



## NEWSLETTER

### DATASCOPE WELCOMES PETER SCHLERITZKO

In keeping with our growth in the South African market, and our recent drive into the Canadian market, we have placed much focus on building the Midrand office resource base. As this team has increased in size since late last year and will continue to grow into the future, we made the decision to employ a strong resource. Peter Schleritzko was the IT Manager at Beka who have run DATASCOPE for a number of years. He has an advanced



knowledge of SYSPRO and DATASCOPE WMS having run both solutions for many years. Peter will join DATASCOPE as our Regional Operations Manager – JHB from 1st July 2015. With a BSC in Information Systems (TUKS) and an MBA from HHL Leipzig Graduate School of Management (Germany), Peter is the ideal Senior Manager to lead our Johannesburg operation into the future. We are sure that you will join us in welcoming Peter to the team.

### SUPER USER TRAINING

Attendees from four DATASCOPE WMS customers spent two full and interesting days at the DATASCOPE Midrand offices on 23rd & 24th April, participating in DATASCOPE's annual Super User training course. Our "warehouse room" has been converted into a useful training centre, complete with laptops and scanners.

Day 1 of the Course focussed on the "softer" aspects of a WMS implementation and we discussed the three cornerstones of any successful implementation: Control, Accuracy and Optimization. We looked at what these three aspects are in principle and how they drive the right behaviour in a warehouse if implemented and measured correctly. We also demonstrated a few of the new and infrequently-used WMS modules (DATASCOPE's "Notification System" and the Cycle Count Scheduler were both very well received!) and touched on some nifty nice-to-haves and ideas which can be used in the warehouse. We touched on a number of common user errors, which any Super User should know how to resolve.

Day 2 focussed on more technical aspects – e.g. scanner and printer settings, different server



infrastructures and Intermec's SmartSystems' scanner remote-access tool. There was a lot of interest in the overview of DRS (DATASCOPE Reporting Services) – the SSRS tool we are now using extensively to teach our customers how to write their own warehouse reports.

During the two days, we discussed problems each client is facing in their respective warehouses and workshopped different solutions. Each customer explained their warehouse processes, which was

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## NEW DATASCOPE ELECTRONIC NEWSLETTER

Our quarterly DATASCOPE Newsletter will be sent out electronically going forward. Please e-mail [admin@datascope.co.za](mailto:admin@datascope.co.za) if you have any problems opening this e-mail.



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## SUPER USER TRAINING continues...

certainly a benefit to the others. The achievements which some of our customers have accomplished with DATASCOPE WMS is truly inspiring!

The sessions ended with an overview of our Enhancement System and a Q&A for any current support issues. Each attendee went away with many good ideas and a flash-disk full of professional resource material (e.g. instructional guides, videos and install files for useful management tools).

An on-line survey was performed the following week, which yielded some interesting and insightful feedback. Both attendees and trainers alike enjoyed the two days and the learnings and experience from all the participants was eye-opening to us all.

We will be looking at scheduling regular focussed training sessions on different aspects and DATASCOPE modules, which will be advertised in due course. We look forward to seeing you on these courses in the near future.



## LAUNCHING MYDATASCOPE

Share your success story with the DATASCOPE market. We are encouraging our clients to submit an article on how you have improved your business using DATASCOPE which we will publish in future versions of our newsletter. This gives you the opportunity to share your success and engage with our clients

running DATASCOPE WMS. Achievements such as a great stock take result or improved picking statistics will be appreciated by other DATASCOPE clients.

Please submit your article to Jaylyne on:

[adminassist@datascope.co.za](mailto:adminassist@datascope.co.za).

## TESCARECO SELECTS DATASCOPE

Yet another SYSPRO customer selects DATASCOPE to optimise their distribution centre. TecsaReco is the premier South African supplier of spares and related know-how for all major global domestic appliance brands. It is further the sole distributor in South Africa for certain global brands e.g. Whirlpool/KIC. A 22 -strong branch network, supported by a fleet of 70 vehicles and services the TecsaReco customer base nationally.

Based on very strong business growth over the past 4 years, TecsaReco have identified the need to revamp



their main distribution centre in Johannesburg. DATASCOPE was selected as we offer both the warehouse layout consulting and know-how as well as the software to bring the DC to new levels of service and efficiency.

The project officially started mid-March and go live is expected early August before the companies peak season.

## DATASCOPE F16 THEME

Over the past 10 years, DATASCOPE has held a Strategic Planning Workshop during March each year. A strategic analysis model, adopted from the University of Stellenbosch's Business School is used over this two day workshop.

The model covers the macro environment, porter's competitive forces, competitor analysis, the external driving forces, strategic group maps, key industry success factors, current strategy, business model and value chain, internal issues, SWOT analysis, competitive strengths, and many more.

DATASCOPE was privileged to have Bradley Poliah (Managing Executive - Strategic Accounts - SYSPRO) give a presentation at this session. Bradley covered SYSPRO's recent performance locally plus

internationally and also touched on how to manage key strategic accounts. Good learnings were noted from Bradley's presentation.

At the end of the two day workshop a new Business Plan is compiled for the following fiscal. A business theme is also adopted which is used to portray the essence of what we want to achieve. This fiscal we have adopted F16 - SUM OF ALL THE PARTS and related it back to F1 racing. It is a group effort from the R&D of the racing car, to the driver skills, to the actions in the pits, to the safety car etc. The core theme is specialised teamwork.

With DATASCOPE's growth in South Africa and the recent expansion into Canada, we will need teamwork from every employee in order to ensure that F16 is again another successful year.



## STAFF ANNOUNCEMENT



While Amy is up in Canada, **Javan Morley**, one of our PM's, will take over management of the Support team as well as assist with DATASCOPE WMS implementations.



**Ntateseng Mukwena** joined DATASCOPE'S Support Team on the 1st April 2015, bringing with her 2 years' of IT support experience, a bit of SYSPRO Knowledge and a degree in Computer science.



**Brinda Chetty** joined DATASCOPE'S Development Team in Port Elizabeth on 1st March 2015 as a Senior Software Developer. She has over 10 years development experience ranging from Web based systems to Windows systems.



**Ian Mhlongo** brings with him 2 years of experience as a programmer; mainly SQL, Report writing (SSRS) and .NET Windows Forms. Ian will form part of the Support Team in the Midrand Office. He will be involved in providing technical assistance to the Support team, as well as assist in technical documentation as per business requirement."



## INTERNATIONAL EXPANSION

DATASCOPE has been selected by a leading kitchenware distributor in Canada. We are very excited about this implementation as it is our first implementation in Canada. The SYSPRO VAR involved has been through to South Africa for training and we are now well into the project with the Functional Specification complete, various warehouse layout movements in progress and with preparation for UAT also in progress.

One of our senior staff (Amy Tacon) will be moving to Canada with her fiancé for a year and a half to assist with this project and to continue training the VAR for future projects.

We are looking forward to building a reputable market in Canada just as we have done here in South Africa.

