

PROGRAM AGENDA

Thank You
Conference
Sponsors:

GOLD SPONSORS:



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learn.

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network.



SUNDAY • September 15

Time

Registration Open & Exhibit Set-Up (2:00 – 7:00pm)

MONDAY • September 16

Time

Check-In / Buffet Breakfast

8:00am

9:00am **GENERAL SESSION**
Conference Welcome & Overview / Vendor Introductions

9:45 **WELCOME KEYNOTE ADDRESS:**



**Driving Disruptive Innovation:
Through The Looking Glass**

TOM ROBERTS - VP, Automotive & Mobility – QAD, Inc.

Tom will discuss unforeseen challenges that today's manufacturers have when trying to absorb and/or capitalize on advanced technologies. Many companies have inherent prohibitors in their processes and systems that bar the wide-spread adoption of technology. We will discuss very specific examples of technologies and accelerators for adoption.

10:30am

Break / Visit The Exhibits

CONCURRENT TRACK SESSIONS

11:00am

TRACK #1

Browse Collection

BOBBY YEOMANS
Strategic Information Group

Are you tired of opening multiple screens to find the answer. Are you tired of re-typing data into multiple screens? Let's build a browse collection to simplify and streamline your process.

SPONSOR TRACK

Azure OE Case Study

DANIEL DIMM - Strategic

AzureOE is an affordable, reliable, real-time Progress® to MS/SQL Data Replication utilizing the Microsoft Azure Cloud and your favorite reporting solutions. Learn about a QAD customer's journey to get a real-time, affordable solution to replicate QAD data to MS/SQL and open the world of possibilities for reporting. Transform your company's data to support informed decision making, gain insight and spot trends as they happen in real-time.

AUTOMOTIVE TRACK

Supplier Portal for Automotive

TOM REITER - QAD, Inc.

QAD Supplier Portal is a supplier collaboration, management and inventory visibility solution that allows manufacturers and their authorized suppliers to share information about inventory, scheduling, purchase orders, shipments, Kanban, invoices, bills of material and more. The Supplier Portal also helps automotive manufacturers meet MMOG/LE standards.

12:00pm

Luncheon / Networking

1:00pm

EAM: Metrics That Matter

NANCY MAJURE | JON EDWARDS
QAD, Inc.

Companies often struggle with not having the right data available to make good business decisions or they find they are measuring the wrong things to drive their desired outcomes. Come join us for this session to discover how to measure the right indicators to drive the right behaviors. We will include some handy tips for master data, too, so that you can produce Metrics that Matter!

Keep QAD Fit & Trim With Pro2 Archive Services

ALEX OLIVERI - Progress

Progress Services' Archive/Delete Utility makes the task of archiving and deleting data from QAD simple and easy with its user-friendly interface that allows complete control over scheduling and executing the process. Additionally, Pro2Archive facilitates the challenge of deletion, archival or storage of QAD invoices, orders, transaction histories, or customer information. Keep your QAD system optimized while maintaining complete access to historical information.

QAD Channel Islands for Automotive

KELLY ANDREWS | TERRY ONICA
QAD, Inc.

The September release of QAD Adaptive ERP including the next-generation user experience and QAD Enterprise Platform will provide a robust set of automotive solutions to help organizations adapt quickly to change. In this session, the presenters will highlight key automotive functionality and the Web UI User Experience for automotive suppliers.

2:00pm

Break / Visit The Exhibits

2:30pm

What Do You Mean It's Free?

SCOTT DULECKI
Sungate Solutions

There's no such thing as a free lunch, but there IS free software. In this session, Scott will be looking at a number of different tools and utilities that can make life easier for most QAD/Progress customers. And best of all, these tools and utilities won't break the budget - they are available for free!

Cyberquery

MIKE MAIN / BRENT BECKER
Cyberscience Corp.

This session will offer an overview of how QAD customers use Cyberquery to communicate throughout their organization. From sales reporting to display screens on the factory floor, the tool's flexibility provides seamless views into an organization's activity.

MMOG/LE v5 and the New Platform

TERRY ONICA - QAD, Inc.

Organizations in the automotive industry will need to ensure that their suppliers bring their logistics operations up to speed to MMOG/LE Version 5 standards. MMOG/LE V5 will be only offered in the Cloud in 2020 are you ready?

3:30pm

Break / Visit The Exhibits

PROGRAM AGENDA

TRACK #1

QAD's Demand & Supply Chain Planning Solution

SCOTT SPYKER
Scott Sheldon, LLC

See an overview of QAD's Demand and Supply Chain Planning solution along with real-world benefits based on our implementation experience. This session will also offer a demonstration of DSCP key features and discuss how outputs and analytics can be utilized within your business to drive bottom-line value. We will wrap-up with our rapid implementation approach and path to success.

4:00pm

TRACK #2

Variances: The Canary in the Coalmine

CARLOS COLEMENARES
Sungate Solutions

In a standard cost system, variances measure cost deviations that occur in the normal operation. Their analysis provides insights into the company's operations and like the canary in a coal mine, their behavior warns you when things are starting to go badly. In this presentation Carlos will review the types of variances that QAD manages and how they are calculated so that you know which canaries to pay attention to first.

AUTOMOTIVE TRACK

Positioning ERP Operational Capability and MES

GLENN GRANEY - QAD, Inc.

Traditionally, ERP is a planning and business function that executes on weekly or even monthly cycles. The integration of Production Execution operational capability enables a more responsive ERP system, improved service levels, and improved operational effectiveness.

Vendor Hall Reception

TUESDAY • September 17

Buffet Breakfast / Visit the Exhibits

GENERAL SESSION: Meeting the Challenges of Modern Manufacturing



GLENN GRANEY - QAD, Inc.

Manufacturers continue to be challenged to exceed the expectation of their customers while enduring continual change and market disruptions. QAD identifies the common challenges and addresses our joint effort with our customers to address today and tomorrow's requirements.

Break / Visit The Exhibits

CONCURRENT TRACK SESSIONS

TRACK #1

Managing Exempt Sales

CHRIS ROSSINI - Avalara

The recent Supreme Court ruling South Dakota vs. Wayfair continues to have dramatic impact as it expands nexus obligations for many remote sellers. We'll summarize how economic nexus may impact your exempt sales and overall sales tax compliance picture, what details require special attention, and how to evaluate your supply chain and drop shipping relationships to understand how they influence sales tax obligations.

9:45am

TRACK #2

QAD's EBIDTA Initiative

JIM GREEN - QAD, Inc.

QAD has developed an approach to identify EBITDA (earnings before interest, taxes, depreciation, and amortization) leakage and recommendations for improvement. Leveraging better use of product and processes to increase EBITDA / profitability. Learn more about this offering and how it fits into QAD's Customer Engagement methodology.

AUTOMOTIVE TRACK

QAD Automation Solutions for Automotive Suppliers

ADAM KACALA - QAD, Inc.

Learn how QAD Automation Solutions can help to resolve typical challenges faced by Automotive Suppliers with the most recent additions to product functionality like Automotive Compliance Packages (Honda and Toyota), Warehousing Extensions and AS Automotive Library of transactions.

Break / Visit The Exhibits

Managing Modern QAD Databases

ALEX OLIVERI - Progress

The QAD and OpenEdge database has added many new features over the past decade. These features can have a dramatic affect on the performance of your QAD system. Finding a qualified DBA to work in this ever-changing environment can be expensive and challenging. The Progress MDBA program has hundreds of customers and manages thousands of databases providing stability and performance with a worldwide team of experts.

11:00am

Streamlining Finance Operations With QAD Invoicing

SUSAN GABERT - QAD, Inc.

Learn how to leverage the latest trends on electronic invoicing to drive operational efficiencies, reduce costs, improve process efficiency and improve customer service while staying compliant with global electronic tax regulations. Learn how you can automate the processing of supplier invoices using the automated matching analysis, invoice approval workflow, and automated booking capabilities provided by the QAD invoicing solution.

Advanced Product Quality Planning

MICHAEL MALLEN - QAD, Inc.

When companies rush to bring product to market, they often discover problems after the launch. Customer can lose confidence in your business when your products have flaws. APQP helps you catch these problems before the product launches. This session will highlight challenge manufacturers are facing in today's environment, case studies of actual issues and how APQP can be optimized by using the right EQMS.

Conference Wrap-Up & BOD Elections / Box Lunch & Prize Drawings

SPEAKERS and SESSIONS SUBJECT TO CHANGE

Westin Poinsett Greenville

120 S. Main Street
Greenville, SC 29601
(864) 421-9700



OVERVIEW

The Westin Poinsett Hotel is rich with history and just moments from attractions including the Greenville Zoo and the Bon Secours Wellness Arena. Greenville's best shopping and dining are within steps of our hotel as well. Gorgeously appointed rooms and suites are designed to enhance your well-being, and include the famous Heavenly Bed® and Heavenly Shower/Bath®. Stay fit and focused with a visit to the WestinWORKOUT® Fitness Studio, or stop by Spoonbread Restaurant for delicious, Southern-accented cuisine.



TRANSPORTATION

The Westin Poinsett is approximately 25 minutes from Greenville-Spartanburg (GSP) International Airport. The hotel offers complementary shuttle service to and from the airport on an hourly basis. Reservations must be made ahead of time to reserve your pick-up. Please call the hotel directly to reserve: (864) 421-9700

Valet parking is \$20 per day for hotel guests. Self-parking is also available for guests at \$7.50/day.