

Q2 2007

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## Key Performance Indicators in Sales and Operations Planning

*by Tim Buckner of EnteGreat, a WAM Systems Solutions Partner*

Sales and Operations Planning (S&OP) can be a tremendously valuable tool for transforming the individual plans of marketing, sales, logistics, operations and finance into a single, coordinated plan. One of the challenges that comes with the use of S&OP, however, is devising the means to evaluate its effectiveness. Evaluation is essential both for establishing the benefits of using S&OP and for finding ways to improve the process. This is one place where Key Performance Indicators (KPIs) can play a central role. By taking the right steps to identify the relevant KPIs, companies can create an effective and efficient method for measuring the usefulness of the S&OP ad for finding ways to increase its value...

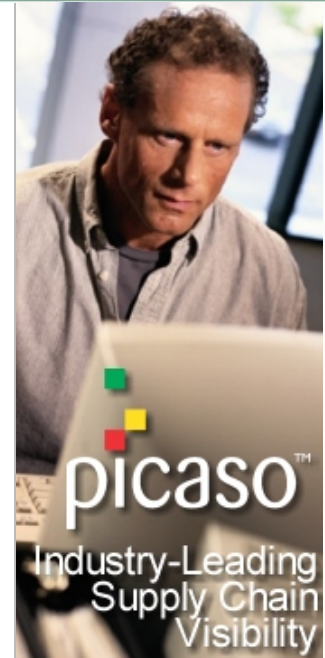
[Read the white paper >>](#)

Sign up for a free and confidential S&OP evaluation for your company. This 30-60 minute telephone and web evaluation will give you a full point-by-point comparison of your company's current S&OP process as it compares to companies employing best practices in this area. Learn what you can do to improve your S&OP process, and receive detailed feedback that you can use to launch your own initiative for process improvement.

[Click here to sign up >>](#)

## Ergon to Deploy Full WAM Systems Picaso™ Suite

Ergon, Inc., a diversified company headquartered in Jackson, MS, has launched a supply chain planning program that will implement business process and technology improvements across its refining and marketing,



WAM Systems delivers advanced supply chain planning and visibility solutions designed for companies in the process industry. Our enterprise solution, Picaso™, provides industry-leading functionality and visibility to enable supply chain executives to optimize production, minimize costs and inventory, react to unplanned disruptions and maintain high customer service levels. To help maximize the benefits of our solutions, we also offer industry best-practices benchmarking and consulting services which help companies assess tangible benefits for process and toolset improvement.

## UPCOMING EVENTS

asphalts & emulsions, terminaling, and oil & gas segments. The initial business release focuses on the naphthenic & paraffinic refining specialties business and will deploy improved demand planning, distribution planning, refinery scheduling, and procurement planning processes. Ergon has chosen WAM Systems' Picaso™ to support its initiative...

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## WAM Systems and Precision Solutions Group Collaborate to Bring New Functionality to the PRISM® Community

WAM Systems announced the formation of a solution partnership with Precision Solutions Group, Inc. provider of extended solutions and support to the PRISM® and JDE World communities. The collaboration is intended to deliver an expanded solution to companies looking beyond the horizon of their current ERP's capabilities...

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## WAM Systems Receives Nomination in the Eastern Technology Council's 2007 Enterprise Awards

For the second year, WAM Systems has been recognized as a leading technology company. A member of the Eastern Technology Council, WAM Systems has been nominated for its performance and technological footprint serving the world's leading process manufacturing companies. The Council has recommended Jack Weiss, CEO for consideration in its Annual Enterprise Awards, presented by the Eastern Technology Council in partnership with PricewaterhouseCoopers LLP which recognizes and honors leadership and outstanding achievement in the technology and life sciences industries for companies headquartered in the Eastern US region.

## WAM Systems Sponsoring Industry Leading Events in September

In support of WAM Systems' continued expansion in the process industry, the company is sponsoring two industry leading events this fall: LogiChem USA in Scottsdale, AZ and LogiPharma 2007 in Philadelphia, PA. In both hosting and guest speaking roles, WAM Systems brings its 20 years of industry expertise to these two conferences, each drawing leaders in supply chain process manufacturing.

As a sponsor, WAM is pleased to extend discounted registrations to qualified end users in the chemical and pharmaceutical industries. For more information, or to take advantage of our discounted registration offer, please contact our main offices at +1 800-358-8305, or email [info@wamsystems.com](mailto:info@wamsystems.com).



### [LogiPharma USA 2007](#)

Philadelphia, PA,  
United States  
September 17-19

### [LogiChem USA 2007](#)

Scottsdale, AZ, United  
States  
September 24-27

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September 17-19, 2007 Loews Philadelphia Hotel, PA

**LogiPharma**  
The Premier North American  
Pharmaceutical Supply Chain Event **2007**



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