



Supply Chain Operations & Technologies  
 Supply Chain Vendor Compliance  
 Fraud Detection & Reduction  
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Since January 1996

I received some very nice compliments and sympathetic condolences as part of the feedback from my last newsletter which highlighted my summertime predicament of receiving drenched newspapers due to a failing to ensure complete first-quality delivery resulting from a lack of double-bagging. From the responses I learned that other newspapers outside of South Florida do double-bag in the summertime; I'm not sure why it is not done down here in the tropics. All newspapers print the daily weather forecast so they should know – with reasonable certainty – the weather for the day.

One respondent complimented me on how I meld personal experiences into professional insights. As an entrepreneur there is little if any separation between my personal and professional lives, so I think it's natural that my perspectives carry across from one to the other so effortlessly.

On the Katzscan website's **Clients By Industry** page my partial client list over the past 15+ years is divided into 25 different categories. Granted, I made up the categories myself so it is a little unscientific, but I do think it is an accurate representation and division of the mix of different verticals I've been engaged in. I never wanted to be limited or segmented and I've succeeded in helping clients across an assorted landscape of industries.

The software and operations solutions I implement tend to be non-industry specific, and it is my experience that clients find some initial difficulty in this perspective. This stems from the fact that they are simply too close to the problem and – not incorrectly – view solutions only from their industry vantage point. A benefit to Katzscan's mixed background is the ability to visualize the same or similar solutions applied across a wide landscape of industry profiles. This enables me to readily offer potential solutions and apply best practices and lessons learned as I cross over from one vertical to the next.

Business tends to be business, and while different industries have different requirements – some of which may be regulatory in nature – the bottom line is that businesses all pretty much work the same way regardless of the product or service being offered. This is best explained when I say that while my clients know their industries, I know their businesses.

I have witnessed a lot of "Ah-ha" moments when my clients see their problems through my eyes and realize that the solution is less specific – and more effective & efficient – than they had believed. In each and every project I enhance the solutions with my own insights and experiences gained from my broad multi-industry background. My clients benefit from the knowledge I carry across from one industry to another.

Katzscan has become more than just a clever name relating to a foundation skill: it has come to represent the deep vision and broad perspectives that accompany my services and compliment my problem-solving capabilities. If you know of a company – maybe your own – who needs a re-examination of its problems and wants alternate opinions of potential solutions I'd be happy to take a look.

Thanks.

**Norman Katz**, CFE, CFS  
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<http://www.katzscan.com/>

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

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

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

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