PROGRAM AGENDA

Time	**SUNDAY ● September 15**
	Registration Open & Exhibit Set-Up (2:00 – 7:00pm)

Time	**MONDAY ● September 16**
8:00am	Check-In / Buffet Breakfast
9:00am	**GENERAL SESSION**
	Conference Welcome & Overview / Vendor & Sponsor Introductions

CONCURRENT TRACK SESSIONS

Time	TRACK #1	SPONSOR TRACK
9:30am	**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.	**Azure OE Case Study** DANIEL DIMM – Strategic Information Group 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.
10:30am	Break / Visit The Exhibits	
11:00am	**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.

12:00pm	**Luncheon / Networking**
	LUNCHEON KEYNOTE ADDRESS: **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 tomorrows requirements.
2:00pm	Break / Visit The Exhibits

CONCURRENT TRACK SESSIONS

Time	TRACK #1	SPONSOR TRACK
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.
3:30pm	Break / Visit The Exhibits	

PROGRAM AGENDA

	TRACK #1	TRACK #2
	Advanced Product Quality Planning	**Variances: The Canary in the Coalmine**
4:00pm	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.	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.
5:00pm-6:30pm	**Vendor Hall Reception**	

TUESDAY ● September 17

7:30am	**Buffet Breakfast / Visit the Exhibits**	

CONCURRENT TRACK SESSIONS

	TRACK #1	TRACK #2
	Managing Exempt Sales	**QAD's EBIDTA Initiative**
8:30am	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.	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.
9:30am	**Break / Visit The Exhibits**	
	Managing Modern QAD Databases	**Streamlining Finance Operations With QAD eInvoicing**
10:00am	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.	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 eInvoicing solution.
11:00am	**Break / Visit The Exhibits**	
	QAD Automation Solutions	**Case Study: Simplify Your EDI Mapping & Ongoing Maintenance**
11:15am	ADAM KACALA - QAD, Inc. Learn how QAD Automation Solutions can help to resolve typical challenges faced by manufacturing companies, and how data collection and electronically driven warehouse management process can drive down the cost of goods sold.	JONI JONES – Nanosonics, Inc.. JOHN GRAHAM - Strategic Information Group QAD EDI requires two sets of maps to be developed in the traditional model. SNF is QAD facing and needs be translated to the required trading partner format, (X12, EDIFACT, XML, etc.). This session will demonstrate how Nanosonics implemented SIGEDI to skip the SNF mapping exercise and continue to utilize their selected VAN. Learn how you can reduce your time to implement new trading partner transactions, reduce the testing required, and make day to day operations more streamlined, reducing error identification and remediation.
12:15pm	**Conference Wrap-Up & BOD Elections / Box Lunch & Prize Drawings**	

SPEAKERS and SESSIONS SUBJECT TO CHANGE