


## MONDAY • October 22

8:00 am	Check-In / Continental Breakfast	8:30 am	Welcome & Opening Remarks – <b>Scott Gaines</b> , WeCUG President
8:45 am (BISTRO ROOM)	<b>KEYNOTE ADDRESS</b>		
	 <p><b>PAMELA LOPKER</b> President &amp; Founder QAD, Inc.</p>	<p>QAD President and Founder, Pam Lopker will provide an overview of the QAD Enterprise Platform. This presentation will include the business drivers for the Enterprise Platform, including the move from full-service to self-service development, and feature a live demo of the platform capabilities. In addition, QAD VP, R&amp;D for Customer Management, MaryAnn Guthrie, will provide an update on the Channel Islands Customer Relationship Management (CRM) solution that leverages the QAD Enterprise Platform.</p>	
9:30 am	Sponsor & Vendor Introductions		

### 10:00 – 11:00 CONCURRENT TRACK SESSIONS

MANUFACTURING	CUSTOMER FOCUS	DEMO CENTER / TRAINING
<i>Mediterranean Room</i>	<i>Baltic Room</i>	<i>Pacific Room</i>
<p><b>MRP as a Planning Tool in QAD</b></p> <p>DON LINDSEY - 32 Soft Inc.</p> <p>Don will introduce MRP concepts of netting logic and speak to the three elements required to run MRP: inventory, product structure and item planning data. He'll cover independent vs. dependent demand characteristics, MRP prerequisites, basic MRP calculations, order policies and modifiers, stock, scrap and yield, MRP order types and rescheduling open orders and action messages and demonstrate how these concepts relate to QAD planning.</p>	<p><b>Demand &amp; Supply Chain Planning</b></p> <p>DAN ALLEN - QAD, Inc.</p> <p>Advanced Sales &amp; Operations Planning (S&amp;OP) is important in aligning the entire organization to the short-term and long-range goals of the business. The S&amp;OP process is data intensive and requires an integrated systems that promotes a seamless process for all the elements of S&amp;OP including demand planning, supply planning, demand balancing and business reviews. QAD DSCP provides the technology platform that enables an Advanced S&amp;OP process that fits the unique needs of your organization.</p>	<p><b>Your Journey to Channel Islands</b></p> <p>MARY ANN GUTHRIE - QAD, Inc.</p> <p>Channel Islands has been evolving and the September 2018 release is a significant milestone. This session will cover business flows and roles supported by the San Miguel 2 release, as well how your organization can prepare for your path forward. Demo will be included!</p>

11:00 – 11:15 Break / Visit the Vendors

### 11:15 – 12:15 CONCURRENT TRACK SESSIONS

<p><b>QAD Automation Solutions</b></p> <p>MICHAEL OCHI - QAD, Inc.</p> <p>Hear about the latest enhancements and extensions to QAD Automation Solutions, including: Warehousing, Advanced Shipping, and Shopfloor Reporting.</p>	<p><b>Case Study: QAD QMS Implementation</b></p> <p>JOEVERT GANGOSO Strategic Information Group SCOTT BLASKA - VitBest</p> <p>Learn how Vit-Best Nutrition, a contract manufacturer with a thirty year old practice in the nutraceutical industry, achieved compliance with Quality and Regulatory standards and best practices by implementing QAD QMS and its native integration with QAD.</p>	<p><b>Channel Islands: User Feedback</b></p> <p>TRACEY RHOTON - QAD, Inc.</p> <p>This interactive/user research session will provide attendees the opportunity to provide feedback on Channel Islands. There will be two breakout topics for you to choose from: Personalization or Item Attributes.</p>
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12:30 – 1:30 | Lunch & Exhibitor Forum

### 1:30 – 2:30 CONCURRENT TRACK SESSIONS

<p><b>Grow Productivity With Production Orders &amp; Automation Solutions</b></p> <p>GUIDO VEN DEN BROECK - QAD, Inc. JENNIFER FULLERTON - QAD, Inc.</p> <p>This session explores how on-going shop floor challenges can be addressed with a combination of Production Orders (NEW!) and Automation Solutions. A brief overview of the new solutions will include a working demonstration of the advanced capability. Additionally, we will review a recent customer case study to better understand the issues, lessons learned and achieved business benefits.</p>	<p><b>QAD Tools For the Lean and Nimble Enterprise</b></p> <p>JUDY GARDNER - Walbro Engine Management ALEX KIM - 32 Soft, Inc.</p> <p>Keeping your QAD data up-to-date and error-free does not have to be tedious, repetitive and painful. Find out how Walbro has eliminated bottle-necks, saved hundreds of man-hours, and increased profitability all while equipping their staff with the ability to quickly react to customer needs. Using the right tools for QAD, they shattered the pain chain in the areas of master data maintenance, inventory control, production and planning, supply chain management, compliance.</p>	<p><b>Managed Database Services</b></p> <p>JOE GENOVESE - Progress</p> <p>The QAD and OpenEdge database has added many new features over the past decade. These features can have a dramatic affect on the performance of your QAD system. Finding a qualified DBA to work in this ever changing environment can be expensive and challenging. The Progress MDBA program has hundreds of customers and manages thousands of databases providing stability and performance with a worldwide team of experts. Come see what Progress MDBA can do for you.</p>
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2:30– 3:00 | *Break & Exhibitor Forum*

## 3:00 - 4:00 CONCURRENT TRACK SESSIONS

### QAD E-Invoicing

GARY WASSERMAN - QAD, Inc.

As countries continue to modify and introduce governing rules around invoice management the need for a technical solution in the QAD technology stack was introduced. QAD developed the eInvoicing solution to satisfy this business need. The eInvoicing solution was developed to be responsible for the management, configuration, definition, activities and historical record keeping of all operations required for sending and receiving invoice documents.

### Simplify & Automate Payment Card Processing With Credit Card Integration for QAD

MICHAEL AMALADHAS - Scosche Industries  
BRUCE LeBEL - ProStar Software

Credit Card Integration for QAD (CCI) automates and simplifies the steps between payment acceptance and a customer's A/R. CCI also conforms to the Payment Card Industry Data Security Standard, (PCI DSS) to which the CEO or CFO of every "merchant" company has signed contractual compliance commitments. All CCI functionalities are provided with no change to the QAD source code or db schema. Michael will discuss Scosche's experience and benefits in implementing Credit Card Integration, and Bruce will provide an overview and a live demo followed by Q&A.

### Industry 4.0 in Action With Eagle

JIM MICELI  
Eagle Consulting & Development

Eagle's RF Express for QAD Enterprise Applications was built to achieve Industry 4.0 objectives. This session will show Eagle's streamlined data capture functionality to post transactions in QAD with the associated real-time information visibility benefits. We will review a currently deployed solution where a customer tracks material movement automatically throughout the plant with RFID tags and automatic transaction processing. The deployed solution goes beyond transaction reporting to include automatic event notification. Attendees will see that Eagle's solution architecture has the flexibility to automate material movement, production reporting and more.

4:00 – 6:00 | *Sunset Reception-with QAD executives—Lobby Patio*

## TUESDAY • October 23

8:00 – 9:00 | *Continental Breakfast*

## 9:00 – 10:00 CONCURRENT TRACK SESSIONS

BUSINESS PROCESS	CUSTOMER FOCUS	DEMO CENTER / TRAINING
<i>Mediterranean Room</i>	<i>Baltic Room</i>	<i>Pacific Room</i>
<h3>SIGApps: Productivity Enhancing Products to Get the Most Out of Your ERP</h3> <p>DANIEL DIMM / SUZY RENO Strategic Information Group</p> <p>Strategic has created a wide range of productivity apps based on the needs of numerous clients. This session will highlight how these Apps can help you save time and money by automating routine tasks in areas of Connectivity, Life Science Compliance, Productivity, and Finance.</p>	<h3>Advanced Technologies and The Life Sciences</h3> <p>DAVID MEDINA - QAD, Inc.</p> <p>This session will discuss the advanced technologies described in Industry 4.0, such as additive manufacturing, the Internet of Things (IoT), digital twin, blockchain or machine learning, to name a few, and how they may be applied to manufacturing and supply chain operations in the medical device and biopharmaceutical industry.</p>	<h3>Optimize Reporting Using Real-Time Replication</h3> <p>PHILL NORREY - Progress</p> <p>Reporting on the QAD database can cause performance problems and potentially unplanned downtime. There are better ways to get timely reports for better decision making. To meet this requirement you need a scalable, configurable multi-threaded approach that also includes ETL capabilities. Come see how 250 customers are using a real-time replicated MSSQL database to meet their reporting needs.</p>

10:00 – 10:30 | *Break – Exhibitor Forum*

## 10:30 – 11:30 CONCURRENT TRACK SESSIONS

<h3>QAD Quality Management System</h3> <p>CRIS ANDERSON - QAD, Inc.</p> <p>Quality Management supports the recording, tracking, reporting and analysis of all parts in the quality process. In this session, Cris will cover a basic overview of the QMS software as well as demonstrate the seamless integration with QAD ERP. He will look at Inspections, Corrective Action Preventative Actions, Nonconformance Reports, and Document Control modules and how ERP can feed information/trigger events in QMS as well as vice versa.</p>	<h3>The Changing Tax Landscape</h3> <p>JENNIFER MAGGIO - SI Bone KIM WONG - Avalara</p> <p>Things are changing. Businesses trying to expand their reach are finding out about new sales tax implications they hadn't prepared for and things could get much more complex pretty soon. In July, the Supreme Court of the United States ruled in favor of South Dakota in the South Dakota vs. Wayfair case, which granted the state the authority to impose sales tax obligations on out-of-state transactions. This has the potential to change how states can tax sales so join us and our customer, Jen Maggio of SI-Bone, to learn how they got ahead of the changing tax landscape by integrating Avalara with QAD.</p>	<h3>ERP In The World of Advanced Technologies</h3> <p>GLENN GRANNEY - QAD, Inc.</p> <p>There is incredible hype around Industry 4.0 and associated emerging technologies such as IoT, Machine Learning, Block Chain, Augmented Reality and much more. QAD is following all of the respective capabilities and engaging with our customers in their adoption journey. QAD will provide insights into positioning the technologies and provide use cases detailing the expected impact on our customers ERP and manufacturing business systems.</p>
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12:00 – 1:00 | *Lunch & Conference Wrap-up / Exhibitor Giveaways and WECUG Raffle*

**SPEAKERS AND SESSIONS SUBJECT TO CHANGE**