

PROGRAM AGENDA

Sunday • March 22

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

Tote Bags sponsored by: **Thirdware Solution, Ltd.**

PRE-CONFERENCE Bonus Sessions

5:30 – 6:30 pm

Using ProDataSets & WebClient for Robust B2B Applications

PAUL GUGGENHEIM – Paul Guggenheim & Associates

Learn how to take advantage of the state-free AppServer and how data can be passed via ProDataSets from client to AppServer to preserve context. This presentation will take a legacy top-down version 6 application and convert it to a WebClient application using ProDataSets. Developers will be interested in the tricks and techniques we'll uncover for separating business logic from user interface logic.

Oxtend: Setup Install

BEN HOLMES
Eaton Corporation

Does Oxtend work? Do I need Tomcat? What version is best? We will go through the good, bad, and even the ugly on the setup and installation of Oxtend in an UNIX environment.

Monday • March 23

8:00 am Registration Opens / Vendor Fair Opens

Continental Breakfast sponsored by:



9:30 am GENERAL SESSION

Welcome & Program Overview: ANNE HOLMES, MMUG President

10:00 am

Vendor Introductions

10:30 am

Break

10:45 am

KEYNOTE ADDRESS: QAD: A Partner Through Good & Bad Times
PAMELA LOPKER – President & Founder, QAD Inc.



QAD President and Founder Pam Lopker will discuss how QAD can assist your organization to manage through tough times. Topics will include the introduction of tools and processes to help you analyze and maximize the effectiveness of your current QAD enterprise. She will introduce QAD's new operational metrics dashboard and discuss Software as a Service (SaaS), "The future of software deployment". In addition, Pam will address how QAD can assist your enterprise through the volatility of mergers and acquisitions through the deployment of SaaS and our easy on-boarding model.

12:00 pm

CONCURRENT TRACK SESSIONS

EXECUTIVE TRACK	DISTRIBUTION	TECHNICAL	BUSINESS PROCESS
1:00 – 2:00 pm			
Reducing Operational Costs With Software as a Service CHARLIE EGGERTING QAD, Inc. Learn how to reduce your company's operational cost and complexity and free up valuable cash through the use of QAD's SaaS and Easy On Boarding Module.	Inter-Company Process Automation With QAD TIM LOVELY – Logan Consulting Companies often process inter-company transactions as if they were truly part of a separate company, absorbing the transactional and processing overhead associated with a true third party arms length transaction. This session will focus on standard and non-standard QAD-based options for automation of the processes related to intercompany ordering, shipping, receiving and financial reconciliation.	Hidden Performance Killers and How to Address Them TIM KUEHN – TDK Consulting As Progress updated the ABL's query and temp table functionality, they also introduced little-known gotchas that will hurt your application's performance. This session will cover what these "gotchas" are, how they affect performance, how they were discovered, and how you as a DBA can mitigate them.	User Case Study: Sales Quote Management KAREN COOPER – Laird Tech. ANDY WEINSTEIN – ISS Group This session will review the strategy and technologies used to consolidate and communicate with Laird's many MFG/PRO implementations, and the design strategy employed to create the new Sales Quote application. The discussion will continue with an overview of the implementation process of the Quote application, and the current status of the implementation.

2:00 pm Break / Visit the Exhibits

Breaks sponsored by: RCM Technologies

2:30 – 3:30 pm

Operational Metrics & Analysis

PAM LOPKER - QAD, Inc.

Pam will discuss the use of QAD application technology using .Net, operational metrics and process maps to assist your organization in the personalization and most efficient use of tools. In this presentation, Pam will show how to use QAD's new technologies to address executive concerns so you can stay on top of key company metrics in a turbulent economic environment.

Sales & Operations Planning

COLLEEN CRUM – Oliver Wight
HANK CANITZ – QAD, Inc.

Synchronize and align your operations to maximize profits and delight customers. Learn Best-in-Class sales and operations planning practices and how QAD enables S&OP.

Integrating Microsoft Office Into Progress

JERRY BEAVERSON
CHRIS GILLESPIE
Pridgeon & Clay

This customer case study will review the various ways that ActiveX controls can be used to allow end users to interface with data using a number of Microsoft Office applications within the Windows Operating System.

EB2 to EB2.1 Conversion: What the Vendors Didn't Tell Us

BRAD BISHOP
JACKIE WOHLFORD
Superior Essex

This session will outline upgrade plans to integrate five database's running eB2 into a single multi-domain database under QAD 2008.1 We will cover the initial conversion plan and the changes made to it as the project unfolded.

3:30 pm Break / Visit the Exhibits

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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.

TUESDAY (9-11:30am)

CRM

CRM is included in the migration to QAD 2008 and features a Customer Console with complete access to quotes, orders invoices, accounts receivable, sales history, installed products and service calls in a single screen; as well as a Sales Dashboard with predefined sales key performance indicators. QAD CRM allows you to maintain prospect and customer profiles, business characteristics, locations, financial information, past sales history, existing opportunities, and installed base equipment owned by the company.

QAD Component Availability Check



PROGRAM AGENDA

Monday – March 23 continued

4:00 – 5:00 pm			
QAD Customer Engagement Process ANTON CHILTON – QAD, Inc. Anton Chilton, Director of Global Strategic Accounts, will discuss QAD's role in assisting your organization to best understand your current implementation and how to leverage QAD expertise to maximize your investment.	The Hidden Added Value Of Birth Marks LAURA JONES Aptus Global A single birth mark can be used for traceability, serialized ID, lot traceability, life cycle management, proof of origin, liability limitation and proof of originality / anti grey market. This session will focus on how to design and select birth mark ID and the new technologies available to accomplish the task in difficult or harsh environments.	User Case Study: Migration To Linux MIKE VAN BUREN Ford Motor Co. SUBBU BALAKRISHNAN Thirdware Solution Ford Motor Company, which uses QAD in more than 30 markets, recently started their movement to Linux. Hear how they carried out the initial pilot with roll out to follow.	User Case Study: QAD Customizations ROBERT GILBERT Freudenberg-NOK JOHN CAMPBELL ProStar Software Hear how Freudenberg-NOK has significantly reduced invasive customizations with ProStar's TailorPro tool and how this tool has improved timely customer satisfaction.

5:00 pm Vendor Fair Reception **sponsored by:** **BRAVEPOINT**

Tuesday • March 24

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

CONCURRENT TRACK SESSIONS

MANUFACTURING	FINANCIAL / DISTRIBUTION	TECHNICAL	BUSINESS PROCESS
8:30 – 9:30 am			
Materials Planning & Logistics TYESE DOBY Ford Motor Co. Come learn industry best practices for materials management process from a leading Materials Planning & Logistics trainer for Ford suppliers and employees.	User Case Study: AP Automation With QAD NORMAN HENRY Leatherman Tool Group JEFF JORDAN ACOM Solutions, Inc. Hear how one QAD customer automated and streamlined their check printing and Accounts Payable process. The session will also discuss how Leatherman implemented ACOM's ACH and e-mail modules to transition their suppliers to direct deposit and electronic payment notifications.	Three Screens In One: How to Use Browse Collections STACY ELWOOD - BravePoint Browse Collections are one of the new features of the .Net UI. This session will explain how to setup and use Browse Collections to show everything you need on one screen, instead of three. Demo will include applications in Finance, Inventory, Planning, and more.	User Case Study: Oxtend J. BIERNACKI / N. SANDROS Freudenberg-NOK GARY YANG RCM Technologies Hear how one QAD customer uses Oxtend to integrate multiple databases and provide their company's sales division with an online eCatalog with up to date price changes for online customer ordering. When inventory or prices change, Oxtend triggers provide immediate updates ensuring inventory availability and prices are near real time.

9:30 am Break / Visit the Exhibits

10:00 – 11:00 am			
Getting The Most Out of the QAD Knowledge Base GREG WEINERT – QAD, Inc. Learn how to leverage the many tools and services available from QAD Customer Support via the Online Support Center. This includes a special focus on tips & tricks for searching the QAD Knowledgebase, talking to the community via the QAD Online Forum, and using the various other informational resources provided in the Online Support Center.	QAD's New Component Availability Check C. NIEUWSTRATEN / B. SHOOLTZ QAD, Inc. Are your Planners/Schedulers sending work to the floor without knowing if materials are available to execute the work? Do you have a high number of expedites due to the fact that your Material Planners don't have good visibility into projected shortages for the components they manage? If the answer to any of these questions is yes you will find this presentation useful.	Oxtend: Ins, Outs and Practical Uses STEVE LAMB – QAD, Inc. You've probably heard about OXTend by now, but do you know what it can do for you? This presentation will focus on its uses from running Data Sync to creating a Web Service. We will also show you how to send a query to the QAD Enterprise Applications from another system.	Supply Chain Collaboration: Friend Or Foe? TOM BUFFO – QAD, Inc. Supply chain collaboration is absolutely critical to your enterprise's success. Suppliers are integral to growing your business as the supply chain is becoming more complex and long distance. Come hear the latest trends in supply chain and understand alternatives to making SC collaboration your competitive advantage.

11:00 am Break / Visit the Exhibits

11:15am – 12:15 pm			
Integrating PLM With QAD PAUL DE MORE – PTC Come hear an overview of PLM (Product Lifecycle Management) and how it integrates with QAD applications.	EA 2008 Financials Update LANCE LaCROSS - QAD, Inc. QAD Enterprise Financials addresses global financial requirements with support for multi-company, multi-currency, multi-language, multi-tax capabilities, as well as consolidated reporting. Additionally, it ensures regulatory, governmental and SOX/IFRS compliance.	OE Architect for v9 Developers BRUCE THOMPSON - BravePoint OpenEdge Architect is a set of tools – similar to other standard development environments with various plug-ins for OpenEdge. This session (presented remotely via VOIP/eClassroom technology) will show you what is involved in using Architect as your integrated development environment (IDE). Demonstrations will focus on the Editor, DB Navigator, and Debugger plug-ins.	CRM: The Right Information at the Right Time JOANNE SMITH, CPIM QAD, Inc. Learn how to drive revenue and build high-quality customer relationships by managing leads, opportunities and marketing campaigns in QAD CRM.

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

SPEAKERS & SESSIONS SUBJECT TO CHANGE

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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:
(313) 441-2000

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REGISTRATION APPLICATION

Spring 2009 Conference • Dearborn, MI

Name _____ First Name for Badge _____
Title _____ Phone _____
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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 March 15)*

MMUG Members: \$95/person Non-Members: \$175/person

LATE REGISTRATION *(after March 15)*

MMUG Members: \$125/person Non-Members: \$200/person

* Register THREE...and the fourth is FREE! (For user sites only...not vendors)

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
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