

BTG/MCBA SEMINAR SERIES

Seminars for MCBA users, their management and installers

Each Seminar is built around a set of MCBA software packages

Students use software packages in case studies

The pot of gold at the end of the rainbow is efficiently installed, easily used software applications that effectively perform their business functions e.g., Inventory Management, Customer Order Processing, Shop Floor Control, etc.

MCBA's software packages have the appropriate tools to effectively perform their functions. But their efficient installation and effective use require informed users and installers. Informed includes the user knowing what he wants to achieve now . . . what he wants to achieve as his business grows . . . and whether and how the software can meet these needs. Very few can become informed on their own; they need training.

MCBA recognizes this training need, and as a result has pooled its resources with Business Technology Group (BTG) to produce an outstanding, results-oriented series of seminars.

BTG is well prepared to assist you. As a team, BTG has over 45 years of manufacturing and distribution experience, a training center, a computer and terminals for student use, and a data base created to teach and demonstrate the functions and features of MCBA's software packages while simulating real life problems.

Read the seminar profiles and decide which seminars fit your company's needs. Call BTG or mail the coupon for schedules and detailed information. You and your company cannot afford to miss this pot of gold.

CALL (312) 961-3900



BUSINESS TECHNOLOGY GROUP
475 River Bend Road
Naperville, Illinois 60540
(312) 961-3900

SEMINAR 100 — (3 DAYS)
SECURING PROFITS IN THE MANUFACTURING AND DISTRIBUTION MARKETS
For resellers, a great opportunity exists to profitably serve these rapidly expanding markets. These markets can be handled in a rational, systematic and profitable way if you have the necessary knowledge to apply your art-data processing, to the customer's art-manufacturing and distribution. This Seminar is specifically designed to give you, the reseller, this necessary knowledge.

SEMINAR 101 — (3 DAYS)
SECURING RESULTS FROM YOUR MCBA MANUFACTURING SYSTEM
A must for the management of manufacturing companies installing the MCBA Manufacturing System. A successful installation can be ensured only by the company's users and management becoming actively involved in the installation process. The MCBA Manufacturing System has the appropriate tools to handle any manpower/material/machine situation but only the company's management can define the right mix and emphasis for their manufacturing operation. Management's attendance at this Seminar is the first step in ensuring that the company is addressing and solving the right problems.

SEMINAR 202 — (5 DAYS)
CONTROL OF THE JOB SHOP (SFC, J/C, L/P, I/M, P/O,)*
If you are a user or installer for a manufacturing company that sells its skills and capacities rather than a specific product, a Job Shop, this seminar is for you. Major problems of the Job Shop are properly scheduling delivery dates and resources and tracking labor and material costs by job. The Seminar covers the requirements and capabilities of each of the appropriate software packages to solve these problems. It covers the hands-on details of how to install, integrate and use the listed software packages. As with all the BTG/MCBA seminars, your attendance will ensure shorter and more complete up-and-running time as well as the ability to use the packages in a manner that gives maximum benefit.

SEMINAR 301 — (5 DAYS)
ORDERING & SCHEDULING SYSTEMS (MRP, CRP, SFC)*
If a company has been moving toward more standardization and has established the basics such as inventory accuracy, bills of material and standard product routings then they are ready to implement the MRP, CRP, and SFC Packages. This Seminar covers how to install and effectively use these packages. Some of the topics covered are:

- MRP as an ordering/management system
- SFC for scheduling, dispatching and job status
- CRP for controlling capacity and lead times

This Seminar, like all the BTG/MCB Seminars, has the underlying objective of ensuring that the installation and use of the packages is done in a manner that gives maximum benefit to the company.

* GLOSSARY OF ABBREVIATIONS:
BOMP = Bill of Material Processor; COP = Customer Order Processing; G/L = General Ledger; IM = Inventory Management; J/C = Job Costing; LP = Labor Performance; MRP = Material Requirements Planning; M/S = Master Scheduling; P/O = Purchase Orders & Receiving; SFC = Shop Floor Control; SPC = Standard Product Costing; SPR = Standard Product Routings

SEMINAR 200 — (3 DAYS)
HANDS-ON DISTRIBUTION MANAGEMENT (I/M, P/O, COP)*
To successfully manage and use the software packages users and the installers must understand their required tasks and functions. They MUST KNOW what the company wants to achieve now . . . as they grow . . . the product being offered . . . and thus, the compatibility of their needs and the software. This Seminar provides the knowledge to answer these questions. It is designed to ensure each will be well prepared to deal in the hands-on detail of installing and using the MCBA Distribution Package.

SEMINAR 201 — (5 DAYS)
ESTABLISHING THE BASICS (I/M, P/O, M/S, BOMP, SPR)*
Particularly valuable for users and installers in manufacturing companies that have substantial standardization in their products, Repetitive Manufacturers. A major problem facing the Repetitive Manufacturer is material management:
What goes into the product?
— Bills of Material & their structuring
How is the product produced?
— Standard product routings
How much is on hand or on order?
— Inventory Management
When & how much should be produced?
— Master Production Schedule
The answers to these and other questions are given in this Seminar.

SEMINAR 203 — (5 DAYS)
COST ACCOUNTING & PERFORMANCE MEASUREMENT SYSTEMS (SPC, J/C, L/P, G/L)*
This Seminar is a must for users and installers in those manufacturing companies who have sufficiently established the operational basics (i.e., material, capacity, and production management) to begin measuring financial and schedule performance. The participants learn "practical versus textbook" cost accounting . . . "what if?" cost simulations . . . conditions that warrant combining standard product costing and job costing . . . key performance measurement standards for manufacturing companies . . . and how to collect data for comparison to these standards.

YES, I AM INTERESTED IN LEARNING HOW TO EFFECTIVELY INSTALL AND USE THE MCBA SOFTWARE PACKAGES . . . PLEASE SEND ME YOUR DETAILED BROCHURE ON THE BTG/MCBA SEMINAR SERIES

NAME _____
COMPANY _____
STREET ADDRESS _____
CITY/STATE/ZIP _____
TELEPHONE _____