

Company Philosophy

SI's primary mission is the implementation of successful Manufacturing/Repair and Overhaul Business Systems from the shop floor to material planning. In achieving SI's mission it has acquired particular expertise in COTS (Commercial Off The Shelf) MRP/MRPII/ERP/MRO systems implementation. The difference with SI begins with the cornerstone of SI's implementation philosophy and prime directive.

It is SI's belief that a company does not buy a MRP/MRPII/ERP/MRO software package for the sake of buying and implementing an automated business system. SI believes a company's primary mission is to ship its products "on time," at a pre-determined quality level and make a profit doing so. There is no other business plan that supersedes this primary directive. SI believes too many companies have failed to achieve this prime directive because they got caught up in the requirements set forth by a large business system marketed as MRP/MRPII/ERP/MRO systems.

Developers of these systems promise the world to the customer without advising them that as long as a company has failing policies, failing procedures, and unacceptable organizational structures there isn't a software package in the world that will improve the company's mission performance. Typical implementers of these systems are called system-consulting companies, system integration companies and other MIS related names. They are made up of MIS types who know the technical side of the system and nothing about how to insure improvement in mission performance.

SI is not partnered with any software company specifically because objectivity is lost as a true business systems implementer. It is our position that successful mission performance is a result of other factors, not the software.



When On Time Delivery and Profitability Becomes Your Number One Concern

The results of the SI philosophy have been astounding. At the Air Force's Aerospace Maintenance And Regeneration Center (AMARC) and at Hill AFB Landing Gear Division results of this philosophical partnering have been immediate.

All this is not by accident. During the implementation of a new way of doing business, all aspects of a company must be addressed when the decision to improve mission performance is made, including what seems to be a policy of management without consequence. By management without consequence, I mean the policy that allows policy and procedural decisions to be made by any level of management that result in the sub performance of a facility with nothing being done to replace the management who's policies caused the sub performance.

Companies don't buy million dollar software packages to continue doing business as usual. They don't implement new systems to achieve a technical success. They do it to improve mission performance!

It is the SI cornerstone belief that makes it the only implementation company that a customer must have to insure success. It is SI's people who understand what it takes to make "shop floor control" a reality, because they grew up in it. It is SI's single ability to turn Garbage In/Garbage Out into Accurate Data In/Accurate Data Out. This may

sound simple but transaction definition and accuracy is at the core of every company's problems. How parts get from Point A to Point B, how and when transactions related to Work In Process are made and by whom are all part of implementing a business system.

The manual systems and procedures that MIS based companies don't know are needed must be established, implemented, and set in cement before or during the implementation of a large software package or the company is sure to fail.

Key to this process are the SINET screens developed by SI and customized for each customer. The SINET screens have been developed over a thirty-year period and at the surface may seem like simple queries, but they answer questions for the user that only an experienced materials management professional would know to ask. The SINET screens become the only screens seen by shop floor personnel regardless of what software package the client has purchased.

SI has recently moved into new offices in Tucson Arizona. There we will develop a three-day senior management training class entitled "An Executive Perspective Towards Shipping On Time." This class will be marketed to the DoD and commercial companies to train management in how to improve mission performance while implementing a MRP/MRPII/ERP/MRO system. We will also develop the SINET screens to be marketed in the IBM world that will consist of mainly commercial accounts.

SI is the only company in the history of the Air Force Material Command (AFMC) to successfully implement a business system modernization effort that included the implementation of two different COTS software packages and actually improved the mission performance. SI is also the only company to have successfully implemented a commercial accounting package at a DoD facility. These are just a few reasons why SI will be one of the most sought after consulting companies to date.