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Greetings!

Many years of experience and growing pains have taught the team here at Patti Engineering that winning in business is all about who is on the bus! With the right team on the bus, the destination must be defined; a detailed road map planning the route is next, followed by the systematic execution of the plan. Of course, keeping the lines of communication open helps avoid the potential unexpected detours and obstacles. In this month's article, we will share our knowledge of how that bus analogy translates into a successful project. Our Vice President of Operations, Ken Kutcek, recently teamed up with one of our partners, Indusoft, to host a webinar on 'Best Practices for System Integrators.' The article highlights the key takeaways.

Patti Engineering's Senior CAD Designer, Mark Schofield, is in the spotlight this month. Mark has been contributing to Patti Engineering's success for more than 12 years. He has a great talent for building both at work and at home. Mark recently wrote an article on his custom chopper build for the February issue of *The Horse Back Street Choppers*.

Last month we covered our participation in Manufacturing in America Symposium hosted by Siemens and Electro-Matic Products. As a follow-up to that, we have a new video on the event - click on the picture to view a glimpse of the fun we had!



[Patti Engineering at the Manufacturing in America Symposium - Click on the picture to view the video!](#)

Thank you for your interest in Patti Engineering!

Best regards,

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Best Practices for System Integrators It's All About Project Management

Ken Kutcek, vice president of operations at Patti Engineering, recently hosted a webinar with InduSoft, an independent SCADA provider. Patti Engineering is an InduSoft Certified Integrator. The webinar, "Best Practices for System Integrators" was filled with helpful tips and success stories. Kutcek reviewed project initiation, development, installation and completion. We would like to share some of Kutcek's advice with our loyal newsletter readers.

Kutchek's first piece of advice for the audience, "A goal without a plan is a wish," kicked off the presentation before he provided a detailed explanation of how to lay out a realistic project management plan - everything from the scope of work, requirements, what hardware and software will be required, the team, necessary training, budget, etc. Kutchek advises to be thorough in the planning process and, "a little pessimism is just good planning."



When it comes to choosing your project team, the critical piece of the puzzle is your lead engineer/project manager. For example, think about the customer and their industry and match them up with your engineer that has the most experience in that industry. Then, the kickoff meetings with your team internally, as well as with the client, should review all of the nuts and bolts that will be involved in the project. Getting off on the right foot is important, and collaboration is key!

A detailed functional specification is essential to a projects success; it becomes road map to design with thoroughly defined and explained functions, features, and operations. Understanding and agreement between integrator and customer must be clear, the functional specification will include:

- Customer requirements
- System requirements
- System overview
- Screen layout / content
- All operator interactions with the system
- All interfaces with other systems or equipment
- Included reports
- System administration, security
- System limitations
- Customer responsibilities
- Functional spec review with customer
- Customer sign-off

[Click here to read the full article](#)

Patti Personnel - Mark Schofield



Patti Engineering's Senior CAD Designer, Mark Schofield, has a tremendous passion for building at work and at home. He has been with the company for more than 12 years and we think it is time to publicly acknowledge how important he is to our team!

In his very first project for Patti Engineering - wiring the new office building - Mark exemplified diligence and professionalism, so when he expressed interest in the job opening at Patti Engineering, President Sam Hoff did not hesitate to hire him. Mark focused on electrical work in his early years at the company and grew into his role as senior CAD designer. In recent years, Mark has also spent time working on locker builds and installs for Patti's sister company, LEID Products. "Mark's dedication to Patti Engineering has been very valuable," said Sam Hoff, president of Patti Engineering. "He works seamlessly

with the entire team, resulting in our whole operation being much more efficient."

Mark grew up in Burton, Michigan and now resides in Grand Blanc with his wife of more than 17 years, Amy. Amy is a fourth grade teacher at the Kearsley Elementary School in Flint, MI. Mark earned a degree in Drafting and Design from Mott Community College. A natural athlete, Mark has coached high school tennis and completed several triathlons. He is an avid runner and has run the Bayshore Marathon.

To challenge his passion for building, Mark recently built a custom motorcycle and his story was featured in the February issue of The Horse Back Street Choppers. Mark contributed an article to the magazine with a detailed explanation of the build. "I had only been riding for about a year when a friend at work convinced me to build a chopper. He was very helpful because he had done one a few years earlier. After talking to him it seemed that buying an old Harley and modifying it would be the best way to go," Mark explains in the story. He came across a 1974 FXE Super Glide on Craigslist at a price he explained to be too good to be true. Check out the before and after photos of his ride. Very impressive! Mark is looking forward to the bike being featured in the magazine's 2014 Calendar.



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