

# PROGRAM AGENDA

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## SUNDAY • October 11

Time Registration Open & Exhibit Set-Up (5:00 – 7:00pm)

## MONDAY • October 12

Time Exhibits & Registration Open

9:00am

### GENERAL SESSION

9:00 Conference Welcome & Overview / Vendor Introductions

9:45 **KEYNOTE ADDRESS:**



### Products, Services...and Now the "Experience Economy"

ED BOCLAIR - SVP North America - QAD, Inc.

Is the "experience economy" the next area for differentiation? What we can we learn from Starbucks, Amazon, and American Girl? Future economic growth lies in the value of experiences and transformations -- goods and services are no longer enough.

10:45am Break / Visit The Exhibits

### CONCURRENT TRACK SESSIONS

	<u>MANUFACTURING TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>FINANCIAL TRACK</u>
11:00am	<b>Tracking &amp; Product Genealogy</b> MICHAEL OCHI - QAD, Inc. Tracking and tracing packaged inventory or item unit serial numbers through business processes is becoming critical in many industries. Learn how new QAD solutions will allow you to adapt more efficient and agile business processes during receiving, quality inspections, production replenishment or shipping and enable you compliance according to specific industry mandates (automotive, life science...) by tracking, tracing and controlling your inventory based on capture of new introduced dimensions for serialization, lot attributes and quality test results.	<b>Real-Time Data Replication With Progress OpenEdge Pro2</b> TERRY MAYS - Progress BravePoint Progress OpenEdge Pro2 is a data replication strategy for Progress users that eliminates those hurdles and allows you to make the most of your data. With OpenEdge Pro2, you create a channel for transferring Progress data into a SQL Server, Oracle or a target Progress database for efficient reporting and analysis. As your data is updated in Progress, it is replicated to your desired database. With OpenEdge Pro2, you have the power to run your IT department the way that you want.	<b>QAD Enterprise Edition Financials</b> AVERY WEISFELD - QAD, Inc. More customers are now moving to QAD's Enterprise Edition Financials. Come see what's new, what's different from SE and discuss why it would benefit your company to begin planning your upgrade today. Understand the power of the latest financial version of 2015 EE. View a live session of some of the key areas such GL, Financial Reporting, A/P, and A/R transactions.

12:00pm Luncheon

	<u>MANUFACTURING TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>FINANCIAL TRACK</u>
1:00pm	<b>Hidden Treasures in the .Net UI</b> SCOTT DULECKI - Progress BravePoint You've been hearing about the .Net UI for years. You've seen it at user groups. You might even have it in place. Even if you have, Scott Dulecki thinks that you may not yet taking full advantage of it. In this session, Scott will take you for a journey through a number of the treasures contained within the .Net UI that you may have walked right on by.	<b>Disaster Recovery With QAD</b> DARREN RHOADS - Progress BravePoint Not only do natural disasters seriously wreak havoc for day-to-day activities and business operations but hardware failures, human errors, and other unplanned events can disrupt your business and manufacturing floor activities. This session will go over disaster recovery planning options and how to implement them. After this session, you should be able to compare the discussed best practices with what you have in place at your home office.	<b>Financial Sales and Operations Planning</b> OYKU ASIKOGLU - QAD, Inc. FS&OP, often referred to as Advanced Sales & Operations Planning or Integrated Business Planning (IBP), enables organizations to understand the financial impact of each decision made in the S&OP process. This presentation will cover the best practices, process and the technology that enables FS&OP.

2:00pm Break / Visit The Exhibits

	<u>MANUFACTURING TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>FINANCIAL TRACK</u>
2:30pm	<b>Effective Material Handling</b> MICHAEL OCHI - QAD, Inc. Interested in finding out how to improve your inventory operations using QAD's new Automation Solutions product? Learn how to capture data in a simplified manner and print custom labels while using handheld devices.	<b>Cyberquery Case Study</b> MIKE MAIN - Cyberscience Corp. This case study will show how Cyberquery has been successfully deployed at a QAD customer site. Come see how Cyberquery is used to generate all the necessary QAD forms and reports running from a QAD menu.	<b>Control Your Financial Data and Reduce Tedious Accounting Tasks</b> ALEX KIM - 32 Soft Inc. Frustrated with the tedious management of Accounting data in QAD, Ken McCutchen of Kobe Aluminum set out to increase his department's efficiency and streamline accounting tasks—from budgets and journal entries to AP vouchers and cost management. He'll talk about how adopting 32 Soft's Data Loader technology allowed him to transform his department's data management processes, resulting in greater productivity, fewer errors, and happier workers.

3:30pm Break / Visit The Exhibits

# PROGRAM AGENDA

	<u>MANUFACTURING TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
4:00pm	<b>Quality Management</b> CRIS ANDERSON - QAD, Inc. How are you managing your quality? Move away from error-prone, paper based, or highly manual systems into an automated solution with QAD's Quality Management Software. We will be covering a basic overview of the QMS software as well as demonstrating some of the mobile application functionality. We will specifically look at Inspections, Corrective Action Preventative Actions, Nonconformance Reports, and Document Control modules and how they flow seamlessly between desktop and mobile applications.	<b>Managing Business Access Conflicts</b> SRIKANTH SRINIVASAN - Thirdware IT and Security teams expend massive effort to oversee and resolve business access conflicts in day-to-day QAD usage. Thirdware, in collaboration with our customers, has automated the process of provisioning business access and related upstream/downstream process. This has enabled our customers to manage business access with minimal or no IT/Security team intervention, address audit concerns, and prevent business access conflicts from arising in future.	<b>QAD/Progress Data Encryptions</b> JOHN SCHMIDT Strategic Information Group Security is vital for anyone utilizing, building or supporting business applications today. In this session we will explore Progress Transparent Data Encryption as it relates to Progress Databases in a QAD environment, conceptually and from planning and implementation to go-live. All companies can benefit from the assurance of protected data whether required by regulatory compliance or not.
5:00pm-6:30pm	Vendor Hall Reception		
<b>TUESDAY • October 13</b>			
7:30am	Buffet Breakfast		
8:30am	<b>GENERAL SESSION</b> <div style="border: 1px solid black; padding: 5px;"> <b>Panel Discussion: Managed DBA Services</b>                      C'mon! Everybody's doing it! You don't want to be left out, do you? No, this isn't high school... this is managing your database. And while good DBAs make your life easy, they occasionally like a life as well. In this session, a panel will discuss the benefits, hazards, and tradeoffs involved in trusting your company's precious data and databases to outside sources.                 </div>		
9:30am	Break / Visit The Exhibits		
<b>CONCURRENT TRACK SESSIONS</b>			
	<u>MANUFACTURING TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
9:45am	<b>Advanced Repetitive (PART 1: Set-Up)</b> DAVE MAJOR Strategic Information Group Part 1 of this two-part session will cover: Address and Site Codes; Work Centers and Locations; Differentiating Inventory (Optional) Subcontractors and Work Centers; Automatic Inventory Movement; Generating Cost Data Other Item Planning Data; Product Structures and Operation Codes; Production Lines	<b>Automate Your QAD Invoicing for Increased Productivity</b> ALEX KIM - 32 Soft Inc. WALTER PICADO - Vention Medical Find out how easy it is to bring Auto-Invoicing to your company! Walter Picado will discuss the benefits and increased productivity they've enjoyed since they implemented Auto-Invoicing at Vention Medical. He'll explain how they replaced this tedious, time-consuming, manual task with a fully automated process that eliminates errors, significantly reduces time and cost, and improves cash flow!	<b>Gold in Your Pocket: Process Maps in Real Practical Use</b> SCOTT DULECKI - Progress BravePoint In this presentation, Scott will share tried-and-true tools and techniques that make Process Maps effective for end users as well as newer things to take advantage of. From simple maps to places where end users will spend all their time and have all their reference material at their fingertips, Scott will show you even more ways to keep your end users happy and efficient.
10:45am	Break / Visit The Exhibits		
	<u>MANUFACTURING TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
11:00am	<b>Advanced Repetitive (PART 2: Reporting &amp; Costing)</b> DAVE MAJOR Strategic Information Group Part 2 of this two-part session will cover: Labor Reporting & Backflush Transaction Repetitive Labor and Burden Calculations Non Productive Labor Labor and Burden/Rate Variances Materials Scrap/Method Change Variance Down time Transactions Closing the Cum Order Post Accumulated Variance WIP Transfer	<b>Global Visibility &amp; Collaboration Using Single Click Technology</b> OYKU ASIKOGLU - QAD, Inc. This session will cover the importance of translating strategic goals into execution with global visibility and determination impact of different scenarios on global operations. Dynasys provides an advanced decision making tool fast enough to understand the global impact of different plans in seconds and also enables collaboration with relevant stake-holders. The user friendly interface standardizes and simplifies even the most complicated operational plans and enables information that is needed with a single-click.	<b>Performance Tuning</b> DARREN RHOADS - Progress BravePoint Are your users experiencing the best performance for your company's hardware dollars? Machine costs have certainly come down recently and relative performance of that hardware has increased. However, unless you have configured and tuned your QAD environment to effectively use these resources, your users may still not be experiencing the most outstanding performance possible. This session will show how a few typical database configurations can be changed and start-up parameters can be tuned to reach peak performance for your QAD environment.
12:00pm	Luncheon / Conference Wrap-Up		

## DoubleTree Philadelphia Airport

4509 Island Ave.  
Philadelphia, PA 19153  
(215) 365-4150



### OVERVIEW

The DoubleTree by Hilton Philadelphia Airport hotel is dedicated to providing the ultimate experience for each and every one of our guests. From the moment you walk through our doors, you will be welcomed with a smile and the world-class service you've come to expect from Hilton. We look forward to ensuring your stay in Philadelphia is one you will never forget!



### TRANSPORTATION

The DoubleTree is adjacent to the Philadelphia International Airport and offers complimentary shuttle service to and from the airport, 24-hours a day. To schedule a pick-up at your arrival location simply call the hotel directly: (215) 365-4150. Cab fare is approximately \$10.



**SEUG Conference Rate:**  
\$109/night (sgl/dbl)

**Reservations:**  
(215) 365-4150

**SPEAKERS and SESSIONS SUBJECT TO CHANGE**