year and to catch readers up on what's new, let me run through a short list of where Katzscan is today from its (and mine) start through our evolution together.

- o My book, *Detecting and Reducing Supply Chain Fraud*, has sold several hundred copies since its publication in August 2012. While I would truly appreciate a fresh count from my publisher on a weekly basis it would most certainly drive them crackers to have to do so to all their authors. I track a subset of my overall sales to universities and organizations; I am very proud that my book is in a growing list of **80+** university libraries in **14+** countries worldwide, and including an organization promoting improved living and working conditions that is funded by the European Commission. For the growing list of where my book is academically go to <http://www.worldcat.org/oclc/802047137>
- o In 2013 I achieved my **Microsoft Office Specialist** certification, with all scores (Access, Excel, Word, PowerPoint, and Outlook) in the 900s out of 1000. Having spent two years as a university adjunct instructor teaching Microsoft Office, I've added training as part of my consulting services to compliment the database development, spreadsheet analysis, documentation, and presentation teaching and work I do using Office.
- o In 2013 I was accepted as a **Certified Controls Specialist** by the Institute for Internal Controls: <http://www.theiic.org/> This compliments my other certifications (**Certified Fraud Examiner** and **Certified Fraud Specialist**) and credentials quite nicely.
- o After years of just explaining what it is that I do, the epiphany finally struck me and I developed my business model graphic that explains in a pictorial manner how I combine software skills, operations improvements, supply chain relationships, fraud assessment, data analysis, and information delivery into a unified business model. You can find the business model graphic at <http://www.katzscan.com/cm.htm>
- o Katzscan's global reach continues to extend with more international book sales to more global universities in a growing list of countries as well as my additional speaking engagements on my book topic. Since 2010 I have traveled to Mumbai and Hong Kong and in 2013 to Krakow (Poland) all to present on the detection and reduction of supply chain fraud.

Since its inception on January 1, 1996 Katzscan has matured in new ways and directions that I never considered when it began ... and naturally I've been along for the journey and have evolved personally and professionally because of it. The knowledge I've acquired I've returned to several friends in helping them create their business models, and to my clients in helping them control their chaos, operate efficiently, be more competitive, select and implement software, and make smarter decisions with better information.

If you know of a company – maybe your own – who suffers from disconnects between areas of operations, software systems, or customer/vendor relationships, please pass them my contact information: it's time to stop kidding around and to bring in a seasoned professional with right mix of software and business skills to correct the situation effectively and efficiently.

Welcome to 2014 and Katzscan's 18th year.

Thanks.



Visit our web sites:

<http://www.katzscan.com/>

<http://www.supplychainfraud.com/>

<http://www.vendorcompliance.info/>

<http://www.turnaroundhelp.com/>

<http://www.supplychainsox.com/>

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