


# PROGRAM AGENDA

## SUNDAY • April 18

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

## MONDAY • April 19

Time Registration & Exhibit Set-Up (from 8:00am – 9:00am)

8:00am Exhibits Open / Buffet Breakfast *sponsored by:* 

### 9:00am GENERAL SESSION

9:00 Welcome / Introductory Remarks

9:15 Vendor Introductions

9:45 **KEYNOTE ADDRESS**

#### ***QAD Strategic Direction, Outlook & Product Updates***



PAMELA LOPKER – President & Founder, QAD Inc.

Hear how QAD is building many improvements to core manufacturing applications to give QAD customers a competitive advantage. Hear about product direction that will enable your business to operate as a lean enterprise to improve efficiency. Learn how QAD has expanded its current product offerings with QAD Enterprise Applications 2010.

10:45am Break / Visit The Exhibits

### CONCURRENT TRACK SESSIONS

	<u>MANUFACTURING TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
11:00am	<b>Master &amp; Production Scheduling Workbenches</b> JOE PHELAN - QAD, Inc. Come hear about the planning and scheduling business process QAD is building with the master and production scheduling workbenches (MSW & PSW).	<b>Making Better Decisions: QAD Business Intelligence</b> ROBERT CRAMER – QAD, Inc. You've identified a problem in your supply chain. Making the best decisions means accumulating the data, analyzing, collaborating, and tracking the results of your decisions. Hear how QAD's all new BI 3.0 solution supports this process allowing you to more quickly and confidently address problems.	<b>.Net UI: Tips &amp; Tricks</b> STACY ELWOOD - BravePoint This session will cover some of the tips and tricks to get the most out of your QAD .NET UI, including how to handle multiple servers (production, test, development, etc), creating and setting up better looking reports, as well as how to make the Operational Metrics work for you.

12:00pm LUNCHEON *sponsored by:* 

	<u>MANUFACTURING TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
1:00pm	<b>Realize Improved Supply Chain Performance</b> TOM BUFFO - QAD, Inc. How can we improve our game to become a completely demand-driven supply network? The Supply Chain must be responsive, highly visible, and cost effective. Come to this session to hear about on-demand solutions that will enable a demand-driven supply network.	<b>QAD's New Direct Store Delivery Partner Solution</b> STEVE WOBSCHELL - QAD, Inc. ROBERT HOCHBERG - NCS Through the use of mobile technologies, route planning and management, and shared Point of Sales (POS) data, the DSD supplier can more quickly sense what is moving through the store and respond three times faster with DSD processes than traditional retail delivery system. Drive efficiency and create unsurpassed value with innovative and rapidly deployed Direct Store Delivery solutions that are fully integrated to your QAD Enterprise Solution.	<b>User Case Study: Qxtend Implementation</b> ED BENINCASA – FN Manufacturing FN Mfg began work last year using Qxtend for the upload of data into the QAD system for the 2007-1 version of MFG PRO. Their project covered the use of Qxtend to send data from the PTC system to the QAD system as well as replacement for data CIM loads and how they are taking delimited or fixed file formats and converting them into a QDOC for Qxtend uploads. This session will cover where they are at, what they did to get there, any issues they had, as well as a demonstration of the Qxtend process for CIM load replacement.

	<u>FINANCIAL TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
2:00pm	<b>Enterprise Edition Financials: Why Should I Upgrade?</b> LANCE LaCROSS – QAD, Inc. QAD's new Enterprise Edition Financials is now generally available. Come see what's new, what's different and discuss why it would benefit your company to begin planning your upgrade today.	<b>Automating the External Reporting Process Including XBRL</b> CLARK MUSE – Clarity Systems The session will be delivered within the context of QAD and will describe specific customer cases. Additionally, a short demo will be provided. XBRL is an important topic as is compliance reporting the generation of 10K's, 10Q's, annual reports, etc.	<b>What Do You Mean It's FREE?</b> SCOTT DULECKI - BravePoint There's no such thing as a free lunch, but there <i>IS</i> 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 customers. And best of all, these tools and utilities won't break the budget - they are available free of charge!

3:00pm Break / Visit The Exhibits

learn.

share.

network.

### 10 REASONS TO ATTEND SEUG:

- Peer Contacts
- Product Updates
- Networking
- Product Demos
- Peer Knowledge
- 3<sup>rd</sup> Party Solutions
- Interactive Discussions
- Vertical Market Tracks
- End-User Education
- QAD/User Interaction



# PROGRAM AGENDA

	<u>FINANCIAL TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
3:30pm	<b>Finance &amp; Accounting Considerations For an Implementation or Upgrade</b> ANDREW VITULLO - Logan Consulting This session will focus on finance and accounting consideration for your ERP upgrade and implementation projects. Content will include pre-project planning objectives for companies migrating from multi-database pre-domain configuration to a single database multi-domain configuration. Additional content will focus on chart of account configuration, as well as a discussion on charts of accounts conversions.	<b>Increase Customer Satisfaction and Reduce Costs with Improved Warehousing Capability</b> TOM BUFFO - QAD, Inc. Proper warehousing techniques can help reduce overall costs related to selling and distributing our products. The speaker will review recent industry trends in warehousing along with industry analyst data. QAD Warehousing provides a flexible, highly configurable warehouse management system that supports simple to complex warehousing operations in virtually any configuration. If you want to learn more about improving inventory and shipping accuracy while reducing labor costs, come to this session!	<b>Customer Case Study: MFG/PRO Process Editor System</b> ED BENINCASA – FN Manufacturing MFG PRO's process editor and flow charting system can be used to provide users with process flows and data integration among various systems and documents. This session will cover the basic usage and support of the system from a user and technical support perspective. The version that will be covered is the one that comes with desktop 2.5 running on MFG PRO 2007-1.

5:00pm **VENDOR RECEPTION** sponsored by: **BRAVEPOINT**

## TUESDAY • April 20

Time 7:30am **Buffet Breakfast** sponsored by: **LOGAN CONSULTING**

	<u>MANUFACTURING TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
8:30am	<b>QAD Manufacturing Strategy &amp; Direction</b> JOE PHELAN - QAD, Inc. QAD has listened to its customers and would like to share with you the exciting new manufacturing capabilities we have been working on for discrete, repetitive and process manufacturing. We will also share future thoughts for manufacturing development that we have on which we would like to get your input.	<b>Easy On-Boarding: Tools For Fast Implementations</b> DAVID DOYLE – QAD, Inc. Learn new tools from QAD that assist in setting up a new site, upgrade a current site, and train users in industry best practices for activities such as receiving, shipping, and Manufacturing activities. Easy On Board (EOB) asks a series of questions that automatically fills Control Screens, help you prepare and convert master file data, build generalized codes, load system codes, and build the database for a new site.	<b>Quality Management Software: Doing More With Less</b> PHIL FRIEDMAN – QAD, Inc. BOB HERDOIZA – Cebos Ltd. Regulated or not regulated - Quality is critical to customer satisfaction and driving growth. Learn how L&W Engineering, leveraging QAD's new quality partner Cebos, has gained operational efficiency while meeting compliance requirements.

	<u>FINANCIAL TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
9:30am	<b>IFRS / SOX Update</b> LANCE LaCROSS – QAD, Inc. In 2008, the SEC issued a proposed roadmap with timeline and key mile stones for moving to IFRS (International Financial Reporting Standards). This is the beginning of allowing early adoption for US public companies with this changing global accounting standard. Along with requirements stipulated by SarbanesOxley, this session will include a review and a discussion on the future effect to US corporations.	<b>Archive Faster Benefits, Flexibility, and Lower Risk With On-Demand</b> DOUG GILKEY – QAD, Inc. Learn how Cloud Computing or On Demand can help your business meet their QAD EA deployment objectives with less risk, shorter time to benefit, and less cost vs. a traditional in-house deployment of QAD EA. Hear how global companies use QAD in a hosted On-Demand environment, potential cost savings and how to deal with implementation and operational issues.	<b>How To Perform CIM Loads Using Progress Re-Direction</b> BOBBY YEOMANS Diamond Crystal BOBBY DURAN Sagus International Come see how to use Progress Re-direction for simplified screens, mass loading of data, and passing of data to QAD programs.

10:30am **Break / Visit The Exhibits**

	<u>FINANCIAL TRACK</u>	<u>BUSINESS PROCESS TRACK</u>	<u>TECHNICAL TRACK</u>
11:00am	<b>Setting Up Taxes Using Global Tax Management: A Practical Approach</b> ANDREW VITULLO – Logan Consulting Learn how to configure your MFG/PRO database for U.S. and Canadian Taxes using Global Tax Management. This session will focus on Setting up GTM without the need for GTM interfaces. Attendees will gain first-hand knowledge that will allow them to configure GTM and calculate the appropriate Sales, Use or GST taxes on sales and purchasing transactions.	<b>Spreadsheet Automation in QAD</b> DEANA GODWIN Global Software, Inc. Without the use of secure and dynamic spreadsheet automation technology, preconfigured for the QAD enterprise software environment, your operational analysis and reporting can be cumbersome and provoke data integrity issues. This session will review how this technology allows user organizations to access critical QAD data with limited IT intervention. In addition, attendees will learn how to enhance the QAD experience through Microsoft Excel.	<b>Improve Efficiency: The Advantages of Upgrading</b> ROMEO SEQUEIRA – QAD, Inc. Understand the business and technical advantages of upgrading to QAD 2009.1 EE, including Business Considerations, Technical Considerations, Security Considerations, and Customization considerations. Learn key comments to consider as well as the Return on Investment you can achieve (white paper on Driving Business Values with an ERP Upgrade).

12:00pm **Luncheon / Conference Wrap-Up** sponsored by: **Strategic INFORMATION GROUP**

**Royal Plaza Hotel**  
 1905 Hotel Plaza Blvd.  
 Lake Buena Vista, FL 32830  
 (407) 828-2828



### OVERVIEW

The Royal Plaza, a Downtown Disney® Resort Area Hotel in Lake Buena Vista, is the ideal for both business and pleasure. As an Official Walt Disney World® Hotel, the Royal Plaza offers complimentary transportation to all theme parks, water parks and the Downtown Disney® area.

You'll also get priority seating for Disney dinner shows and theme park restaurants. And after a full day of excitement you can relax and unwind in a heated pool, spa, or luxurious guestrooms.

### Features & Amenities

- Heated pool with oversize deck and poolside bar & jacuzzi
- Fitness Center
- Four lighted tennis courts
- Wireless high-speed internet
- **Giraffe Cafe** open daily (kids 10 & under eat free for breakfast and dinner)
- The **Grab-n-Go**, a deli-style cafe offering self service snacks and light meals
- Preferred tee times at all four Disney championship courses



### ROOM RESERVATIONS:

Sleeping Rooms have been blocked at the hotel and are available to SEUG conference attendees at a **discounted group rate**. Please be sure to reference the "MFG/PRO Southeastern User Group" when making your reservation.

[www.royalplaza.com](http://www.royalplaza.com)

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

**Reservations:**  
 (800) 248-7890

**SPEAKERS and SESSIONS SUBJECT TO CHANGE**