What I Learned by Creating Systems for Five Decades

Principles to save your company thousands of person-hours and a small fortune

Jim Kitzmiller

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Principles to save you thousands of person-hours and a small fortune.

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Also By Jim Kitzmiller

Rocket Fuel for the Soul

Duke Blisser and the Meditating Marines

Conscious Tweets to Contemplate

To those who use their God-given gifts to help make the world a better place.

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1. Foreword

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I Welcome

2. Welcome aboard!

This book is based on the lessons I've learned from creating systems for five decades.

These systems include

- software systems
- personal empowerment systems
- meditation systems
- creativity systems
- self-expression systems
- writing systems

Although thete will be mentions of all the systems, this book mostly focuses on business software systems.

3. Welcome

This is a first draft. So the writing could use some improvement.

However, the advice is valid.

The writing will be much better in future version. There will be better examples.

Thank you in advance for your understanding.

4. Release Cycles

The principles in this section may or may not be useful depending on how often the software is released.

There may be different names, but the following will give you the general idea.

4.1 Waterfall Technique

In this approach, the software development team writes a very detailed specification in advance with plans to adhere to it for a period of time ranging from about six months to a couple of years.

4.2 Spiral Technique

With the spiral technique, there is a software release every couple of weeks or so.

4.3 Continuous Release

This involves modern development techniques such as micro-services.

Obviously some principles are meaningful for specific release cycles.

For example, sign-off phobia would not be meaningful for continuous release development.

II Observing

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8. Perceptions

Do you see the elephant in the room?

What room?

Sometimes we can get so caught up in minutia that we don't even see the big picture.

For example, I know of one time when one major contractor was charging a fortune for his services. And as his way of proving that he was focusing on saving cost for the customer was to nickel and dime a subcontractor was working for a tiny fraction of the main contractors cost.

That is just one of many examples.

Sometimes we have to discipline ourselves or make a regular practice out of seeing the elephants in the room.

This is time well spent.

8.1 Look Upstream

Is sometimes easy to get caught up wearing blinders and just see what is in the immediate environment. However, there can be something upstream from us which is causing a difficulty.

One obvious example is in a river which suddenly stopped flowing. We may have been dependent upon the water from the river and all of a sudden were running dry.

We can spend our time thrashing around in the river right by us, or we could look upstream and see that there was some kind of a blockage in the flow of water.

This applies to much more than rivers of water.

For example there is a snag in the stream of money coming into our company. It could be that some competitor has gotten in touch with our best client and the money stops coming to us. Sales are down.

We can do an analysis and find out which customers are buying less and make a special effort to contact them.

Another example is in problems with homelessness. We could do things like to try to hide from the homeless or move them off to some other city. The more humane and more correct action would be to look at the reasons for homelessness. What is it about the financial system that is leading the poverty and homelessness?

Healing

There are situations where actions at a higher level are superior to actions at more common levels.

For example, physical healing commonly deals with biochemistry.

However, light therapy, including **red light therapy**[1] is upstream from biochemistry - it can change biochemistry. Leanne Venier is the pioneer in this area.

Groups of physicians hire Leanne to speak to them!

Other upstream activities include

- prayer
- true positive thinking. One example is the book **This Thing Called You**[2] by Ernest Holmes.
- laughter. You might be familiar with Norman Cousins who healed an "incurable" bone disease by watching comedies.
- unconditional love. One great book is **Return to Love**[3] by Marianne Williamson.

8.2 Look to the Sides

Sometimes we can get away with just focusing on our immediate environment. Actually that is good to spend the better part of the day doing that.

However, one example might be a military encampment. You would want to have guards looking around the perimeter of the property and make sure that all is well.

[1] https://leannevenier.com/
[2] https://smile.amazon.com/s?k=this+thing+called+you
[3] https://smile.amazon.com/Return-Love-Reflections-Principles-Miracles-ebook/dp/B000VYX944/

Another example could be adjacent houses. There could be a lot of unhappiness in the environment and we don't know exactly what's going on. We could go around and meet our neighbors and get a feel for what's happening. It just may be that there is some kind of illegal activity going on there are some other forms of disruption.

In another case there could be some kind of disruption of electronic signals that are causing an imbalance in our environment.

It also could be smell to the sides. There could be some kind of talk civet toxicity in the environment right next to us. And that could be making people in your own building sick. Many people are not aware of the presence of toxicity. However, they could be affected by it.

There are many examples of looking to the sides. You can do an analysis of what's going on in your environment. It's good to keep notes.

III Basics

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9. Causes and Effects

One cause has many effects.

One effect has many causes.

Win Wenger

Many organizational analysis systems lay out structures in the form of a tree where everything appears in the form of a tree-like structure - there is only one path to any part of the system.

Most mind-mapping software works this way.

The multiplicity of causes led one of my heroes, David Hawkins, to say "Nothing causes anything."

In this case, I prefer Win Wenger's perspective.

Fortunately there is mind mapping software, **The Brain**[1], that can handle multiple causes and effects.

Real life includes multiple causes and multiple effects. This is true for individuals as well as organizations.

[1] https://www.thebrain.com/

10. Simplify Systems

After finishing my Master's degree at Ohio State, I drove to Arizona to work for Sperry Phoenix Company.

Of course, my love of math led me to work in the Research Department. My boss was impressed when I used advanced calculus come up with a simple equation on how to stabilize flight control systems.

I felt my moment of glory and got all puffed up.

Shortly after that, my boss came back and showed me how he could use simple algebra to get the same result.

That was humbling.

Years later, I realized that complexity could be a step towards discovering simplicity.

Creativity for Logical People

Many engineers have used a logical creativity system called TRIZ. http://www.triz40.com/TRIZ_-GB.php It was known as Systematic Inventive Thinking.

Dr. Roni Horowitz had many successes with TRIZ. He went on to create a simpler version that he named ASIT (Advanced Systematic Inventive Thinking).

When using ASIT to find innovative solutions on a system, one of the tools is to try removing some part of the system.

Simplicity marches forward!

However, there are even simpler and more powerful forms of creativity. But that's getting too far away from our topic of "Simplify Systems."

There are other chapters in this book that refer to this theme of "Simplify Systems."

For example, the chapter "Stand on the Shoulders of Giants" gives an example of greatly simplifying database management.

The chapter "Don't cut over. Ooze over." details a simple way to move and convert databases.

11. Systems Include People

Well, okay. You might be able to come up with some exceptions for tiny systems.

But corporate systems always include people whether management ignores the fact or not.

People include employees, contractors, vendors, and customers.

These people have feelings. They have untapped creativity. A well-designed system empowers feelings and creativity.

In spite of the stock-value reputations of soulless corporations, corporations do have souls. You've probably heard the expression "Where two or more are gathered …" But that's a whole different subject.

People radiate energy that synergistically combine to become a corporation's energy.

The intentions and products of a corporation impact the soul of the corporation and impact the morale and energy of the organization. For example, there might be a corporation that poisons our food. But that's a different topic.

Top-level corporations have empowering products and services.

Top-caliber executives empower the happiness and creativity of their people. The organization might have an employee with a title like "Chief Happiness Officer."

Top-level executives can create corporate systems that empower everyone concerned.

I have five decades of experience creating a wide variety systems.

Please feel free to bounce some ideas off me. I would love it.

IV Estimates

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12. Estimates

Two questions always arise at the start of almost every project.

1. How long will it take?
2. How much will it cost?

I'll attempt to make it easier for you to ask or answer these questions.

Beware of estimates by people who aren't doing it.

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20. See the Value of What You Have

You might have seen the movie Pirates of Silicon Valley. It is about the early days of microcomputers, going back to the starts of Microsoft and Apple Computer.

Xerox Palo Alto Research Center developed the first version of Windows. The top brass at Xerox didn't see any value in it. So they simply gave it to Steve Jobs.

About the same time, Steve Wozniak was working for Hewlett-Packard. HP technically could have had ownership for Woz's creations. Wozniak approached HP and asked for the rights to the Apple computer. HP execs didn't see the value and gave everything to Apple.

When Bill Gates was negotiating MS-DOS with IBM, the execs at IBM didn't see any value in the operating system. They thought that the money was only in the hardware. So IBM let Microsoft keep ownership of the software.

Our assets might not fall into the billion dollar category. But they are probably much more valuable than we realize.

It would pay to make an appreciation journal for all we have directly and indirectly (through others).

We can then create an assets document to refer to on a regular basis, perhaps weekly.

Appendix

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About Jim Kitzmiller

Jim can orchestrate the essentials of multiple systems for your company. He can train your people to do the same.

This can include your choice of:

- **software systems**
- **organizational systems**
- **personal empowerment systems**
- **self-expression systems**
- **writing systems**
- **creativity systems**
- **meditation retreats**
- **online office hours**
- **online training**

Jim is a senior systems consultant with over five decades experience creating a wide variety of systems.

If you have any questions or are interested in Jim's services, please send him an email at

JimKitz@gmail.com

or

JimKitzmiller@ProtonMail.com

Jim’s Software Systems

Here is a small sampling of Jim’s software systems. They include systems that Jim wrote for consulting clients as well as systems Jim created on speculation.

Business Management System

Back in the early days of microcomputers, before the emergence of MS-DOS and the IBM PC, the most powerful microcomputer was the Alpha Micro.

The central processor had a whopping 16 bits while the other micros had an 8 bit processor.

Jim created the BMS (Business Management System).

The software included:

- General Ledger
- Accounts Receivable
- Accounts Payable
- Order Entry
- Inventory Control
- Sales Analysis

Everything worked perfectly. Some people used the software to run an accounting business.

Computer stores, e.g., Byte Shops, used the software to demonstrate and sell Alpha Micro computers.

Money Status System

Being eager to make it simple to determine the balance of all his credit cards with one mouse click, Jim created a simple system to do just that. The design was quite secure with all of the login info on the user's computer.

There was a competing company called Yodlee who had $270 million in funding at the time.

Their system stored passwords online and presented a huge security risk. There were two different "round-table" groups of hundreds of banking employees who were trying to deal with the problem.

Report Blaster

This was a report writing system that would email customized reports based on each recipient's data in a database. Jim created this using Visual Basic, Microsoft Access, and Outlook.

HOTS (Hughes Online Tracking System)

This was a process tracking system that Jim developed for Hughes Aircraft.

Trucking Company System

This was a mission critical system that Jim developed for a LTL (less than load) trucking company.

Plating Company System

Jim created this system to make estimates of the profitability of custom jobs for a metal plating company. During the development process, Jim trained the company vice president in software development.

Jim’s Empowerment Systems

In addition to business software systems, Jim has created multiple personal empowerment systems. These include the following.

Intuitive Chi

Intuitive Chi came to me in the 1980s when I was meditating. My head started moving around while I was the observer. I took a slight amount of control to ensure that my head was always moving into comfortable positions.

Other than that I simply followed guidance.

Shortly after that I started using Tai Chi like movements based upon guidance.

The rules are simple.

1. Follow guidance for the movement.
2. Always move into comfort.
3. Don’t run into anyone or anything.

Benefits include

- increased energy
- increased awareness of the here and now

- increase of relaxation and inner peace

It was easy to teach this to others. The results were fabulous!

MultiDimensional Chi

MultiDimensional Chi is *Intuitive Chi* with one or more empowerment tools added. For example, you could add affirmations to *Intuitive Chi*.

The possibilities are limitless.

Jim's morning routine often includes *MultiDimensional Chi* with **Transformational Breath**[1].

Two different meditation systems

These include *Observer Meditations* and *Divine Essence Meditations*.

Observer Meditations help you let go of problems and compulsive thinking.

Divine Essence Meditations help you focus on and identify with *Divine Essence*.

You can experience them with the **Meditation Retreat Web App**[2].

These free meditations could be a complete spiritual path.

Your donations could help keep that web app alive on the Internet.

Paypal: JimKitz@gmail.com

[1] http://www.transformationalbreath.com/

[2] http://PhoneMeditation.com

Novel Writing Course

This novel writing course is especially helpful to participants in *NaNoWriMo* - National Novel Writing Month. *NaNoWriMo* is an annual challenge where people worldwide take on the challenge of writing a 50,000+ first draft of a novel in November.

It's a great way to boost creativity and self-confidence.

My course[3] helps writers accomplish this challenge.

Bliss Exercises

Jim's book ***Rocket Fuel for the Soul***[4] teaches over 400 blissercises (bliss exercises) that helps raise the participant to a state if bliss. These are twenty minute writing or speaking exercises spread over a large area of life.

Bliss Writing

This is writing to raise the happiness level of the writer. There are no bad guys. There are no challenging problems. It's simply feel good stuff.

The printed version of an example book is available on [***Amazon***[5].

[3]

[4] https://leanpub.com/blissercise

[5] https://www.amazon.com/Duke-Blisser-Meditating-Marines-creativity/dp/1499503296/

An ebook version is available on ***Leanpub***[6].

Mozart Flow

The Mozart Flow[7] is the foundation of **all deliberate creativity**. It might possibly be the foundation of all deliberate productivity.

Here are the seven basic steps.

1. Beingness
2. Intention
3. Structures. You can read more on this below.
4. Interest / attention
5. Ideas
6. Actions
7. Results

For our purposes here, a structure is one of many hundreds of creativity processes that you can use for the current pass through *The Mozart Flow*.

Yes, you will typically cycle through *The Mozart Flow* repeatedly.

Sometimes you might pass through some of the seven steps without noticing them.

You can use *The Mozart Flow* for a boatload of different purposes including ideas for new products and services.

[6] https://leanpub.com/meditating-marines
[7] http://MozartFlow.com/

Jim's Consulting Services

Jim works remotely from his office in North San Diego County, California. If your team uses an online office tool, such as **Sococo**[8], you can arrange scheduled office hours or meeting hours.

Clients can book forty hour one month retainers. They retainers are scheduled on a first book, first serve basis. Of course, Jim is available during hours that work for you.

You can schedule the start date anytime you want, as long as Jim is available.

For more info, you can email Jim at

JimKitz@gmail.com

or

JimKitzmiller@ProtonMail.com

We probably won't decide right away if we want to work together. We can start with one or more phone calls or video chats.

Jim is looking for win win win engagements. You and your company win. The world wins. And Jim wins.

This could be very empowering for all concerned. And it could be a lot of fun.

[8] https://www.sococo.com/