

# 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

#### Reporting in .Net UI

Learn how to use .NET UI to enhance standard reporting in the core ERP, including building browses, operational metrics, and using the reporting framework.

### TUESDAY

#### Business Intelligence

Learn how business users can access the web-based portal to view dashboards and reports, how users can easily customize these dashboards and reports, and how the QAD Data Warehouse Designer can be used to incorporate custom data from QAD and non-QAD systems. The QAD BI Mobile iPad application will also be available for demonstration.

### BONUS WORKSHOP

Tuesday 1:30pm

## QAD Business Intelligence Workshop

QAD will be holding a hands-on workshop at MWUG for the QAD Business Intelligence solution. Learn how QAD BI can empower management to proactively react to business trends and issues and make closed-loop decisions. Customers will have the opportunity to learn more via guidance through real business scenarios where QAD BI would greatly enhance analytical capabilities.

**Note: Attendees will need to supply their own laptop and will need to perform a readiness test prior to attending the User Group.**

**This workshop is FREE for conference attendees!**

Space is limited  
RSVP today to:  
[reo@qad.com](mailto:reo@qad.com)



## SUNDAY • March 18

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

Tote Bags sponsored by: **Thirdware Solution**  
AV sponsored by: **FACTIVITY**

5:30pm

### Pre-Conference Bonus Sessions

#### Customer Service for Today & Tomorrow

STEPHEN DOMBROSKI / LISA OZKAN – QAD, Inc.

This session will focus on the issues facing businesses today in the areas of After Sales Support. We will address the current issues that companies face today in providing quality customer service and how the QAD Service and Support Module and related products can assist in striving for excellence.

#### OO Language Workshop for 4GL Programmers

TIM KUEHN – TDK Consulting

This workshop will lead attendees through coding various Object-Oriented ABL (OOABL) language elements, with discussion on how they're coded, how they behave, and how they can be used. Since this is a workshop, it will run a little longer than a regular session.

## MONDAY • March 19

8:00 am Registration Opens / Vendor Fair Opens

Continental Breakfast sponsored by:



9:30am

### General Session

Welcome & Program Overview: RANDY WHITEHAIR, MWUG President

10:00 am Sponsor Introductions

10:30 am Break

## Concurrent Track Sessions

10:45 – 11:45 pm

MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
<b>QAD Manufacturing Solution Enhancements for 2012</b> HANK CANITZ – QAD, Inc. C. NIEUWSTRATEN – QAD, Inc. This presentation will cover some of the key initiatives QAD will be launching in 2012 including Periodic Costing, Logistics Accounting, Configured Attributes, Quality, and Lot Track/Trace. Enhancements will be discussed in detail, including the value these enhancements can provide to QAD's manufacturing customers. Where available screen shots of the actual functionality will be shown.	<b>QAD Enterprise Financials Update</b> LANCE LaCROSS – QAD, Inc. QAD's Enterprise Edition Financials is now generally available. Come see what's new, what's different from SE and discuss why it would benefit your company to begin planning your upgrade today. View a live session of General Ledger, Financial Reporting, Accounts Payable, and Accounts Receivable transactions.	<b>Getting More From Your .Net User Interface</b> STACY GREEN - BravePoint In this session, we will cover setting up Browse Links and Browse Collections, so you can get to your data with fewer clicks. A live Demo will also be presented.	<b>Case Study: Eagle Implementation in China</b> TIM WU – SAMAP JOHN ZHANG – TSnT Whether your plants are right here in Michigan or thousands of miles away in China, the need for fault-proof, real-time automated data collection -- fully integrated with QAD -- is exactly the same. Tim Wu of SAMAP, an automotive manufacturer, and James Zhou of TSnT, will share the company's experience with selecting and implementing an automated data collection solution for SAMAP's sites in China.

12:00 pm

LUNCHEON / Vendor Introductions

Luncheon sponsored by:



### KEYNOTE ADDRESS: *Creative Thinking*



GENE ANDERSON, Ph.D – Author, Educator & Magician

"There's a better way to do it - find it." - *Thomas Edison*. That's good advice, but is your style adaptive (like Edison's) or innovative? Both are vital for a sustainable business model. In this presentation you'll discover your preferred style, plus its strengths and weaknesses. Intrinsic motivation is key to creativity. That conclusion is compelling, as should be: it's about fire in the belly.

2:00 pm

Break / Visit the Exhibits

Breaks sponsored by:



2:30 – 3:30 pm

MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
<b>Beyond Factory Floor Data Collection: Going Paperless</b> JIM TOOMEY – Zehnder Rittling Zehnder Rittling wanted to improve productivity on the production floor by implementing labor and production transactions in real-time. Additionally, they wanted to move forward as quickly as possible with an entire "paperless" approach to their manufacturing process. Hear about their implementation and integration to Microsoft products and the value to the organization of using QAD with FACTIVITY.	<b>Protect Your System From Money Leaks</b> VLADIMIR FORFUTDINOV ControlsForce Inc. RANDY WHITEHAIR Freudenberg-NST This session will discuss how to detect A/P risks by monitoring a series of complex business transactions initiated through the QAD Purchase Ordering process. Learn how to save money and minimize operational and control cost. Examples from Freudenberg-NST production deployment will be provided.	<b>Managing the Software Development Process</b> MICHAEL SOLOMON Tugboat Software Whether your organization uses Agile, Lean, V-Model, RAD, Spiral, or some other development method, an integrated set of productivity tools makes managing the process possible. Learn how Culligan selected and implemented Software Configuration Management to increase efficiency, provide more visibility, and reduce defects in their software development process.	<b>Implementing Customer Schedules in QAD</b> GREG SEVISON – AmSafe PHILL NORREY – AmSafe This presentation will cover the advantages and challenges of Sales Orders vs. Customer Schedules as well as manual and electronic Data/Demand input into QAD and reporting considerations.

3:30 pm

Break / Visit the Exhibits

JOIN TODAY:


[www.midwestusergroup.org](http://www.midwestusergroup.org)

# PROGRAM AGENDA

4:00 – 5:00 pm

MANUFACTURING	FINANCIAL	TECHNICAL	BUSINESS PROCESS
<p><b>.Net Reporting Framework</b></p> <p>MARK GOLDSTON RCM Technologies</p> <p>MIKE OLSON Continental Structural Plastics</p> <p>This session will take a closer look at the capabilities of the new .NET Reporting Framework. From Quick Start to some of the other features and functionality that can help your organization utilize this new feature of the .NET UI.</p>	<p><b>QAD Enterprise Edition Financials Reporting</b></p> <p>LANCE LaCROSS – QAD, Inc.</p> <p>With the upcoming 2012 EE release explore the Updated Financial Road map presentation. Review your current options of extracting, inputting and developing various financial analysis solutions. Along with understanding where QAD is going with the new browses and reporting cube analysis of Group Reporting.</p>	<p><b>Progress Database Management Best Practices</b></p> <p>DAN FOREMAN - BravePoint</p> <p>Most Progress databases don't require a full time administrator but they do require periodic "care &amp; feeding". This presentation will provide a comprehensive checklist of Best Practices for managing, monitoring, tuning, and protecting your Progress databases. The session will also help you focus your limited and precious time on what is truly important.</p>	<p><b>Item Level Serialization and RFID</b></p> <p>RIYA CAO – QAD, Inc.</p> <p>Implementing item level serialization is one of the most important strategic investments for many companies. This session will show how the QAD Serialization solution can effectively generate, issue, manage aggregated serial numbers through packaging, production, warehouse, and shipping operations.</p>

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

Reception sponsored by: 

## TUESDAY • March 20

7:30 am **Registration / Vendor Fair Opens**

Continental Breakfast sponsored by: 

### Concurrent Track Sessions

8:30 – 9:30 am

MANUFACTURING	CASE STUDY	TECHNICAL	BUSINESS PROCESS
<p><b>QAD Planning &amp; Scheduling Workbenches Enhancements and Strategy Review</b></p> <p>C. NIEUWSTRATEN - QAD, Inc.</p> <p>Come hear the latest QAD planning and scheduling workbench enhancements, which includes integration with QAD's EAM solution and a bill-of-material (BOM) view enabling master scheduling across multiple BOM levels. Additionally, this session will review QAD's overall planning and scheduling workbench strategy.</p>	<p><b>Financially Justify Your Upgrade and Save Money</b></p> <p>STEPHEN REESE Premier Systems Ltd.</p> <p>Hear how Sharp Corporation consolidated and virtualized their servers seamlessly, saving thousands of dollars in every phase of the solution's implementation. Specific improvements covered will include greater manageability, performance, and flexibility, regulations compliance, and reduced IT, hardware maintenance, and outsourcing costs.</p>	<p><b>Case Study: Implementing Customer Self-Service</b></p> <p>ROB RUSH – Regal Beloit GARY YANG – Roundview Tech</p> <p>Regal Beloit chose CSS for its tight integration with QAD and its flexibility to build additional functions to satisfy the customers' B2B requirements. Learn how they integrated CSS with a home grown advanced parametric search solution via AJAX to complement the complex products searching requirements in the electrical motor industry.</p>	<p><b>Case Study: Consignment Reporting Interface</b></p> <p>JAKUB BIERNACKI - FNST DAVID MICKOW - FNST</p> <p>A business opportunity arose at the FNST Milan, OH facility to deliver timely inventory status and detailed consignment transactions to international suppliers via the internet. The Consignment Reporting Interface project utilized multiple technologies including QAD eB2 sp10, QXTend, MS SQL Server, ASP with JQuery and JQueryUI, including a customer specific security model.</p>

9:30 am **Break / Visit the Exhibits**

10:00 – 11:00 am

MANUFACTURING	CASE STUDY	TECHNICAL	BUSINESS PROCESS
<p><b>.NetUI: So Whadda Ya Wanna Know?</b></p> <p>LORI BRAUN Continental Structural Plastics STACY GREEN BravePoint</p> <p>Got a question about .Net? Anything and everything is fair game, and a panel will answer questions on any and all .Net UI topics during this session. From design to deployment, from tools to tips and techniques, you will get answers to your questions!</p>	<p><b>Case Study: eFORMZ and Inergy Automotive</b></p> <p>D.LANGSCHIED - Inergy Automotive M. HARRINGTON - Minisoft</p> <p>Hear how Inergy Automotive used a forms generation tool to create complex forms with 2D barcodes directly from their QAD system to satisfy the unique forms requirements of their automotive customers Kia Motors and Hyundai USA.</p>	<p><b>Document Management</b></p> <p>RICH ROSENTHAL - PICS</p> <p>Learn how Document Management, when tightly integrated with a company's primary business system, can streamline processes, reduce operating costs and improve profitability. Much more than a place to store and retrieve documents electronically, this solution provides business forms, robust search capabilities, workflow engines, and integration with your back-end business systems.</p>	<p><b>Developing a Risk Based Approach to Validation for Life Sciences</b></p> <p>WILLIAM GARGANO RCM Technologies</p> <p>The FDA and Pharmaceutical industry is now recommending guidelines on the validation of computer systems, software and processes. Learn how to streamline validation costs while optimizing validation procedures.</p>

11:00 am **Break / Visit the Exhibits**

11:15 – 12:15 pm

MANUFACTURING	CASE STUDY	TECHNICAL	BUSINESS PROCESS
<p><b>Ten Tips to Improve MRP Performance</b></p> <p>SCOTT DULECKI - Pridgeon &amp; Clay</p> <p>MRP drives the manufacturing process, but is that a Sunday drive through the countryside or a stop-and-go horn-blasting rush hour? There are a number of choices that you make when running MRP that determine whether you'll be smiling or swearing as MRP runs. In this session, Scott will cover what you can do to reduce the stress and challenge of running MRP.</p>	<p><b>Legacy to QAD Migration for Unique Manufacturing</b></p> <p>PRASHANT ARYA - IAC Group</p> <p>Learn how one global automotive customer replaced certain legacy sites with QAD and engaged an onshore/offshore model for developing and configuring their sites with specialized manufacturing processes. Lower costs, consolidated support, and a standardized system leveraging global IAC processes were all achieved.</p>	<p><b>New Features and Navigation for .Net / 2011 SE</b></p> <p>LORI BRAUN Continental Structural Plastics</p> <p>What's new in .Net/2011 SE? Topics to be addressed include: Quick Search, Workflow, QAD-to-external email, Browse Enhancements, Operational Metrics, and more!</p>	<p><b>Business Intelligence 3.5</b></p> <p>BILL WERMES – QAD, Inc.</p> <p>From C-level executives to operational managers to reps on the street, it's essential for organizations to use analytical data to improve decision making within their business. See how QAD BI 3.5 helps customers with key business pressure points: Revenue Enhancement, Operational Control, Cost Containment, and Improved Risk Management. QAD BI 3.5 features include: browser based delivery, dashboards, scorecards, and the latest for mobile device support.</p>

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

Luncheon sponsored by: 

## THE HENRY

AUTOGRAPH COLLECTION

300 Town Center Drive  
Dearborn, MI 48126  
(313) 441-2000



Introducing The Henry Hotel (formerly Ritz-Carlton), the newest arrival in historic Dearborn, Michigan. Infusing the elegance of the classical era with the vitality of today, The Henry reinvents 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
- Twice daily maid service
- High-Speed Internet access in all guest rooms and meeting rooms
- Fine Dining at the **The Grill**
- Leisure 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:

\$125/night (sgl/dbl)

### Reservations:

(313) 441-2000

**SPEAKERS & SESSIONS  
SUBJECT TO CHANGE**