

# PROGRAM AGENDA

## SUNDAY • MARCH 21

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

Tote Bags sponsored by: **Thirdware Solution, Ltd.**  
A/V sponsored by: **Cyberscience Corp.**

### 5:30pm Pre-Conference Bonus Sessions

#### QAD Batch Processing Best Practices

ALEX KIM – 32 Soft, Inc.

We all are caught up with thousands things during the day. How can you maximize productivity by leveraging QAD batch processing? Often, this functionality is underused or misused. This presentation will cover best practices in this area and ideas, which you can implement right away.

#### Climb Aboard the ProDataSets Train

PAUL GUGGENHEIM – Paul Guggenheim & Associates

ProDataSets are one of the major developments in the OpenEdge ABL. Whether you are building an application that uses the advanced UI, browser based, object oriented or procedural-based, they are useful for a number of reasons. Learn how to define complex business logic inside a ProDataSet, create data mapping between the ProDataSet and the database, and associate hooks for custom event procedures.

### 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 EAM (Enterprise Asset Management)

Come see the newly updated EAM V12 in full .NET! Learn how you can manage you company's plant and equipment resources, track capital budgets, order and maintain MRO stock, and automatically feed the rest of QAD for finance, purchasing and receiving. With the new .NET UI, managing and reporting never looked easier.

#### TUESDAY (8:30-12:00pm)

### Master / Production Scheduling Workbench

Both the new Master Schedule Workbench and the new Production Schedule Workbench will be here for a hands-on view. Drill into the new world of easy access, full color, drag-and-drop control. This may be the only screen your schedulers will need to run their day to day scheduling.

## MONDAY • MARCH 22

8:00 am Registration Opens / Vendor Fair Opens

Continental Breakfast sponsored by:



### 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 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.

12:00 pm LUNCHEON

sponsored by: **BRAVEPOINT**

### Concurrent Track Sessions

1:00 – 2:00 pm

MANUFACTURING	DISTRIBUTION	TECHNICAL	BUSINESS PROCESS
<b>Master &amp; Production Scheduling Workbenches (PART I)</b> CARIANNE NIEUWSTRATEN 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). Part one of this session will primarily be an overview of QAD's new upcoming Master Scheduling Workbench.	<b>MRO &amp; Non-Production Purchasing Solution</b> NICK WEIDNER – Wellman Group ANDY WEINSTEIN – ISS Group iPurchase improves the MRO/non-production purchasing process flow, reduces purchasing costs by tightening pricing control, and provides better purchasing analysis. This session will offer an overview of the iPurchase solution, how it is being used at Wellman, the challenges faced during implementation, and the value Wellman is projecting as a ROI in implementing this solution.	<b>QAD on Cloud</b> PRASHANTH RAI – Thirdware DON BRITT – Oxbo International Oxbo International has moved their Dev environment to Amazon EC2 Cloud and their data back up to Amazon S3. This has provided them a complete DRP environment as well as robust data back up at an exceedingly low price with availability at all times. This presentation will be on the business case for Oxbo International to move to Cloud and how Thirdware, helped Oxbo International leverage Amazon Cloud.	<b>Using QAD .Net UI Functionality to Solve IT Challenges</b> STACY ELWOOD - BravePoint TBD

2:00 pm Break / Visit the Exhibits

Breaks sponsored by: **OPTC** **QAD**

2:30 – 3:30 pm

MANUFACTURING	DISTRIBUTION	TECHNICAL	BUSINESS PROCESS
<b>Master &amp; Production Scheduling Workbenches (PART II)</b> CARIANNE NIEUWSTRATEN BRENT SHOOLTZ QAD, Inc. Part two of this session will provide an in-depth overview of QAD's new upcoming Production Scheduling Workbench and also include a live demo.	<b>Upgrade Considerations For QAD 2009.1 EE</b> ANTON CHILTON JEFF KOHAGEN 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 components to consider as well as the return on investment you can achieve.	<b>Qxtend Case Study (Part I)</b> GARY YANG – RCM Technologies JOHN PEARSON – Visteon Corp. Part one of this multi-part session will cover the introduction to Visteon Corporation and the business requirements that resulted in the choice of QXTend to satisfy those requirements. We will also cover QXTend basics, architecture, and use of QXTend in third party application integrations.	<b>Thermasys / TailorPro Case Study: Customizations, Controls, and Productivity</b> ALBIN HESS – Thermasys BRUCE LeBEL – ProStar Software This session will include examples of significant functionality developed using TailorPro: from custom surcharge at time of shipment to error-proofing throughout QAD; the development process, including developers' productivity tools; and an overview of TailorPro's capabilities for customizations with no change to QAD source code or schema.

3:30 pm Break / Visit the Exhibits

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# PROGRAM AGENDA

4:00 – 5:00 pm

MANUFACTURING	DISTRIBUTION	TECHNICAL	BUSINESS PROCESS
<b>De-Mystifying Customer CUM's and Requirements</b> DON THOMPSON – CSP Plastics What is the difference between Requirements Based Schedules and CUM based schedules? How does E-Commerce process them? Not so scary after they are understood. When are CUM's adjusted or reset. When to use Merge RSS and when not.	<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>Qxtend Case Study (Part 2)</b> GARY YANG – RCM Technologies JOHN PEARSON – Visteon Corp. Part two will focus on Master Data Replication using QXtend and the use of QXtend in customizations. The session will conclude with implementations of QXtend solutions such as query service, and use of QXtend in data conversion process for new plant launches.	<b>QAD's New Direct Store Delivery Partner Solution</b> HANK CANITZ – QAD, Inc. ALLEN DICKASON – NCS Drive efficiency and create unsurpassed value with innovative and rapidly deployed Direct Store Delivery solutions that are fully integrated to your QAD Enterprise Solution.

5:00 pm **Vendor Fair Reception**



## TUESDAY • MARCH 23

7:30 am Registration / Vendor Fair Opens

Continental Breakfast sponsored by: 

### Concurrent Track Sessions

8:30 – 9:30 am

MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
<b>Making Better Decisions: QAD Business Intelligence</b> ROB 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>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>.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.	<b>QAD On-Demand: Overview (PART I)</b> CHARLIE EGGERTING - QAD Part one of this session offers an overview of QAD On Demand and the benefits your organization can receive. QAD will provide an update on the components of our service and how we address common business issues.

9:30 am Break / Visit the Exhibits

10:00 – 11:00 am

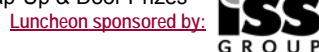
MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
<b>Understanding Advanced Repetitive Costing &amp; Variances</b> ROSEMARY WISNESKI RCM Technologies, Inc. MIKE OLSON Continental Structural Plastics How does backflush update and how are variances calculated in MFG/PRO Advanced Repetitive? This is basic costing for Manufacturing and operations staff.	<b>Case Study: Optimized Billing For QAD Users</b> PEGGY KEMP St. Gobain Performance Plastics TOM SCOTT - Billtrust Come hear how St. Gobain enters their billing data into their QAD system as usual, but then, instead of going through the labor-intensive process of printing, folding, stuffing, sealing and mailing, the data file is sent to Billtrust electronically with one simple click!	<b>Top Performance Destroyers and Enhancers in Progress</b> DAN FOREMAN - BravePoint Slow performance in your Progress application can originate from a multitude of sources: application code, indexing, AppServers, WebSpeed, Java, database tuning, database configuration, hardware, and more. Discover the top causes of slow performance in your Progress application and how to avoid them. In contrast you will also learn the top ways to improve Progress performance.	<b>QAD On-Demand: Customer Successes &amp; Future Direction (PART II)</b> RON GILMOUR - Best Theratronics TREY BOUSLOG – Dana Corp. WADE BEARMAN – Camryn Group In this two-part session you will get an update on the status of QAD On-Demand, including the new easy on boarding implementation process. Hear directly from companies on the benefits of QAD On-Demand and join in the panel discussion around the best drivers and value of QAD's On-Demand Solution.

11:00 am Break / Visit the Exhibits

11:15 – 12:15 pm

MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
<b>Using Routings Costing With Advanced Repetitive</b> SHERI FORREST - Ralcorp NADIA TRUXELL - Logan Consulting Learn how Ralcorp used standard functionality to set up Routings for both machine and labor hours. This session will also cover Work Centers, Routings and Alternate Routings, the elements of cost and associated manufacturing labor variances with Advanced Repetitive.	<b>Finance &amp; Accounting Considerations For an Implementation or Upgrade</b> ANDY 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, as well as chart of account configuration and conversions.	<b>Managing Change The Better Way</b> MICHAEL SOLOMON Tugboat Software In this session you will learn how to lower costs, boost productivity, satisfy compliance criteria, and lead your organization to be more responsive to customer demands with solid software configuration management (SCM) practices and policies.	<b>Easy On-Boarding: Tools For Fast Implementations</b> ETIENNE OUVRY – QAD, Inc. DENNIS BARRET – 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.

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



SPEAKERS & SESSIONS SUBJECT TO CHANGE

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**ROOM RESERVATIONS:** Sleeping Rooms have been blocked at the resort 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:**  
\$138/night (sgl/dbl)

**Reservations:**  
(877) 525-2427

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# REGISTRATION APPLICATION

Spring 2010 Conference • Sandusky, OH

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 March 14)*

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

#### LATE REGISTRATION *(after March 14)*

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.



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