



PRINTED TRAINING PROGRAM 2021

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Conversation with the Author

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MAX Enterprise Resource Planning (ERP) System Overview

The following graphic illustrates the organization and structure for all 2021 training programs.



The model consists of the following departments or areas:

- MAX – Background concepts.
- Engineering.
- Customers.
- Scheduling.
- Production.
- Materials.
- Finance.
- Information Technology.
- Data & Reporting.

Please take a minute and locate the area on the model above.

Printed Training Program (PT) - Self Study

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MAX - Background Concepts		Lesson			
P/N	Course	1	2	3	4
PT00-BCKG-01	The MAX ERP System	Sales Narratives	MAX Enterprise System Models & Modules	Module Descriptions	Third Party Module Descriptions
PT00-BCKG-02	Manufacturing Control Systems	Manufacturing Control System Models	MAX Order Number Model		
PT00-BCKG-03	Manufacturing Environments	Assessing the Environment	Working Within the Environment	Three Competitive Weapons	
PT00-BCKG-04	Conflict, Industries and Process	The Triad	Volume/Variety Matrix	Standard Processes	
PT00-BCKG-05	Manufacturing Philosophies	A Short History Lesson	Manufacturing Philosophies		
PT00-BCKG-06	Implementation Planning	The Classic Consulting Answer (3 Knobs)	Implementation Planning	Standard MAX Implementation Plan	Auditing ERP Processes for Continuous Improvement
PT00-BCKG-07	20 Keys to Effective ERP	Body of Knowledge & Corporate Culture	Software Implementation & Internal Expertise		
PT00-BCKG-08	Using Key Performance Indicators to Improve Operations	Sixteen Key Performance Indicators	Improving Operations		
PT00-BCKG-09	Strategic Planning	Strategic Planning Model			

Engineering		Lesson				5	6
P/N	Course	1	2	3	4	5	6
PT01-ENG-01	Product Strategy & Structures	Overview of BOM and Structures	Part Master and Part Master Data	Visual BOM	Alternate Processes	Batch Processes	Other Engineering Issues
PT01-ENG-02	Manufacturers Part Control Cross Reference	Manufacturers Part Control					
PT01-ENG-03	Product Configurator	Overview of the Configurator Module	Configurator Setup	Configurator Operation	Convert Configured Order		
PT01-ENG-04	ECO Manager	Module Setup and Configuration	Operating the Module	The ECR Process	The ECO Process		

Customers		Lesson						
P/N	Course	1	2	3	4	5	6	7
PT02-CUST-01	Sales Order Processing	Introduction to Sales Order Processing	System Configuration	Module Setup	Pricing Models & Discounting	Management of the Sales Order Cycle	Sales Commissions	The Consignment Model
PT02-CUST-02	Quoting & Estimating	The Quote Module						
PT02-CUST-03	Small Package Shipping	Integration to Sales Order Processing & Operation						
PT02-CUST-04	Advanced Shipping	Configuration and Setup	Operation and Integration to Sales Order Processing					
PT02-CUST-05	Warranty Tracking & Return Material Authorization (RMA)	System Configuration and Outbound Control	Inbound Control and Interface to Other Systems					
PT02-CUST-06	Electronic Data Interchange (EDI)	Introduction to EDI	Print & Rip EDI					

Scheduling		Lesson			
P/N	Course	1	2	3	4
PT03-SCHD-01	Demand Management	Demand Management	Demand Planning	How Demand Effects MAX Planning	
PT03-SCHD-02	Fundamentals of Planning	Applying Strategy	Introduction to Planning	Working With Reorder Point Planning	Effective Use of Safety Stock
PT03-SCHD-03	Master Scheduling	Fundamentals	Demand Driven MPS	MPS Tactics	
PT03-SCHD-04	Capacity Management	Efficiency, Utilization and Productivity	Rough-cut Capacity Management		
PT03-SCHD-05	Simulation	Planning Simulation			

Production		Lesson						
P/N	Course	1	2	3	4	5	6	7
PT04-PROD-01	Shop Floor Execution	Introduction & Overall Concerns	System Configuration	Lead-time & Backward Scheduling Considerations	Module Setup - Process Strategy Work Centers & Routings	Catching the Order Release Signal	Management of the Shop Order Cycle	Shop Floor Execution Communication
PT04-PROD-02	Subcontract Processing	Subcontract Processing without the Module	The Service Method of Subcontract Processing					
PT04-PROD-03	Maintenance Manager	Definitions, Configuration and Setup	Scheduling Maintenance Operations and Failure Analysis					
PT04-PROD-04	Lean Manufacturing for ERP Users	Introduction to Lean Manufacturing	The Concepts of Value and Waste	The Visual Workplace	Traditonal Lean	Non-traditional Lean Tools	Continuous Improvement	

Materials		Lesson								
P/N	Course	1	2	3	4	5	6	7	8	
PT05-MATL-01	Management & Control of Stockroom / Warehouse Inventory	Inventory Management Basics	System Data & Inventory Transaction Processing System	Inventory Accuracy	Inventory Accuracy Roadmap					
PT05-MATL-02	Physical Inventory	Overview of the Physical Inventory Process	Organization Prior to the Count	The Count	Post Count and Other Related Issues					A Sample Physical Inventory Process
PT05-MATL-03	Cycle Counting	Inventory Management	Cycle Counting Distinctions	Ten Steps to Cycle Counting						
PT05-MATL-04	Advanced Inventory Management	ABC Analysis	Inventory Turns and Days of Supply	Obsolete & Surplus Inventory						Aggregate Inventory Management
PT05-MATL-05	Lot Tracking	Introduction to Lot Tracking	Initialization of Lot tracking	Using Lot Tracking						Recall Manager
PT05-MATL-06	Materials Requirements Planning - Part I - Setup	Definition of Part Type Code	Identification of Codes	Introduction to Order Policies	Order Policy Review	Order Qualifiers	Forecast Consumption	Working with MRP Detail		
PT05-MATL-07	Materials Requirements Planning - Part II	Part Master and Product Structure	MRP Formula	MRP Mechanics	MRP Process	Understanding MRP Output and Exception Messages	Order Release Mechanisms			
PT05-MATL-08	Purchasing Control	Overall Concerns	Module Setup	Catching the Order Release Signal	Management of the PO Cycle	External & Internal Communication	Lead-time Considerations			
PT05-MATL-09	Subcontract Processing	The BOM Method of Subcontract Processing								

Finance		Lesson						
P/N	Course	1	2	3	4	5	6	7
PT06-FIN-01	General Ledger Accounting Basics & Setup	Accounting Integration Model	Account Types, Transaction & Reason Codes	Financial Integration Table Setup & Detailed Transaction Flow	Financial Integration Setup - Balancing Two Systems - MGPD			
PT06-FIN-02	Operational Accounting	Operational Accounting - Sales Orders	Operational Accounting - Purchase Orders	Subcontract Processing	Updating Material Cost Using PPV	Operational Accounting - Manufacturing Activity	Operational Accounting - Manufacturing Activity - Other Transactions	Accounting for Standard Cost Change (Revaluation)
PT06-FIN-03	Product Costing	Introduction to Product Costing and Product Cost Development	Global Variables	Purchased Material Costs	Manufactured Material Costs	Reading the Cost Roll-up Report	The Multiple Cost Option	Operating Under A Standard Cost System
PT06-FIN-04	Financial Reporting	Three Balance Accounts / Reports	From/To Charge Report	End of Period Reporting	Troubleshooting the Out of Balance Condition	The MAX Financial Statement		
PT06-FIN-05	Labor Tracking	Efficiency, Utilization and Productivity	The Labor Tacking Module	MDCM Labor Tacking Functions	The Labor Manager (LabMan) Module			
PT06-FIN-06	Advanced Financial Issues	Foreign Currency Option	Taxation	The Landed Cost Module				

Information Technology (IT)		Lesson						
P/N	Course	1	2	3	4	5	6	7
PT07-IT-01	MAX System Manager - All Users	System Manager Functions for All Users	Other MAX Functions for All Users					
PT07-IT-02	MAX System Manager	System Login & Security	System Administrator Options	System Configuration	Embedded Features	Database Maintenance	Command Line Processes - All	Extract, Transform & Load (ETL) Module
PT07-IT-03	Archive Manager	Introduction to the Archive Manager	Order Centric Archives / Purges	File Centric Archives / Purges				
PT07-IT-04	MAX Data Collection Module	Introduction to Bar Coding & Data Collection	MDCM Software - Server Side	MDCM Software - Client Side & Hardware Considerations	Designing Effective Data Collection Processes			

Data & Reporting		Lesson	
P/N	Course	1	2
PT08-RPT-01	Introduction to Reporting	Fundamentals of Reporting	Converting Data Into Information

D&R - Crystal Reports for MAX		Lesson					
P/N	Course	1	2	3	4	5	6
PT08-RPT-C01	Introduction to Crystal Reports	Crystal Reports Model	Starting a New Report				
PT08-RPT-C02	Linkages & Sub-reports	Link Basics	Linking Methods	Sub-reports	Using SQL In Crystal Reports		
PT08-RPT-C03	Formulas, Variables & Parameters	Introduction to Formulas and Variables	Working With Parameters	Working With Strings	Working With Numbers	Working With Dates	Working With Internal Crystal Functions
PT08-RPT-C04	Working with Groups & Sections	Sorting, Grouping & Summary Functions	Using the Section Expert				
PT08-RPT-C05	That Darned Report Extract Table!	Intro to the Table	Working With the Table				
PT08-RPT-C06	Internal Report Timing	Precedence	Working With Internal Report Timing				

D&R - Data Structures		Lesson		
P/N	Course	1	2	3
PT08-RPT-D02	MAX Data Structures	The MAX Relational Database & Data Tables	Database Schema - Part I	Database Schema - Part II

D&R - Microsoft Excel for MAX		Lesson		
P/N	Course	1	2	3
PT08-RPT-E01	Using Microsoft Excel with MAX	Microsoft Excel Report Model	Excel Analytics - Setup and Administration	Excel Analytics - Operation

D&R - KnowledgeSync for MAX		Lesson	
P/N	Course	1	2
PT08-RPT-K01	Using KnowledgeSync with MAX	KSAA Report Model #	KSAA - Operation #

Note: Almost any On Line Training course can be held in a stand and deliver format - On-site and Remote.



ERP Software