

PROGRAM AGENDA

QAD Product Demo Center

Come to the Product Demo Center and experience live product demonstrations. QAD Consultants will be available for on-demand demos of scheduled products. The informal setting allows for you to ask product questions specific to your needs.

MONDAY (1-5pm)

.Net User Interface

Come see live the features that you have been hearing about and even sit down and try out the new .NET UI. John Dickey and Dave Doyle will have a live system up for your viewing from 1:00 - 5:00.

EAM

After you catch the unveiling of the .NET Version 12 of EAM, stop by the demo room for a hands-on demo with Bo Hagler. His demo room times are after the presentation, so stop by from 2:30 to 5:00.

TUESDAY (8:30-12:00pm)

.Net User Interface

Come see live the features that you have been hearing about and even sit down and try out the new .NET UI. John Dickey and Dave Doyle will have a live system up for your viewing from 8:30 - 12 noon.

Master Scheduling & Production Scheduling Workbenches.

Colorful, interactive, scheduling with QAD is now a reality. Catch the presentation Monday at 2:30, then see workbenches live in a hands-on Demo with Brent Shooltz.

learn.

share.

network.



SUNDAY • September 26

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

Tote Bags sponsored by: **Thirdware Solution Ltd.**
AV sponsored by: **Cyberscience Corp.**

5:30pm Pre-Conference Bonus Sessions

QAD User Case Study: Special Pricing Request & Approval

JOHN MAQUIRE – Rockwell Automation | PRASHANTH RAI - Thirdware

Rockwell and Thirdware developed a workflow based process to manage Special Pricing Request and Approvals. This web-based application enabled distributors to make special request and Rockwell to approve from anywhere. The approved prices are then fed into QAD and applied while executing the transaction. This presentation will explore the business case, need for a developed solution, benefits and learning.

What Do You Mean It's FREE?

SCOTT DULECKI - BravePoint

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 customers. And best of all, these tools and utilities won't break the budget - they are available free of charge!

MONDAY • September 27

8:00 am Registration Opens / Vendor Fair Opens

Continental Breakfast sponsored by: **Strategic INFORMATION GROUP**

9:30am General Session

Welcome & Program Overview: ANNE HOLMES, MWUG President

10:00 am Vendor Introductions

10:30 am Break

10:45 am **KEYNOTE ADDRESS: QAD Manufacturing Product Direction and Roadmap**



JOE PHELAN, Director Research & Development – QAD, Inc.

In previous user conferences, QAD has provided insight on Manufacturing's Product Plans and direction. This address will review what's been delivered to-date, what is committed for future releases, and the long-term plans for how the Manufacturing solutions will be enhanced. This will cover both Discrete and Process manufacturing enhancements. QAD listens to its customers and seeks your input regarding these plans.

12:00 pm LUNCHEON

Luncheon sponsored by: **LOGAN CONSULTING**

Concurrent Track Sessions

1:00 – 2:00 pm

MANUFACTURING	DISTRIBUTION	TECHNICAL	BUSINESS PROCESS
Plant Operation's Impact on Manufacturing BO HAGLER – QAD EAM Plant operation is a critical component of any successful manufacturing organization. This session will illustrate how plant operations impacts a manufacturing company's revenue, costs, on-time delivery and customer satisfaction. During the presentations attendees will also have an opportunity to see a live demonstration of QAD's new Enterprise Asset Management solution and how it can help address the opportunities and challenges describes above.	Recent EDI / eCommerce Enhancements in QAD GARY CARPENTER – QAD, Inc. This session will offer an overview of the 20+ enhancements made to the EDI eCommerce product since the release of eB2.1. These enhancements have been added to both the Standard Edition (SE) and the Enterprise Edition (EE). It will also cover upgrade/conversion considerations and conclude with questions from the audience.	QXtend Troubleshooting: Solving Complex Problems Step By Step GARY YANG Roundview Technologies, LLC QXtend Inbound and Outbound are complex systems to implement and maintain. This session will show you how to attach QXtend problems in all phases: implementation, testing, and maintenance – starting from a basic understanding of the architecture to determining problem patterns, and eventually solving the problem.	Customer Case Study: OnDemand Implementation KARL ZAGER – Plante & Moran TBD – Beijing West Industries This session will focus on how Beijing West Industries got their ERP solution in place and operating quickly through the use of QAD On Demand. Participants will gain an understanding that it is possible to bring up a solution quickly and some of the associated best practices that are a bit different than a full scale deployment. They will also be introduced to the advantages of QAD On Demand that make this possible.

2:00 pm Break / Visit the Exhibits

Breaks sponsored by: **RCM Technologies**

2:30 – 3:30 pm

MANUFACTURING	DISTRIBUTION	TECHNICAL	BUSINESS PROCESS
QAD Master & Production Scheduling Workbenches BRENT SHOOLTZ – QAD, Inc. Come hear about the planning and scheduling business process QAD is developing with the master and production scheduling workbenches (MSW & PSW).	Peer-to-Peer Discussion Forum for Automotive Suppliers Come meet with fellow small-to-medium-sized automotive suppliers to discuss issues at hand and share information with one another. This session will be a moderated discussion forum for issues and questions on products and applications specific to automotive suppliers. <u>Moderators:</u> TERRY ONICA / DAVE DOYLE QAD, Inc.	Software Customization and the Need For Version Control DAVID LANGSCHIED Inergy Automotive Systems How do I keep track of a large group of code changes and database updates related to my software customizations? Does the compiled code I have reflect the respective programs on my app server? These are just a few of the questions Inergy Automotive faced in their customization of eB2.1. They needed to create a Software Development Life Cycle as well as an application to facilitate the traceability to this process.	QAD's Vision Program JIM GREEN – QAD, Inc. QAD has introduced a customer engagement program called "Vision". The primary objective of the Vision process is to ensure that QAD customers are receiving the most value possible from their investment in QAD solutions and services. Customers who engage with QAD in Vision will be positioned to create better plans and achieve better results. QAD will be better positioned to understand customer needs and issues and take action accordingly.

3:30 pm Break / Visit the Exhibits

JOIN TODAY:

www.midwestusergroup.org

PROGRAM AGENDA

4:00 – 5:00 pm


MANUFACTURING	DISTRIBUTION	TECHNICAL	BUSINESS PROCESS
QAD Reimplementation: Changing The Way To Do Business DAVE PETZEL – A.J. Antunes Hear how AJ Antunes combined Eagle's RF Express™ for QAD Enterprise Applications with .Net UI & Operational Metrics to make it a data-driven company. Hear several key examples of how this combination works, such as how the Eagle solution is used for weekly planned Cycle Counts and to pick/ship product from its Service Parts division, improving its on-time shipping efficiency from 82% to 99.1	Peer-to-Peer Discussion Forum (Finance) LANCE LaCROSS – QAD, Inc. Description...	What's New in the Latest .Net UI STACY ELWOOD - BravePoint QAD keeps coming up with new features and functions in the .Net UI. In this session, Stacy will review some of the latest features, including QAD's <i>Guide Me</i> , new browse features including exporting to .CSV files, new search criteria, and browse metrics, QAD messaging, and restricting configurable screens by domain.	Case Study: Customer Self-Service ROB RUSH – A.O. Smith HEATHER SCAGGS – A.O. Smith Hear the evolution of A.O. Smith's customer-centric website and the development of custom "public" and "customer e-commerce" portals using QAD's Customer Self Service module. Also covered will be the multi-vendor approach & recently adopted "Passport" systems development lifecycle methodology as the common framework.

5:00 pm **Networking / Vendor Fair Reception**

Reception sponsored by: **BRAVEPOINT**

TUESDAY • September 28

7:30 am Registration / Vendor Fair Opens

Continental Breakfast sponsored by: 

Concurrent Track Sessions

8:30 – 9:30 am

MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
.Net Reporting Framework MARK GOLDSTON RCM Technologies This session will offer a closer look at the capabilities of the new .NET Reporting Framework. Hear success stories, an overview of using the tool and a Quick Start to some of the features and functionality that can help your organization utilize this new feature of the .NET user interface.	Improve Efficiency With Practical Automation of QAD ANDY VITULLO - Logan Consulting This session will focus on automation efforts for General Ledger, A/P and A/R with QAD software. Implementing these recommendations will decrease your transaction costs and increase efficiency within your organization. These tools are both organic to the QAD software or add-on software. These recommendations will include a discussion of investment and return on investment.	Stand Tall With UltraWinTree PAUL GUGGENHEIM Paul Guggenheim & Associates Discover how to take advantage of the features of the Infragistics Ultrawintree object. This object is particularly useful at representing recursive relationships such as bill of materials, item categorization, organizational charts and family relationships. Learn how to take advantage of the features of Ultrawintree to optimally represent these concepts in a business application.	User Case Study: Workflows That Work ALBIN HESS – Thermasys Corp. BRUCE LeBEL – ProStar Software With PrISM Business Process Control workflow management and business rules are directly integrated with the users' QAD screens. PrISM automates the coordination and assures thorough execution of this complex scheduling workflow, resulting in fewer errors, more timely completion, and improved communications.

9:30 am Break / Visit the Exhibits

Breaks sponsored by: 

10:00 – 11:00 am

MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
QAD Configurator REA BUCHANAN – QAD, Inc. QAD Configurator provides tools for users to easily configure complex products during order entry, without the need for technical knowledge of the product or the system; for organizations that manufacture and/or sell products that are uniquely configured to customers' needs. Streamline the order entry process by asking the customer to select from a set of predefined options and more!	User Case Study: A/P Data Protection V. FORFUTDINOV - Controls Force N. SANDROS - Freudenberg-NOK Hear how Freudenberg implemented a front-end automated monitoring process to identify potential data discrepancies of financial data before it became problematic to the business. The session will discuss how to detect A/P data risks by monitoring the series of complex business transactions initiated through the QAD Purchase Ordering process.	Customer Case Study: Using QXtend in Customizations JOHN PEARSON – Visteon GARY YANG – Roundview Tech See how Visteon is using QXtend in the customizations of QAD Enterprise Applications to build scalable and robust solutions.	Defining a Strategy For Implementing eCommerce JOAN SCOTT - GT Technologies JENNIFER PICKERING - Tribuquity This presentation will outline preparation strategies to implement the eCommerce gateway. Learn how a carefully defined implementation strategy will not only add speed and accuracy to daily business processes, but also lower capital expenses and operating costs while simultaneously increasing service levels and customer satisfaction.

11:00 am Break / Visit the Exhibits

11:15 – 12:15 pm

MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
Understanding WIP: Revealing the Secrets of Op Hist NADIA TRUXELL - Logan Consulting Does the fear of WIP mishaps make you dread closing cumulative orders? Curious about transactions against non-milestone operations? Does running the WIP Status Report cause you anxiety? Discover how to unravel the mysteries of WIP, dive into op_hist transactions with standard tools and reports and learn how to avoid and fix common pitfalls that can lead to a WIP disaster.	Surcharges JOHN DICKEY – QAD, Inc. John Dickey, QAD Solution Consultant will demonstrate the set up and processing of metal surcharges. This technique involves no program changes, but does use the .NET UI configuration screen process to enable surcharges within the standard sales process. This will be a step-by-step demonstration.	Ensuring Business Continuity With QAD Applications NECTAR DALOGLU Dalo Consulting JEFF TREES – Visteon Corp. Discover how Visteon, a large global automotive parts supplier, has achieved business continuity with QAD .Net UI, QXtend and other components using advanced monitoring, load balancing/failover strategies and OpenEdge replications.	Case Studies: QAD Implementations in China JOHN ZHANG Total Solution & Technology This session will provide a case study overview of several QAD implementations in China covering successes in stand-alone implementations, corporate roll-out, and hosting in US headquarters. The speaker will also touch on bridging cultural differences, fast implementation methodologies, and China automotive specifics.

12:30pm **Luncheon / Conference Wrap-Up & Door Prizes**

Luncheon sponsored by:  

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Introducing The Henry (formerly Ritz-Carlton), the newest arrival in historic Dearborn, Michigan. Infusing the elegance of the classical era with the vitality of today, The Henry re-invents the experience of fine art, excellent service, exquisite dining, and comfortable luxury showcasing exceptional works and gracious hospitality in a distinctive and grand environment. The Henry is an original tradition with an ever-evolving collection of expertly curated fine art and a striking design built upon the best of contemporary and classic styles.

HOTEL AMENITIES:

- Luxurious feather bedding and Marble baths
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- Fine Dining at the **The Grill**
- Fitness center with indoor pool and Jacuzzi
- Comprehensive, full-service business center



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.

MWUG Conference Rate:

\$129/night (sgl/dbl)

Reservations:

(313) 441-2000

SPEAKERS & SESSIONS SUBJECT TO CHANGE