

# ACE™, Your Secret Weapon for Success

By Elliot Schiller



Hidden somewhere in the deepest recesses of your existing computer system, like precious jewels within a giant vault, lie the answers to some of the most pressing questions concerning your business. Even with all the reams and reams of data available to you, and to most apparel companies like you, few are able to adequately measure their key performance indicators - the jewels - and would have a difficult time taking advantage of the day-to-day opportunities available to them or measuring the success of any new business strategy.

Until now.

Through the support of Industry Canada, the Apparel Development Centre has launched a new service - the Apparel Competitive Edge™ - ACE™, a highly affordable, results-driven tool that works with any existing information system. ACE™ performs its role by extracting data from your existing business information system - literally mining your precious data to get you the answers that you need to compete more effectively.

## Tell Me Something I Don't Know

Many a pundit has been telling us that the three-pronged recipe for success in the wake of WTO 2005 is to determine what you are good at, focus on it and find ways to do it even better. ACE™ offers an economical way to supplement your current system and to provide management the tools it needs for assessing the company's strengths, measuring its performance and uncovering areas for improvement.

ACE™ has the ability to tell you something you don't know. And that something will help you market your products, increase your bookings; learn where you need to take an early price reduction before it's too late to clear the style; help identify where you will be short of inventory to meet the demand for the style; show you if your on-time delivery performance to certain customers is slipping; warn you of changes in a customer's payment behavior early enough to salvage your receivables; and give you answers to the multitude of questions you always wanted to ask but couldn't get answers timely enough or economically enough to make the asking worthwhile. By anticipating the right questions, you can generate the right answers - enabling you to

fix problems before they balloon, increase your investment where business is most promising, and make properly informed decisions regarding customers, products, vendors and prices.

Whether you're a manufacturer or an importer, or if your business is in transition from the old model to the new, ACE™ will work for you.

## How ACE™ Works

ACE™ works like a "Rubik's cube of information". ACE™ extracts data from your existing system and puts it into a data cube, with each face of the cube knowing something different. So, imagine one face of the cube being booking by style, another face being customers and by spinning the cube you can see which styles are hot (something you most surely know today), but in a few short clicks, you can discover which of your valued customers have not yet purchased these styles, or who under-bought these hot items, or which salesmen are not pushing them, and on and on.

You own the data to fill up the cube: it is accumulated in the enterprise transactional business system you use to manage your business. Every time you develop a line for the upcoming season, every time a customer orders goods from that

# It only takes 3 clicks to identify marketing opportunities...

1 First, let ACE™ tell you what is your hottest style...

	2006Feb	2006Mar	2006Apr	Total
Plain Front Cotton Khakis Relaxed Fit	30,528	35,196	121,139	186,862
Plain Front Tropical Wool w/Hem	54,227	52,360	0	106,587
Pleated Tropical Wool w/Hem	0	0	74,153	74,153
Mens' Flannel Pants Traditional Fit	17,523	0	0	17,523
Pleated Cotton Khakis Relaxed Fit	6,300	0	9,800	16,100
<b>Pants</b>	<b>108,578</b>	<b>87,556</b>	<b>205,092</b>	<b>401,226</b>

	2006Feb	2006Mar	2006Apr	Total
Outdoors Shop	324,729	441,986	200,062	966,778
Department Store	277,980	188,007	53,833	519,821
Sports Store	0	241,919	121,306	363,225
Warehouse Store	30,528	35,196	121,139	186,862
<b>Customers</b>	<b>633,237</b>	<b>907,108</b>	<b>546,191</b>	<b>2,086,526</b>

2 Now, click on that plain front khakis relaxed fit, and see which customer groups are buying it and which aren't...

line, every time you establish shipping dates or prices for the goods, every time you receive inventory into finished goods, and every time you establish a cost for the goods, you are accumulating the information that will build your smart Rubik's Cube.

### Eliminate the Need For All Those Spreadsheets

Ask yourself how many Microsoft Excel™ and Access™ databases you have supporting your business and how the data are entered. Perhaps you maintain a link from your main system into these databases, requiring that your administrative staff spend a significant number of hours manipulating the data in order to squeeze out pertinent nuggets. Or maybe you're typing in data from an output report of the transactional business system. How many times have keying errors resulted in contradictory numbers coming from different sources?

ACE™ does away with such inconsistency, linking your data from one computer to another and updating it as frequently as you wish. The beauty of this tool is not in the ability to create new information, but in the speed and sophistication with which such information is accessed, organized and presented. Imagine every time you wanted to learn something about a different aspect of your business, or your product line or customer focus shifted, or

you wanted to explore new product areas, little more than a few twists of the Rubik's Cube were needed. No more days or weeks necessary for formulating, designing, developing, debugging, and testing for the information you needed yesterday. Furthermore, because ACE™ requires no implementation delay or cost for additional development, it allows you to "what if" your business – even while on the road. Now, when you're in Asia sitting in front of your supplier, or back in your hotel room analysing your opportunities, you can spin the cube, rather than spinning your wheels, and feel fully confident in the solutions you offer.

### Leverage Your Investment In Your Existing Systems

Existing business information systems, especially the older ones, were built primarily to transact data and, originally, to replace existing manual accounting systems. As you well know from every time your retail customer asks for more data manipulation and supply chain integration, they were not built for EDI, vendor managed inventory (VMI), sharing of information with Asian sources of supply, or the soon-to-be-implemented RFID chips. Add-on tools have, and will, continue to solve these problems. ACE™ is the tool that will solve the problem of getting answers, not just numbers, from your existing systems. In so doing, ACE™ will eliminate the

pressure of trying to use your existing system as both a transactional processor and an information generator. ACE™ will add years of life to your existing system and free your staff from creating numerous supplemental spreadsheets so they can actually analyse the business.

### If You Don't Know Where You're Going, You May Not Get There

Remember what Yogi Berra said, "You got to be very careful if you don't know where you're going, because you might not get there". ACE™ is the tool you should have in your boardroom when you are having strategic discussions about how the season is going. Think of ACE™ as the newest member of your management team: your "answer man." ACE™ will provide you with hard, cold facts about where your business is going so you can make the right decision, right away. ■

To learn more about ACE™ and how to make it a member of your management team, contact Elliot Schiller at 888-816-0222, ext.102, or [eschiller@teegerschiller.com](mailto:eschiller@teegerschiller.com).

*Elliot Schiller, Ph.D., C.M.C. is a director at Teeger Schiller Inc., which has offices in both Toronto and Montreal. Teeger Schiller Inc., with the support of Industry Canada, through the Apparel Development Centre, is the creator of ACE™. To learn more about Teeger Schiller Inc., visit [www.teegerschiller.com](http://www.teegerschiller.com).*

	2006Feb	2006Mar	2006Apr	Total
Outdoor Gear Co-op	0	35,196	48,118	83,314
SFM Sports Stores	0	0	73,821	73,821
Cordages Discount	30,528	0	0	30,528
Consumer Club	0	0	0	0
Mega-Outlet	0	0	0	0
Act'N'Up Fitness	0	0	0	0
Warehouse Store	30,528	35,196	121,139	186,862

**3** Now see where the opportunity is in your Warehouse Store customer base...

You've got a great opportunity with 3 clients who don't know yet how hot this style is going to be for them this season. Go get em.

Is your computer generating the key results you need?

Let ACE™ show you the questions to ask and answer the questions once and for all.



Powered by Teeger Schiller Inc.

# Services Provided by Teeger Schiller Inc.

## Management Consulting Division

- Existing Systems Evaluation
- Existing Systems Improvement
- Needs Analysis
- New System Search / Selection
- Implementation Project Management
- Logistics / Operations Consulting
- Best Practices Consulting
- Change Management
- E-commerce Support
- Data Mining / Business Intelligence



## SR & ED Division / Grant Division

- Identify and Develop Claim
- Engineers / Former Federal Employees
- Up-to-date on Program Nuances and Changes
- Templates Provided for Project Documentation
- SR & ED Technical Claim Preparation
- Training to Ensure Proper SR & ED Tracking
- SR & ED C.I.C.A. Continuing Education Credit Courses
- Free Consultation to Evaluate Claim Potential
- Meet with CRA to Support and Defend Claim
- Government Funding Opportunities



## Policy Governance® • IT Governance

- Policy Governance® / IT Governance Workshops
- Policy Governance® / IT Governance Implementation
- Board Coaching
- CEO / ED / CIO Coaching
- Policy Governance® / IT Governance Templates (CobIT)
- Owner Accountable Leadership
- Ensuring Fiduciary Compliance
- Develop Board of Directors Policy Manual
- Board Process Maintenance
- New Directors Orientation



## David Teeger

### Director

David Teeger C.A., C.A. (S.A.) graduated as a Chartered Accountant in South Africa, and upon arrival in Canada he obtained his Canadian C.A. designation and joined Richter & Associates, a management consulting firm, where he concentrated his practice on various business sectors including household goods, fashion, automotive parts, public associations, and retail chains. He performed many roles in his 15 years at Richter, including managing the professional services organization in North America and all business operations throughout Europe.

David's professional capabilities include computer audits, feasibility studies, system analyses and assistance in the selection, negotiation and implementation of computerized solutions.

As a founding partner of Teeger Schiller Inc., he has focused his practice on consulting to management. His team of professionals has helped businesses select and successfully install a variety of ERP business solutions and add-on systems including business intelligence solutions to give new life to existing computer systems. David's clients not only rely on him to successfully manage the implementation of their new systems, but to manage the change that occurs in their organizations as a result of the use of these new tools.



## Elliot Schiller

### Director

Elliot Schiller, Ph.D., C.M.C. began his career as a Chemical Engineer working for Grumman Aircraft, in Long Island, New York. He obtained his Ph.D. at the University of Pittsburgh with funding from the U.S. Atomic Energy Commission, and, after being awarded a Presidential Fellowship, he went on to perform research and development activities at Brookhaven National Laboratory.

Since coming to Canada, he has primarily assisted consumer products and retail organizations in a variety of strategic management initiatives, traveling around the globe on behalf of his clients. In 1987, Elliot joined Richter & Associates, and it is here that he first met David Teeger.

As a founding partner of Teeger Schiller Inc., he has focused the SR&ED / Grant Division on obtaining grants and tax incentives for over 100 companies in the small to medium sized business sector. His team has provided services to the discrete / processing manufacturing, material development, textiles, apparel, automotive and computer sciences sectors. Annually, Teeger Schiller Inc. secures more than \$5 million in government funding to assist its clients in having their business initiatives supported by government funding.



304 Richview Ave., Toronto, ON M5P 3G5

Tel: 1.888.816.0222

info@teegerschiller.com • www.teegerschiller.com  
Toronto • Montreal • New York • South Florida