

# PRESS RELEASE

## For Immediate Release

### **APICS – The Performance Advantage Magazine Reviews MxSC**

**Cleveland, Ohio – January 5, 2004** – The January 2004 edition of APICS - The Performance Advantage magazine featured a four (4) page article on Mx Supplier Collaboration, a business-to-business, web-enabled, supplier relationship management tool. Mx Supplier Collaboration was developed by Cleveland-based e-Ventus Corporation, an award-winning leader in e-Business Solutions.

Clifton Campbell, Senior Corporate Administration Manager at TS Trim Industries, Inc, a tier one supplier to Honda, delivered a glowing review of the state-of-the-art lean supply tool. The article, titled “Enabling Lean Supply Management”, Mr. Campbell explained how TS Trim Industries, Inc. was faced with the compressed lead times and smaller delivery quantities from Honda’s Value Chain 2 initiative. “TS Trim knew it had to change its business strategy and processes to succeed.”

TS Trim has worked diligently to implement lean manufacturing practices into their plant, with the goal of increased product velocity through the plant while still meeting the demanding delivery needs of their customer. “While the executive team at TS Trim knew that lean manufacturing would help the production process within the plant, they also knew that complete success would not be achieved without the implementation of lean supply practices with their suppliers. It is for this reason that TS Trim decided to establish methods of providing demand visibility to its suppliers and request that the suppliers, in turn, provide shipping information.” The lean principles from the shop floor were to be applied to the supply chain, making supplier processes lean and efficient.

While other solutions were considered such as EDI, “the answer to TS Trim’s problem came in the form of a Web-enabled application called Mx Supplier Collaboration.” Mx Supplier Collaboration incorporates the latest business concepts like lean supply, e-business, e-commerce, e-procurement, e-collaboration, supply chain management and supplier relationship management, all via a secure Internet connection. The modular solution enables a faster, more visible and more flexible supply chain.

Mr. Campbell continues by outlining the quick sixty (60) day implementation process including the process of internal employee and external supplier training. “One reason we chose Mx SC was because of its intuitive interface”, creating a small learning curve.

Mr. Campbell’s overall evaluation stated, “The supply and administrative areas have been lean in numbers but not in process. TS Trim is now taking a more holistic approach and looking to the supply and administrative areas for opportunities. MxSC is a tool that should be instrumental in enabling us to achieve our lean supply objectives. We expect the next six months to bring dramatic change in the organization and its supply chain.”

**About e-Ventus Corporation**

Based in Cleveland, Ohio, e-Ventus Corporation is an award winning, established e-Business and Technology consulting firm. e-Ventus Corporation targets manufacturing, distribution and service companies and empowers them with innovative business and technical solutions that enable more effective business processes, higher efficiency, lower total cost and long-term competitive advantage.

e-Ventus Corporation offers award-winning, web-based products and a broad range of consulting services including lean manufacturing, lean supply, business process consulting, and ERP system deployment, integration and education. For more information, visit [www.e-Ventus.com](http://www.e-Ventus.com) or contact Joe LaMantia, Managing Partner, in the e-Ventus Corporate offices at (216) 643-1900.

**About APICS – The Performance Advantage**

The Performance Advantage Magazine is a publication of APICS—The Educational Society for Resource Management with a circulation of 60,000. APICS is a not-for-profit international educational organization founded in 1957 as the American Production and Inventory Control Society. APICS is respected throughout the world for its education and professional certification programs. With nearly 60,000 individual and corporate members in 20,000 companies worldwide, APICS is dedicated to using education to improve the business bottom line. For more information visit [www.APICS.org](http://www.APICS.org)

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