

PROGRAM AGENDA

Sunday • September 24

5:00 pm Registration Opens / Vendor Fair Set-Up

Tote Bags sponsored by: **RADLEY CORPORATION**

PRE-CONFERENCE Bonus Sessions

5:30 – 6:30 pm

Porting to Linux or Windows Server

DOUG LUCY - Allegro

This presentation will examine the benefits, pros and cons, costs and steps necessary to execute a smooth, productive, successful port with the least downtime and expense. Topics include: cost and performance comparisons, how Progress performs on Intel vs. RISC, vendor selection, support quality, how to move printers, users, scripts and data, and more.

Things I Wish You'd Tell Me:

Your New Consultant's First Day

SCOTT DULECKI – BravePoint

Based on input from consultants in the field, here's an overview of what they wish you'd hand them on the first day... or perhaps before then, so they can take care of you better. Interestingly, your new hires will want to know the same information!

Monday • September 25

8:00 am Registration Opens / Vendor Fair Opens

9:30 am GENERAL SESSION

Welcome & Program Overview: ANNE HOLMES, MMUG President

10:00 am



KEYNOTE ADDRESS:

Internal Selling: From Thought To Action

PAUL TROUT – Principal, Akina Corporation

Internal selling starts – literally – internally. Professionals often prevent themselves from selling their ideas because of inertia, fear or other strong emotions. "Internal Selling: From Thought to Action" will help attendees sort out their best thoughts and help them move to action more productively by using best practices in sales techniques.

11:15 am

Vendor Introductions

12:00 pm

LUNCHEON

Luncheon sponsored by: **BRAVEPOINT**

1:00 – 5:00 pm

QAD Support Center / Product Demos

Come to the MMUG Support room and experience the exciting offerings from QAD Global Services that will help you maximize the value of your QAD solutions. QAD Consultants will be available to demonstrate specific product functionality, show how to get the most value out of ServiceLinQ and introduce the new Learning Portal.

DEMO SCHEDULE: 1:00 – 3:00pm *Demand Planner* 3:00 – 5:00pm *eLearning & Support Website*

CONCURRENT TRACK SESSIONS

MANUFACTURING	DISTRIBUTION	TECHNICAL	BUSINESS PROCESS
1:00 – 2:00 pm			
<p>Beyond Core Manufacturing: Leveraging QAD Solutions to Meet Your Business Needs</p> <p>LOWELL JOHANNSEN Cascade Engineering</p> <p>In this session you will hear about the options Cascade chose to leverage standard functionality in MFG/PRO, and to enhance operations with additional modules. You will also learn about how they utilized QAD partner solutions and their visions for the future.</p>	<p>Case Study: MRO Purchasing Through MFG/PRO</p> <p>ALAN GROSSMANN John Crane Inc.</p> <p>John Crane had a challenge with requisitions and purchasing of non-productive items. Come and see how they implemented a complete requisition purchasing system to replace their current package.</p>	<p>Transaction & Record Scoping</p> <p>PAUL GUGGENHEIM Paul Guggenheim & Associates</p> <p>To minimize record contention in an application, it is necessary to minimize the length of time that record locks are held. This is accomplished by reducing the transaction and record scopes in the application's transaction programs. This session will show how to identify transaction and records scopes and will provide programming techniques to make them smaller and more efficient.</p>	<p>Managing Complex Compliance Needs Across The Enterprise</p> <p>JOEL REED – NetRegulus RAANA ABBASEY – QAD Inc.</p> <p>This session will highlight the importance of managing compliance across the enterprise. Learn how to leverage information technology to collect relevant data, analyze trends in production, prepare for audits, and manage corrective actions and non-conformances.</p>

2:00 pm Break / Visit the Exhibits

2:30 – 3:30 pm

Flawless Product Launches

JOHN CACHAT – IQS, Inc.
DAVID DOYLE – QAD, Inc.

The current "state of the art" in most companies include MS Project & MS Excel. These tools are personal productivity tools – not enterprise business systems. This presentation will discuss the technology available to execute product launches, not just track how far behind you are. The system must do the work – not just report on it.

User Case Study: Customer Self Service (CSS)

GERALD LEINBACH
Excel Industries
GARY YANG
RCM Technologies

By leveraging the B2B function in CSS, Excel Industries empowers its distributors by letting them manage the order processing of dealers in their corresponding sales region, and move finished goods to its information in real-time.

Stretching Your Dollars: Adding to MFG/PRO Without Subtracting From Your Wallet

DAVE RUETZ - DrivLok

Join Dave Ruetz for a look at how he expanded what MFG/PRO could do without breaking his budget, including integrating other applications, generating numerous custom labels, and integrating to a company-wide information display -- and all with things that are readily available to you!

Real World – QAD: Using Maps With MFG/PRO Data

TIM JAHR – Superior Essex

Learn how SuperiorEssex used MapInfo with MFG/PRO to improve their information analysis. The results have not only been revealing, but incredibly easy to implement!

JOIN TODAY:

www.midwestusergroup.org

10 REASONS TO ATTEND MMUG:

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



learn.

share.

network.

PROGRAM AGENDA


Monday – September 25 continued

3:30 pm Break / Visit the Exhibits

4:00 – 5:00 pm			
<p>User Case Study: Automated Data Collection at Multi-Site MFG/PRO Implementations</p> <p>JOHN MALVASO GKN Automotive JIM MICELI Eagle Consulting & Development</p> <p>Learn from the experts how a major manufacturer leveraged the integration of its automated data collection (ADC) system and QAD MFG/PRO to build a sophisticated, inter-related network of sites that transfer materials and components 24 hours a day.</p>	<p>Credit Card Automation</p> <p>ADRIENNE MAURER Superior Essex BRUCE LeBEL - TailorPro</p> <p>Rather than keep a pen-and-paper log or use yet another system, Superior Essex decided to integrate credit card processing directly into MFG/PRO... without changing or customizing any QAD programs. Take an inside look at this robust new functionality and the "source free" technology that created it.</p>	<p>QAD's .Net UI: Simpler...Faster!</p> <p>STEVE LAMB QAD, Inc.</p> <p>In this presentation, we will discuss how to take full advantage of the new .Net User Interface. Learn new ways to access your system data, create a streamlined approach to navigate among programs tasks and customize screens for increased efficiency.</p>	<p>Using Manufacturing Data To Achieve EH&S Compliance</p> <p>PATRICIA BROOKS Quantum Compliance Systems</p> <p>This session will show how a comprehensive Environmental Health & Safety (EH&S) Compliance Plan can be developed using data already stored in your manufacturing systems and how re-using this data makes implementing a compliance plan less costly.</p>

5:00 pm **Vendor Fair Reception** sponsored by:  **Eagle Consulting & Development**

Tuesday • September 26

7:30 am Registration Opens / Vendor Fair Opens **Continental Breakfast sponsored by:** 

8:30 am GENERAL SESSION	
<p>eB3 Overview</p> <p>RENE BERGKAMP – QAD, Inc.</p> <p>This session will overview the new features and capabilities of eB3, the next planned release of MFG/PRO. eB3 introduces not only numerous enhancements in distribution, manufacturing, SSM and other areas, but also a completely new and powerful financial functionality. Concepts such as multi-GAAP reporting, dual base currency and new Internationalization capabilities will also be covered.</p>	

9:30 am Break / Visit the Exhibits

10:00 am **QAD Support Center / Product Demos**
DEMO SCHEDULE: 10:00 – 11:00am *Open Q&A on eB2* 11:00am – 12:00pm *.Net UI*

CONCURRENT TRACK SESSIONS

MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
10:00 – 11:00 am			
<p>Product Inventory Management</p> <p>GREG RODGERS – QAD, Inc.</p> <p>This session will highlight the importance of product data in the supply chain. As business becomes more integrated and real-time it is a requirement to have clean, accurate, and timely data up and down the supply chain. Learn how to leverage technology and business processes to gain competitive advantages in the marketplace.</p>	<p>QAD Business Intelligence for Today and Tomorrow</p> <p>STEVE STECHSCHULTE QAD, Inc.</p> <p>This session will offer an overview of QAD Business Intelligence and its capabilities and value to your organization. Included will be a demonstration of the QAD Business Intelligence multi-dimensional analysis functionality, along with a discussion of functionality with the Cognos version 8 products.</p>	<p>Leveraging Linux With Blade Technology</p> <p>STEPHEN REESE Premier Systems Ltd. STEVE LAMB – QAD, Inc.</p> <p>Learn how to leverage Linux with Blade technology while meeting compliance standards, reducing costs, and saving time.</p>	<p>eB3: Financial Features</p> <p>RENE BERGKAMP - QAD, Inc.</p> <p>This session will introduce the new financial features of QAD eB3 such as accounting layers, dual base currency, supplementary analysis fields, electronic import of bank statements, new budgeting capabilities, workflow, document management and shared AR/AP. A demonstration will show how powerful the new Financials is with features like document management, workflow and integration with Microsoft Excel.</p>

11:00 am Break / Visit the Exhibits			
11:30 am – 12:30 pm			
<p>QAD's RFID Initiatives</p> <p>GREG RODGERS – QAD, Inc.</p> <p>Learn about QAD's latest RFID initiatives and how they are assisting their customers through current data collection partners.</p>	<p>Session TBD</p> <p>SPEAKER TBD</p>	<p>Transitioning to an SOA World</p> <p>DAVID JOHNSON Progress Software Corp.</p> <p>This session will define what Service-Oriented Architecture (SOA) is and why it is something you should consider important. We will also provide a high level view of the technology underpinnings that Progress Software provides which are enabling QAD to deliver.</p>	<p>eB3: Technical Features</p> <p>STEVE LAMB QAD, Inc.</p> <p>This session will offer a comprehensive overview of eB3's new technical features.</p>

12:30pm LUNCHEON / Door Prizes & Conference Wrap-Up **SPEAKERS & SESSIONS SUBJECT TO CHANGE**

WYNDHAM O'HARE



Located adjacent to the **Allstate Arena**, the Wyndham O'Hare is a first class hotel located five minutes from Chicago's O'Hare International Airport and only two and a half miles from the **Stevens Convention Center** and **Rosemont Theatre**. Whether you are visiting Chicago on business, stopping over before or after a vacation, or enjoying a relaxing weekend, let the Wyndham O'Hare show you our brand of genuine hospitality with a stay that is as comfortable as it is convenient.



- AMENITIES:**
- FREE Airport Shuttle
 - 24-Hour full service Business Center
 - 24-hour Fitness Center
 - Wayport high-speed Internet Access



ROOM RESERVATIONS: Sleeping Rooms have been blocked at the hotel and are available to conference attendees at a **discounted group rate**. Please be sure to reference the MFG/PRO Midwest User Group when making your reservations.

MMUG Conference Rate:
\$129/night (sgl/dbl)

Reservations:
 (847) 297-1234
www.wyndhamohare.com

REGISTRATION APPLICATION

MMUG Fall 2006 Conference • Chicago, IL

Name _____ First Name for Badge _____
Title _____ Phone _____
Company _____ FAX _____
Address _____ E-Mail _____
City _____ State/Province _____ ZIP/Postal Code _____

ADDITIONAL REGISTRANTS:

Name _____ Badge _____ E-Mail _____
Name _____ Badge _____ E-Mail _____
Name _____ Badge _____ E-Mail _____

REGISTRATION FEES

EARLY REGISTRATION (Before September 17)

MMUG Members: **\$95/person** Non-Members: **\$145/person**

LATE REGISTRATION (After September 17)

MMUG Members: **\$115/person** Non-Members: **\$165/person**

Mail completed
application to: **MFG/PRO Midwest User Group**
356 Montserrat Drive
Redwood City, CA 94065
or FAX to: **650.654.2075 (FAX)**



Registration also accepted by phone: **(650) 654-2067**

TOTAL ENCLOSED: \$ _____

- Check enclosed payable to: *MFG/PRO Midwest User Group*
 Please charge my: VISA MasterCard AMEX

Card# _____ Exp. _____

Signature _____

PAYMENT MUST BE MADE IN ADVANCE

Advance registrations not paid prior to the conference will be invoiced at the late registration fee. *No partial or split registration permitted.*

CANCELLATION

Cancellations made less than 7 days prior to the Conference are non-refundable. SUBSTITUTIONS may be made at any time.



**MFG/PRO Midwest
User Group**

356 Montserrat Drive
Redwood City, CA 94065