Customer Conference 2014
Consolidated Schedule

Room groups: FRIEDMAN PROPER · A+W · CORESENSE · VARSITY / VIEWLOCITY / LOGIMAX · Markinson · Additional Sessions

Rooms / Legend (categories):

Room	Category
Texas I (80)	General / Training
Texas II (30)	PCM / eCommerce
Texas III (50)	Sales / Technical
Texas V (40)	Financial
Texas VI (40)	Manufacturing / Partner Sessions
Texas VII (40)	Case Studies / Round Tables
Hill Country C	A+W Software
Hill Country D	Coresense
Hill Country A	Varsity Logistics / Logimax
Hill Country B	Viewlocity / Varsity Logistics Training
Big Thicket (10-20)	Markinson
Padre Island (10-20)	Additional Sessions

SUNDAY 07/27/14 — RECEPTION (6:00PM TO 8:00PM)

MONDAY 007/28/14

- 7:00 – 8:00 AM — BREAKFAST
- 8:00 – 10:15 AM — OPENING SESSION / WELCOME (all rooms)
- 10:15 – 10:30 AM — BREAK

Time	Texas I	Texas II	Texas III	Texas V	Texas VI	Texas VII	Hill Country C (A+W)	Hill Country D (CORESense)	Hill Country A	Hill Country B	Big Thicket (Markinson)	Padre Island (Additional)
10:30 – 11:15 AM	John Rowell — Managing Alternate Routings to Improve Production	Gene Gibula/Xanadex — Use and Benefits of Bar Coding Transactions w/ Partner Xanadex	Ritescreen — Case Study - Ritescreen	Mike Gray — Getting the Most out of iStatements	Bob Creagan — Forecasting for Make to Order Manufacturing	Judy Gateiu — The Data Layer for Communications & Analysis	Robert/Andy — A+W Overview and Kickoff	Welcome and Introducing the CORESense API	The Benefits of Transportation Management	Session 1 - Introduction/Agenda Review and Product Demonstration. Presenter: Roberto Ansaloni		
11:15 – 11:30 AM	BREAK						BREAK	BREAK	BREAK		BREAK	BREAK (Xanadex)
11:30 AM – 12:15 PM	David Andrews — Websphere Application Server (WAS) - Fundamentals	Scott Gordon — Automated 3rd Party Order Integration	Anlin — Case Study - Anlin Reporting	Judy Gateiu — Financial and Performance Budgeting	Bob Creagan — Tracking the Production Floor - Part 1	Cindy Huver — Upgrading? Approaches and Pitfalls	Eike — Business Pro	Getting Creative with CORESense	The Benefits of Warehouse Management	Session 2 - Implementation Lifecycle		Xanadex — Partner Presentation - Xanadex
12:15 – 1:15 PM	LUNCH						LUNCH	LUNCH	LUNCH		LUNCH	LUNCH
1:15 – 2:15 PM	Chuck Parry — Industry Spotlight - Consumer Goods	Sean Sullivan — Benefits of the Functionality of the New User Interface	Paul Gray — Roundtable - Frontier Business Solutions Enable Improved ROI	Jan Cushing — Closing the Books - What and Why	Bob Creagan — Tracking the Production Floor - Part 2	Judy Gateiu — PCM Workbench	Discovery	Amazon	Increase Visibility into the Supply Chain. Presenter: Roberto Ansaloni	Session 3 - ShipSoft V2.0 Features Overview. Presenter: Roberto Ansaloni	Introduction to MomentumPro	
2:15 – 2:30 PM	BREAK						BREAK	BREAK	BREAK		BREAK	BREAK
2:30 – 3:30 PM	Cindy Huver — Adopting the Future- A Path to Frontier's UI	David Andrews — Using Frontier Security to Secure Your Data and Your Processes	Paul Gray — Roundtable - BI Solutions	Jan Cushing — Improving Receivables with Enhanced Features of Cash Application	John Rowell — Running a Lean Manufacturing Environment	Judy Gateiu — Managing Configuration Changes	Steve — Pricing, Surcharges and Discounts	Case Study - Windsor Vineyards	EDI: In this presentation we will discuss using EDI... Presenter: Kevin Blackmon	Session 4 - ShipSoft v3.0 Technical Overview	Ron Beddows — Case Study - Windsor Vineyards	
3:30 – 4:00 PM	BREAK						BREAK	BREAK	BREAK		BREAK	BREAK
4:00 – 5:00 PM	Mike Gray — Working With Frontier Master File UI Applications	Mike Gillam — CADFlow for Configuration	ALP Lighting — Case Study - ALP Lighting Phocas	Jan Cushing — Liability Visibility with Enhanced Features of Accounts Payable	John Rowell — Using Order Promising to Improve On Time Deliveries	Judy Gateiu — Training - PCM	Steve — Optimzation Benefits and Strategies	Data Sharing	Case Study – Fleetpride. Roberto Ansaloni and Kevin Blackmon	Session 5 - VLI User Group Discussions. Roberto Ansaloni and Kevin Blackmon	Introduction to Unibis	NGS — BI Partner #5 Demo - NGS

BUFFALO BILLIARDS

TUESDAY 07/29/14

- 7:00 – 8:00 AM — BREAKFAST

Time	Texas I	Texas II	Texas III	Texas V	Texas VI	Texas VII	Hill Country C (A+W)	Hill Country D (CORESense)	Hill Country A	Hill Country B	Big Thicket (Markinson)	Padre Island (Additional)
8:00 – 9:00 AM	Mike Gillam — CADFLOW for Engineer To Order Processing	Mike Baudino — Frontier Imaging - 2 Dimensional Images	BI Partner #1 Demo- Logi Analytics	BI #2 Demo Meridian — BI Partner #2 Demo- Cognos	John Rowell — Material Planning and Execution - Setup	Cindy Huver — The New Frontier 3.2.1 Configurator-Features and Functions	Martin — CAD- Designer - Creating Macros for Machine Processing	Sales Tax	SQL extracting data: Valuable data that drives your business lives in your SQL Server.	Session 1 - Interfaces and Using the P-List (Part I).		
9:00 – 9:15 AM	BREAK						BREAK	BREAK	BREAK		BREAK	BREAK
9:15 – 10:15 AM	Sean Sullivan — Enhanced Features of Order Processing	Mike Gillam — Tracing and Debugging PCM Rules with the New Frontier 3.2.1 Configurator	Loewen — Case Study -Loewen Model Consolidation	Jan Cushing — Enhanced Features of GL - Improved Control, Improved Analysis	John Rowell — Material Planning and Execution - Effective Execution	Bob Creagan — Training - Manufacturing	A+W's Capacity Planning	PPI	Varsity Logistics VLI User Group Discussions. Audience: Varsity Users	Session 2 - Interfaces and Using the P-List (Part II).	Introduction to Shopkeeper	ASA — ASA - Commercial Tire Dealer Round Table
10:15 – 10:45 AM	BREAK						BREAK	BREAK	BREAK		BREAK	BREAK
10:45 – 11:45 AM	Paul Gray — Content of 3.3 and Beyond	Scott Gordon — Training - eQuote	Andy Hodge — Roundtable - Mobile Computing Requirements	Mike Gray — Training - AR	Anlin — Case Study - Anlin iService	John Rowell — Training - iSchedule	Steve — Logistic Optimizer	Solr	Automation and Optimization of the Procure to Pay Process. Presenter: Kevin Blackmon	Session 3 - International Shipping. Presenter: Kevin Blackmon		
12:00 – 1:00 PM	LUNCH						LUNCH	LUNCH	LUNCH		LUNCH	LUNCH (ASA)
1:15 – 2:15 PM	BI #4 Demo Sequel — BI Partner #4 Demo - Sequel	Scott Gordon — Dealer Quoting to Frontier Order Creation	BI #3 Demo Meridian — BI Partner #3 Demo - QlikView	Judy Gateiu — Managing Costs for StockProducts	John Rowell — Controlling the Schedule with iSchedule	Meridian? — Partner Presentation - Know Your iSeries	Robert — Dashboard & Web Interface	SEO	Varsity Logistics - Shipping Integration to Frontier. Presenter: Roberto Ansaloni	Session 4 - ShipPack Technical Overview (Part I). Presenter: Roberto Ansaloni		ASA — ASA - BATO Cornerstone User Group
2:15 – 2:30 PM	BREAK						BREAK	BREAK	BREAK		BREAK	BREAK
2:30 – 3:30 PM	John Rowell — Content by Release 2.2 Through 3.2.1	Scott Gordon — Frontier Configuration and Web Quoting Integration	BI Demo Q&A	Judy Gateiu — Costing for Configured Products	Bob Creagan — Controlling and Tracking Rework and Returns	Syncsite — Partner Presentation - Syncsite	Eike — A+W Business - Purchasing & Inventory	Group Round Table	Case Study – Wigwam. Presenter: Roberto Ansaloni	Session 5 - ShipPack Technical Overview (Part II). Presenter: Roberto Ansaloni		
3:30 – 4:00 PM	BREAK						BREAK	BREAK	BREAK		BREAK	BREAK
4:00 – 5:00 PM	Cindy Huver — Quote to Order - Managing Changes	Judy Gateiu — Training - Order Processing	Andy Hodge — Roundtable - Executive Q&A	Mike Gray — Training - AP	Bob Creagan — Enhancing the Process of Raw Material Replenishment	John Rowell — Training - AME	Steve — A+W Real-time Feedback Setup	Website Functionality	Label Design. Presenter: Kevin Blackmon	Session 6 - Using Alternate Billing Options. Presenter: Kevin Blackmon		

NIGHT ON YOUR OWN / PETE'S DUALING PIANO BAR

WEDNESDAY 07/30/14

- 7:00 – 8:00 AM — BREAKFAST

Time	Texas I	Texas II	Texas III	Texas V	Texas VI	Texas VII	Hill Country C (A+W)	Hill Country D (CORESense)	Hill Country A	Hill Country B	Big Thicket (Markinson)	Padre Island (Additional)
8:00 – 9:00 AM	David Andrews — iProducts Exposed	John Milmont — CADFlow for Computer-Aided-Manufacturing (CAM)	Cindy Huver — Training - iService	Mike Gray — Taining - GL	Gene Gibula — Managing by Exception Using Event Notification	John Rowell — Configuration Data on Planned Products	Steve — A+W Tips & Tricks Business	One-on-One Meetings and Individual Training Appointments	Case Study – Bunn-O-Matic. Presenter: Kevin Blackmon	Session 1 - Non Rated & Rated Carriers. Presenter: Kevin Blackmon		
9:00 – 9:15 AM	BREAK						BREAK	BREAK	BREAK		BREAK	BREAK
9:15 – 10:15 AM	Scott Gordon — Websphere Application Server (WAS) - 8.x Admin Tools for Success	Mike Baudino — eQuote Branding and Customization	Sean Sullivan — Dispatch Management	David Andrews — Effective Use of iInquiry	Gene Gibula — Using Optio for Frontier Forms	Dehn Loder — Frontier / Logimax / Varsity Integration	Steve/Eike — A+W Production Tips & Tricks	Markinson 3	Streamlining your Pick Pack and Ship Process. Presenter: Kevin Blackmon	Session 2 - ShipSoft-Freight Technical Overview. Presenter: Kevin Blackmon	Introduction to TaskCentre	
10:15 – 10:45 AM	BREAK						BREAK	BREAK	BREAK		BREAK	BREAK
10:45 – 11:45 AM	Scott Gordon — iProducts Advanced Remediation Strategies	Mike Baudino — eStore Catalog Administration and Configuration	Sean Sullivan — Managing Sales Promotions and Rebates	Jan Cushing — Improve Cash Flow with Frontier Credit & Collection	Cindy Huver — Advantages of iService to Improve Service Levels	Dehn Loder — Frontier / Viewlocity	All — Focus meeting- Recap of sessions and recommendations of future products and enhancements.	Markinson 4	What's current in future releases. Audience: Logimax users	Session 3 - ShipSelect Technical Overview. Presenter: Kevin Blackmon		

Friedman Proper 2014

2014 customer conference

Legend:

	General	PCM	Sales	Financial	Manufacturing	Case Studies
	Training	eCommerce	Technical	Partner Sessions	Round Tables	
	Texas I (80)	Texas II (30)	Texas III (50)	Texas V (40)	Texas VI (40)	Texas VII (40)

SUNDAY 07/27/14

RECEPTION (6:00PM TO 8:00PM)

MONDAY 07/28/14

Time	Texas I (80)	Texas II (30)	Texas III (50)	Texas V (40)	Texas VI (40)	Texas VII (40)
7:00 - 8:00 AM	BREAKFAST					
8:00 - 10:15 AM	OPENING SESSION / WELCOME					
10:15 - 10:30 AM	BREAK					
Presenter	John Rowell	Gene Gibula/Xanadex	Ritescreen	Mike Gray	Bob Creagan	Judy Gateiu
10:30 - 11:15 AM	Managing Alternate Routings to Improve Production	Use and Benefits of Bar Coding Transactions w/ Partner Xanadex	Case Study - Ritescreen	Getting the Most out of iStatements	Forecasting for Make to Order Manufacturing	The Data Layer for Communications & Analysis
11:15 - 11:30 AM	BREAK					
Presenter	David Andrews	Scott Gordon	Anlin	Judy Gateiu	Bob Creagan	Cindy Huver
11:30 AM - 12:15 PM	Websphere Application Server (WAS) - Fundamentals	Automated 3rd Party Order Integration	Case Study - Anlin Reporting	Financial and Performance Budgeting	Tracking the Production Floor - Part 1	Upgrading? Approaches and Pitfalls
12:15 - 1:15 PM	LUNCH					
Presenter	Chuck Parry	Sean Sullivan	Paul Gray	Jan Cushing	Bob Creagan	Judy Gateiu
1:15 - 2:15 PM	Industry Spotlight - Consumer Goods	Benefits of the Functionality of the New User Interface	Roundtable -Frontier Business Solutions Enable Improved ROI	Closing the Books - What and Why	Tracking the Production Floor - Part 2	PCM Workbench
2:15 - 2:30 PM	BREAK					
Presenter	Cindy Huver	David Andrews	Paul Gray	Jan Cushing	John Rowell	Judy Gateiu
2:30 - 3:30 PM	Adopting the Future- A Path to Frontier's UI	Using Frntier Security to Secure Your Data and Your Processes	Roundtable - BI Solutions	Improving Receivables with Enhanced Features of Cash Application	Running a Lean Manufacturing Environment	Managing Configuration Changes
3:30 - 4:00 PM	BREAK					
Presenter	Mike Gray	Mike Gillam	ALP Lighting	Jan Cushing	John Rowell	Judy Gateiu
4:00 - 5:00 PM	Working With Frontier Master File UI Applications	CADFlow for Configuration	Case Study - ALP Lighting Phocas	Liability Visibility with Enhanced Features of Accounts Payable	Using Order Promising to Improve On Time Deliveries	Training - PCM

BUFFALO BILLIARDS

TUESDAY 07/29/14

Time	Texas I (80)	Texas II (30)	Texas III (50)	Texas V (40)	Texas VI (40)	Texas VII (40)
7:00 - 8:00 AM	BREAKFAST					
Presenter	Mike Gillam	Mike Baudino	BI Partner #1 Demo	BI #2 Demo Meridian	John Rowell	Cindy Huver
8:00 - 9:00 AM	CADFlow for Engineer To Order Processing	Frontier Imaging - 2 Dimensional Images	BI Partner #1 Demo- Logi Analytics	BI Partner #2 Demo- Cognos	Material Planning and Execution - Setup	The New Frontier 3.2.1 Configurator-Features and Functions
9:00 - 9:15 AM	BREAK					
Presenter	Sean Sullivan	Mike Gillam	Loewen	Jan Cushing	John Rowell	Bob Creagan
9:15 - 10:15 AM	Enhanced Features of Order Processing	Tracing and Debugging PCM Rules with the New Frontier 3.2.1 Configurator	Case Study -Loewen Model Consolidation	Enhanced Features of GL - Improved Control, Improved Analysis	Material Planning and Execution - Effective Execution	Training - Manufacturing
10:15 - 10:45 AM	BREAK					
Presenter	Paul Gray	Scott Gordon	Andy Hodge	Mike Gray	Anlin	John Rowell
10:45 - 11:45 AM	Content of 3.3 and Beyond	Training - eQuote	Roundtable - Mobile Computing Requirements	Training - AR	Case Study - Anlin iService	Training - iSchedule
12:00 - 1:00 PM	LUNCH					
Presenter	BI #4 Demo Sequel	Scott Gordon	BI #3 Demo Meridian	Judy Gateiu	John Rowell	Meridian?
1:15 - 2:15 PM	BI Partner #4 Demo - Sequel	Dealer Quoting to Frontier Order Creation	BI Partner #3 Demo - QlikView	Managing Costs for StockProducts	Controlling the Schedule with iSchedule	Partner Presentation - Know Your iSeries
2:15 - 2:30 PM	BREAK					
Presenter	John Rowell	Scott Gordon	BI Demo Q&A	Judy Gateiu	Bob Creagan	Syncsite
2:30 - 3:30 PM	Content by Release 2.2 Through 3.2.1	Frontier Configuration and Web Quoting Integration	BI Demo Q&A	Costing for Configured Products	Controlling and Tracking Rework and Returns	Partner Presentation - Syncsite
3:30 - 4:00 PM	BREAK					
Presenter	Cindy Huver	Judy Gateiu	Andy Hodge	Mike Gray	Bob Creagan	John Rowell
4:00 - 5:00 PM	Quote to Order - Managing Changes	Training - Order Processing	Roundtable - Executive Q&A	Training - AP	Enhancing the Process of Raw Material Replenishment	Training - AME

NIGHT ON YOUR OWN / PETE'S DUALING PIANO BAR

WEDNESDAY 07/30/14

Time	Texas I (80)	Texas II (30)	Texas III (50)	Texas V (40)	Texas VI (40)	Texas VII (40)
7:00 - 8:00 AM	BREAKFAST					
Presenter	David Andrews	John Milmont	Cindy Huver	Mike Gray	Gene Gibula	John Rowell
8:00 - 9:00 AM	iProducts Exposed	CADFlow for Computer-Aided-Manufacturing (CAM)	Training - iService	Taining - GL	Managing by Exception Using Event Notification	Configuration Data on Planned Products
9:00 - 9:15 AM	BREAK					
Presenter	Scott Gordon	Mike Baudino	Sean Sullivan	David Andrews	Gene Gibula	Dehn Loder
9:15 - 10:15 AM	Websphere Application Server (WAS) - 8.x Admin Tools for Success	eQuote Branding and Customization	Dispatch Management	Effective Use of iInquiry	Using Optio for Frontier Forms	Frontier / Logimax / Varsity Integration
10:15 - 10:45 AM	BREAK					
Presenter	Scott Gordon	Mike Baudino	Sean Sullivan	Jan Cushing	Cindy Huver	Dehn Loder
10:45 - 11:45 AM	iProducts Advanced Remediation Strategies	eStore Catalog Administration and Configuration	Managing Sales Promotions and Rebates	Improve Cash Flow with Frontier Credit & Collection	Advantages of iService to Improve Service Levels	Frontier / Viewlocity

Case Study - Anlin iService

A+W

	Hill Country C
2014 customer conference	**A + W**
SUNDAY 07/27/14	
MONDAY 007/28/14	
7:00 - 8:00 AM	
8:00 - 10:15 AM	**OPENING SESSION**
10:15 - 10:30 AM	BREAK
	Robert/Andy
10:30 - 11:15 AM	**A+W Overview and Kickoff**
11:15 - 11:30 AM	BREAK
	Eike
11:30 AM - 12:15 PM	**Business Pro**
12:15 - 1:15 PM	**LUNCH**
	Eike
1:15 - 2:15 PM	**Discovery**
2:15 - 2:30 PM	BREAK
	Steve
2:30 - 3:30 PM	**Pricing, Surcharges and Discounts**
3:30 - 4:00 PM	BREAK
	Steve
4:00 - 5:00 PM	**Optmization Benefits and Strategies**
BUFFALO BILLIARDS	
TUESDAY 07/29/14	
7:00 - 8:00 AM	**BREAKFAST**
	Steve
8:00 - 9:00 AM	**CAD- Designer - Creating Macros for Machine Processing**
9:00 - 9:15 AM	BREAK
	Steve
9:15 - 10:15 AM	**A+W's Capacity Planning**
10:15 - 10:45 AM	BREAK
	Steve
10:45 - 11:45 AM	**Logistic Optimizer**
12:00 - 1:00 PM	**LUNCH**
	Robert
1:15 - 2:15 PM	**Dashboard & Web Interface**
2:15 - 2:30 PM	BREAK
	Eike
2:30 - 3:30 PM	**A+W Business - Purchasing & Inventory**
3:30 - 4:00 PM	BREAK
	Steve
4:00 - 5:00 PM	**A+W Real-time Feedback Setup**
NIGHT ON YOUR OWN / PETE'S DUALING PIANO BAR	
WEDNESDAY 07/30/14	
7:00 - 8:00 AM	**BREAKFAST**
	Steve/Eike
8:00 - 9:00 AM	**A+W Tips & Tricks Business**
9:00 - 9:15 AM	BREAK
	Steve/Eike
9:15 - 10:15 AM	**A+W Production Tips & Tricks**
10:15 - 10:45 AM	BREAK
	All
10:45 - 11:45 AM	**Focus meeting- Recap of sessions and recommendations of future products and enhancements.**

Coresense

	Hill Country D
2014 customer conference	**Coresense**
SUNDAY 07/27/14	
MONDAY 007/28/14	
7:00 - 8:00 AM	
8:00 - 10:15 AM	OPENING SESSION
10:15 - 10:30 AM	BREAK
10:30 - 11:15 AM	**Welcome and Introducing the CORESense API and Connect**
11:15 - 11:30 AM	BREAK
11:30 AM - 12:15 PM	**Getting Creative with CORESense**
12:15 - 1:15 PM	LUNCH
1:15 - 2:15 PM	**Amazon**
2:15 - 2:30 PM	BREAK
2:30 - 3:30 PM	**Case Study - Windsor Vineyards**
3:30 - 4:00 PM	BREAK
4:00 - 5:00 PM	**Data Sharing**
BUFFALO BILLIARDS	
TUESDAY 07/29/14	
7:00 - 8:00 AM	BREAKFAST
8:00 - 9:00 AM	**Sales Tax**
9:00 - 9:15 AM	BREAK
9:15 - 10:15 AM	**PPI**
10:15 - 10:45 AM	BREAK
10:45 - 11:45 AM	**Solr**
12:00 - 1:00 PM	LUNCH
1:15 - 2:15 PM	**SEO**
2:15 -2:30 PM	BREAK
2:30 - 3:30 PM	**Group Round Table**
3:30 - 4 :00 PM	BREAK
4:00 - 5:00 PM	**Website Functionality**
NIGHT ON YOUR OWN / PETE'S DUALING PIANO BAR	
WEDNESDAY 07/30/14	
7:00 - 8:00 AM	BREAKFAST
8:00 -12:00 PM	**One-on-One Meetings and Individual Training Appointments**

Markinson

	Big Thicket (10-20)
2014 customer conference	**Markinson**
SUNDAY 07/27/14	
MONDAY 007/28/14	
7:00 - 8:00 AM	
8:00 - 10:15 AM	OPENING SESSION
10:15 - 10:30 AM	BREAK
10:30 - 11:15 AM	
11:15 - 11:30 AM	BREAK
11:30 AM - 12:15 PM	
12:15 - 1:15 PM	LUNCH
	Markinson
1:15 - 2:15 PM	**Introduction to MomentumPro**
2:15 - 2:30 PM	BREAK
	Ron Beddows
2:30 - 3:30 PM	**Case Study - Windsor Vineyards**
3:30 - 4:00 PM	BREAK
	Markinson
4:00 - 5:00 PM	**Introduction to Unibis**
BUFFALO BILLIARDS	
TUESDAY 07/29/14	
7:00 - 8:00 AM	BREAKFAST
8:00 - 9:00 AM	
9:00 - 9:15 AM	BREAK
	Markinson
9:15 - 10:15 AM	**Introduction to Shopkeeper**
10:15 - 10:45 AM	BREAK
10:45 - 11:45 AM	
12:00 - 1:00 PM	LUNCH
1:15 - 2:15 PM	
2:15 - 2:30 PM	BREAK
2:30 - 3:30 PM	
3:30 - 4:00 PM	BREAK
4:00 - 5:00 PM	
NIGHT ON YOUR OWN / PETE'S DUALING PIANO BAR	
WEDNESDAY 07/30/14	
7:00 - 8:00 AM	BREAKFAST
8:00 - 9:00 AM	
9:00 - 9:15 AM	BREAK
	Markinson
9:15 - 10:15 AM	**Introduction to TaskCentre**
10:15 - 10:45 AM	BREAK
10:45 - 11:45 AM	

Varsity, Logimax, Viewlocity

	Hill Country A	Hill Country B
2014 customer conference	Logistics	
	Varsity Logistics	Varsity Logistics Training
	Logimax	
	Viewlocity	

SUNDAY 07/27/14		
RECEPTION (6:00PM TO 8:00PM)		
MONDAY 007/28/14		
7:00 - 8:00 AM	**BREAKFAST**	
8:00 - 10:15 AM	**OPENING SESSION / WELCOME**	
10:15 - 10:30 AM	**BREAK**	
10:30 - 11:15 AM	**The Benefits of Transportation Management:** A shipping industry veteran, shares with his audience the benefits of centralizing an organizations full transportation spectrum into one unified system. The presentation is geared for organizations that ship through multiple parcel, LTL, truckload, and rail carriers. Audience: Manufacturers, Distributors, 3PL's.	**Session 1 - Introductions/Agenda Review and Product Demonstration:** This introductory session will kick off the Varsity training track with trainer introduction and an agenda review. Presenter: Roberto Ansaloni
11:15 - 11:30 AM	**BREAK**	
11:30 AM - 12:15 PM	**The Benefits of Warehouse Management:** In this presentation our warehousing specialists will discuss the benefits of an integrated warehouse management solution to automate the processes and improve your picking and receiving functions, allowing you to process more orders at a much higher level of accuracy. Audience: Manufacturers, Distributors, 3PL's	**Session 2 - Implementation Lifecycle:** This session will explain how Varsity implementation projects transition from the sales department, to Professional Services and then to the Help Desk. The session will address periodic Varsity maintenance updates required for each carrier, the Varsity library list structure, and how to apply maintenance updates. Presenter: Roberto Ansaloni
12:15 - 1:15 PM	**LUNCH**	
1:15 - 2:15 PM	**Increase Visibility into the Supply Chain:** This presentation discusses how supply chain visibility, impact analysis, alerting and collaboration using Viewlocity Technologies' Control Tower Platform (CTP) can provide you with the tools and knowledge to proactively mitigate the impact of supply chain disruptions and keep your operations on track. Audience: Manufacturers, Distributors and 3PL's	**Session 3 - ShipSoft v3.0 Features Overview:** This session will highlight the new enhancements and features of ShipSoft v3.0. Presenter: Roberto Ansaloni
2:15 - 2:30 PM	**BREAK**	
2:30 - 3:30 PM	**EDI:** In this presentation we will discuss using EDI with WMS as well as how it is being leveraged as an interface to ERP systems, and discuss the benefits of EDI and how it enhances data quality. Audience: Manufacturers, Distributors, 3PL's	**Session 4 - ShipSoft v3.0 Technical Overview:** This session addresses technical aspects and development approach. Presentation reviews current enhancements to the base product, data flows, rate shopping interface, and processing results flow back and forth through ShipSoft and the interface. Presenter: Kevin Blackmon
3:30 - 4:00 PM	**BREAK**	
4:00 - 5:00 PM	**Case Study – Fleetpride**	**Session 5 - VLI User Group Discussions:** This session is dedicated to the Varsity User Group discussions. Roberto Ansaloni and Kevin Blackmon
BUFFALO BILLIARDS		
TUESDAY 07/29/14		
7:00 - 8:00 AM	**BREAKFAST**	
8:00 - 9:00 AM	**SQL extracting data: Valuable data that drives your business lives in your SQL Server.** In this presentation we will demonstrate how to extract beneficial and hidden data from the Logimax Database. Audience: Logimax users	**Session 1 - Interfaces and Using the P-List Break for Domestic and International (Part I):** This session will include a detailed discussion of the interface and how it can be adapted to meet customer needs. Discussions can center on points in the fulfillment process when the interface can be called, calculations that can be performed within the interface, and how the various P-List fields can be adjusted, re-mapped, or changed to modify the interface. This session also includes interface data requirements for international shipping at item level and shipment level. Presenter: Roberto Ansaloni
9:00 - 9:15 AM	**BREAK**	
9:15 - 10:15 AM	**Varsity Logistics VLI User Group Discussions:** This session is dedicated to the Varsity User Group discussions. Audience: Varsity Users	**Session 2 - Interfaces and Using the P-List Break for Domestic and International (Part II):** This session will include a detailed discussion of the interface and how it can be adapted to meet customer needs. Discussions can center on points in the fulfillment process when the interface can be called, calculations that can be performed within the interface, and how the various P-List fields can be adjusted, re-mapped, or changed to modify the interface. This sessions also includes the review of base interface data requirements at item level and shipment level for direct international shipping, and an overview of the different types of freight billing options and how to trigger them in Varsity. Presenter: Roberto Ansaloni
10:15 - 10:45 AM	**BREAK**	
10:45 - 11:45 AM	**Automation and Optimization of the Procure to Pay Process:** Learn how mapped processes can organize and optimize the flow of product and information between buyer and seller. Steps to be covered include the following: Forecast collaboration, Purchase order & Order Acknowledgement, Management by exception, ASN & Barcode, Order dispatch & Transport with Visibility, Receiving & Inventory update, Invoice & PO Closure/Archive. Audience: Distributors & Manufacturers and 3PL's	**Session 3 - International Shipping:** This session covers document set-up, INCO Terms, Freight Forwarder shipments, and high level overview of AES flow and interface parameters. Presenter: Kevin Blackmon
12:00 - 1:00 PM	**LUNCH**	
1:15 - 2:15 PM	**Varsity Logistics - Shipping Integration to Frontier:** This presentation will discuss how organizations of all sizes have integrated shipping and other functionality from Varsity Logistics with their Friedman Frontier ERP software through pre-written standard interfaces. Come hear how the Varsity ShipSoft solution drives significant efficiencies, cost reductions and end to end visibility for Friedman Frontier ERP users. Audience: Frontier users	**Session 4 - ShipPack Technical Overview (Part I):** This session will cover the features of Varsity's Pick/Pack Module including item-level detail, bar code labeling, ASN creation, Shipment, order reconciliation, and parcel nesting. Presenter: Roberto Ansaloni
2:15 - 2:30 PM	**BREAK**	
2:30 - 3:30 PM	**Case Study - Wigwam**	**Session 5 - ShipPack Technical Overview (Part II):** This session will cover the features of Varsity's Pick/Pack Module including item-level detail, bar code labeling, ASN creation, Shipment, order reconciliation, and parcel nesting. Presenter: Roberto Ansaloni.
3:30 - 4:00 PM	**BREAK**	
4:00 - 5:00 PM	**Label Design** - In this presentation we present a graphical design tool to create labels using functions such as Grid / Snap to, Zoom In / Zoom Out, Copy and Paste, Use Images / Graphics, RFID, test printing, etc. Audience: Audience: Manufacturers, Distributors, 3PL's	**Session 6 - Using Alternate Billing Options:** In this session, attendees will learn how to set up alternate billing shipments such as 2nd and 3rd party, COD, and Consignee billing. Presenter: Kevin Blackmon
NIGHT ON YOUR OWN / PETE'S DUALING PIANO BAR		
WEDNESDAY 07/30/14		
7:00 - 8:00 AM	**BREAKFAST**	
8:00 - 9:00 AM	**Case Study – Bunn-O-Matic** - This will cover multimodal Carrier selection with (ShipSelect) and Routing Guide Management	**Session 1 - Non Rated & Rated Carriers:** In this session, attendees will learn how to create, configure, and maintain new carriers in ShipSoft. Other areas covered include creating Bills of Lading, labels, and PRO number assignment. Presenter: Kevin Blackmon
9:00 - 9:15 AM	**BREAK**	
9:15 - 10:15 AM	**Streamlining your Pick Pack and Ship Process & Introduction to Shipment Optimization:** In this session you learn that Varsity Logistics is more than just a shipping system. We will discuss and demonstrate a host of new Advanced Warehousing features like bulk picking, packing, and containerization. Specific business challenges will be addressed as well as practical low cost solutions to address these challenges. Audience: Manufacturers, Distributors, 3PL's	**Session 2 - ShipSoft-Freight Technical Overview:** This session will explore the Varsity multi-modal rating engine and shipping solution for freight shippers who ship within North America – specifically outbound shipping process for LTL and TL shipments. Presenter: Kevin Blackmon
10:15 - 10:45 AM	**BREAK**	
10:45 - 11:45 AM	**What's coming in future releases:** Come see what is in development for future version releases of Logimax and participate in adding ideas that you would like to see in future releases. Audience: Logimax users.	**Session 3 - ShipSelect Technical Overview:** This session evaluates different options within ShipSelect including user-defined weighted criteria such as cost, preference, transit time, past performance, mode selection, and service type. Presenter: Kevin Blackmon

Additional Sessions

	Padre Island (10-20)
2014 customer conference	**Additional Sessions**
MONDAY 007/28/14	
7:00 - 8:00 AM	
8:00 - 10:15 AM	**OPENING SESSION**
10:15 - 10:30 AM	**BREAK**
10:30 - 11:15 AM	
11:15 - 11:30 AM	**BREAK**
	Xanadex
11:30 AM - 12:15 PM	**Partner Presentation - Xanadex**
12:15 - 1:15 PM	**LUNCH**
1:15 - 2:15 PM	
2:15 - 2:30 PM	**BREAK**
2:30 - 3:30 PM	
3:30 - 4:00 PM	**BREAK**
	NGS
4:00 - 5:00 PM	**BI Partner #5 Demo - NGS**
BUFFALO BILLIARDS	
TUESDAY 07/29/14	
7:00 - 8:00 AM	**BREAKFAST**
8:00 - 9:00 AM	
9:00 - 9:15 AM	**BREAK**
	ASA
9:15 - 10:15 AM	**ASA - Commercial Tire Dealer Round Table**
10:15 - 10:45 AM	**BREAK**
10:45 - 11:45 AM	
12:00 - 1:00 PM	**LUNCH**
	ASA
1:15 - 2:15 PM	**ASA - BATO Cornerstone User Group**
2:15 - 2:30 PM	**BREAK**
2:30 - 3:30 PM	
3:30 - 4:00 PM	**BREAK**
4:00 - 5:00 PM	
NIGHT ON YOUR OWN / PETE'S DUALING PIANO BAR	
WEDNESDAY 07/30/14	
7:00 - 8:00 AM	**BREAKFAST**
8:00 - 9:00 AM	
9:00 - 9:15 AM	**BREAK**
9:15 - 10:15 AM	
10:15 - 10:45 AM	**BREAK**
10:45 - 11:45 AM	