

Exact Macola EVOLVE 2016

CONNECTING WITH CUSTOMERS

April 19-22, 2016 | Atlanta Marriott Marquis

Exact Macola Evolve 2016 Executive Agenda

Wednesday, April 20

8:45 - 9:45 a.m.	Marquis	Finding Your Fierce Ambition <i>Presenter: Alison Forsythe</i>	Alison Forsythe, Managing Director of Exact Macola, has made her fierce ambition known from the day she started at Exact. She has made many bold moves since her appointment in April 2013, and regularly shares updates to keep customers and partners apprised of the momentum within the business. Alison will share examples of how Exact Macola is exceeding its goals and how those accomplishments are bringing you, our customers more market driven solutions in a much shorter delivery time. You will also be inspired by Exact Macola customers who will share how they have embraced their fierce ambitions and the accomplishments they are achieving as a result.
9:45 - 10:30 a.m.	Marquis	How the Evolution of Exact Macola 10 will Accelerate the Growth of your Business <i>Presenter: Dan Griffin</i>	Dan Griffin, Director of Product Management for Exact Macola, will provide insight into the long-term strategy for Exact Macola 10 and will also give you specific details on our product roadmap so that you can plan for your business' transformation. With an eye to the future of the ERP and business software space, Dan will share trends and disruptions in the market that are influencing the Exact Macola product roadmap. You will learn about the key development areas and advancements in the product that will benefit you and your business. You will walk away with new ideas to ignite your company's efficiency and to ensure you are ready to make the most of new business opportunities in the years ahead.

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11:30 - 12:15 p.m.	M106-M107	Using Exact Macola 10 HRM Tools Effectively <i>Presenter: Bob Combs</i>	How are you managing your company's vacancies, applicants and recruitment processes? Better yet - how are you managing your employee data? Are you continually being asked questions by employees and managers? Do you need an effective application for the management of your performance review processes? Learn how Exact Macola 10 Human Resource Management can do this and more to benefit you and your organization.
11:30 - 12:15 p.m.	M302-M303	Quality Management - Simplified and to the Point <i>Presenter: Steve Fetherston</i>	Quality is everyone's responsibility in an organization. Learn how to implement that philosophy by using Exact Macola 10 to manage an enterprise-wide quality program. See how critical business issues have been addressed and how capabilities such as workflow, document management, HR management, quality measurement, and automation have been leveraged to meet critical business issues head-on.
11:30 - 12:15 p.m.	M301	Foam Supplies Shares Exact Macola 10 Customizations that will Blow Your Mind! <i>Presenters: Todd Keske & Philip Bini</i>	One of the most powerful parts of Exact Macola 10 is its flexibility. In fact, some of our customers are using Exact Macola 10 in ways that you may have never dreamed of. Let us show you some of our favorite customizations and open your eyes to how Exact Macola 10 could be customized to fit your business.
1:30 - 2:15 p.m.	M301	5 Manufacturing Trends that will Shape the Market in 2016 <i>Presenter: Travis Hessman</i>	Come learn about the top five manufacturing industry trends that will shape the market and impact your business in 2016. Travis Hessman will demonstrate how new developments in automation, 3D printing, and mobility are helping to make manufacturing smarter and more efficient than ever, while a transforming workforce and new cyber vulnerabilities threaten long-term growth.

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1:30 - 2:15 p.m.	M302-M303	Why Altman Lighting, Inc. Upgraded from Exact Macola Progression to Exact Macola 10 <i>Presenter: Roger Pujol</i>	Learn from a new Exact Macola 10 customer how 20+ years of Macola evolution has positively impacted every aspect of their business. Learn how the new technology and functionality of Exact Macola 10 has truly enabled their business and what impact it has had on addressing specific critical business issues. You will hear how the Exact Macola 10 has reinforced the company's foundation for future growth.
2:30 - 3:15 p.m.	M302-M303	How Wastequip, LLC Prepared for a Successful and Seamless Upgrade to Exact Macola 10 <i>Presenters: Paul Thomas & Jim Widner</i>	In this session the Wastequip team will describe: <ul style="list-style-type: none"> • Lessons learned from prior upgrades • New processes introduced • Third party considerations (Avalara, WiSys, Crystal) • Post implementation user care • Benefits from being on Exact Macola 10
2:30 - 3:15 p.m.	M301	Customer Relationship Management - the Fundamentals Work! <i>Presenter: Renee Fodde</i>	Nothing is more important than the relationship you have with your customers. That's why having one single source of the truth regarding ALL your interactions, correspondence, and transactions with your customers is critical to business success. Marketing professionals will use the CRM data to develop and execute effective marketing programs. And the relationship will extend into revenue creating activities that can be tracked and highlighted for sales predictions. The extensive capabilities of Exact Macola 10's CRM will enable your entire organization to keep their finger on the pulse of your customer community.
2:30 - 3:15 p.m.	M106-M107	Using Exact Macola 10 on-the-go <i>Presenter: Thijs Verberne</i> Session repeated on 4/20 at 3:30 p.m.	In this session we will take a look at using Exact Macola 10 from your mobile device. Available for both iOS and Android, the mobile app lets you take advantage of the features of Exact Macola 10 such as order entry, workspaces, and CRM – from the office, the warehouse, or the beach.

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2:30 - 3:15 p.m.	M104-M105	<p>Exact Macola 10 and Business Intelligence <i>Presenters: David Dozer & Philip Bini</i></p> <p>Session repeated on 4/21 @ 2:30 p.m.</p>	<p>Have you heard the buzz about Business Intelligence? Are you wondering exactly what it is and how it can help your business? In this session, we'll spend time understanding business intelligence principles, take a look at some exciting new tools (Exact Insights powered by Qlik) and show you how to turn your big data into impactful and meaningful visualizations that will empower you to make informed decisions around your business.</p>
3:30 - 4:15 p.m.	M101	<p>Competing and Thriving in an Ever-Changing Manufacturing Hiring Market <i>Presenter: Nikki Warren</i></p>	<p>As the demands within the manufacturing industry continue to grow, it becomes more and more apparent that there is a distinct hiring dilemma within. It is imperative as we move forward, companies recognize the necessity of being creative in their hiring techniques as so many manufacturing companies are competing for the same talent pool in an extremely tough labor market. Not only is it becoming more difficult to find and attract skilled talent, but that talent pool is declining rapidly as a clear skill gap emerges. It is also important to consider how to navigate working with the new millennial workforce as they become more engrained in today's business world. It is vital to attract, train and retain these millennial employees in such a way so as to bolster their skills to replace those lost by upcoming retirees. In order to attract the best and brightest talent to their organizations, companies need to leverage an excellent total compensation package when making offers. The sooner that companies begin to internalize and understand these industry trends, the sooner they will be able to compete successfully in the hiring marketplace.</p>

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3:30 - 4:15 p.m.	M302-M303	<p>Why Seattle-Tacoma Box upgraded from Exact Macola Progression to Exact Macola 10</p> <p><i>Presenters: Cindy Nunley & Philip Bini</i></p>	Learn from a new Exact Macola 10 customer how 20+ years of Macola evolution has positively impacted every aspect of their business. Learn how the new technology and functionality of Exact Macola 10 has truly enabled their business and what impact it has had on addressing specific critical business issues. You will hear how the Exact Macola 10 has reinforced the company's foundation for future growth.
3:30 - 4:15 p.m.	M104-M105	<p>What's New in Exact Macola 10? A look at the New Features Introduced Over the Last Year</p> <p><i>Presenters: David Dozer & Derek Ochs</i></p>	Get a first-hand look at how Exact Macola 10 has evolved over the last year. We'll demo new features in Exact Macola 10.3 and preview some of the upcoming features in 10.4. We will also cover changes to Exact Synergy Enterprise 255 which have been incorporated into Exact Macola 10.3.
3:30 - 4:15 p.m.	M106-M107	<p>Using Exact Macola 10 on-the-go</p> <p><i>Presenter: Thijs Verberne</i></p> <p>Session repeated on 4/20 @ 2:30 p.m.</p>	In this session we will take a look at using Exact Macola 10 from your mobile device. Available for both iOS and Android, the mobile app lets you take advantage of the features of Exact Macola 10 such as order entry, workspaces, and CRM – from the office, the warehouse, or the beach.

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3:30 - 4:15 p.m.	M301	<p>Production Order Processing (POP) vs. Shop Floor Control (SFC): Which is Best for Me?</p> <p><i>Presenter: Russ Lesko</i></p>	<p>Are you satisfied that you fully account for and understand your true manufacturing costs? How do you handle direct material, labor, overhead (or burden) and subcontract manufacturing costs. Pressures to reduce manufacturing costs are constant and driven by the absolute need to remain profitable and competitive. It is essential to know what your true manufacturing costs are in order to measure current profitability and make important strategic decisions for your company. POP and SFC have often been labeled and compared as "light" or "heavy" manufacturing solutions. Rather, learn the practical differences between POP and SFC as they relate to the ultimate need to better understand and manage your true costs of manufacturing. Learn how to determine which method is best for you and how to deploy each in a manner that provides the precision you need in managing and reducing manufacturing costs. Since the POP and SFC method is determined at the item level, learn how both solutions can work for you in a "mixed mode" environment.</p>
4:30 - 5:15 p.m.	M106-M107	<p>Optimizing Document Management with Exact Macola 10</p> <p><i>Presenter: Kenneth Sewell</i></p>	<p>Do you have paper documents throughout your organization? Whether it is a financial, incoming or outgoing email, product specifications, invoices, quality, engineering, human resource or any other type documentation, Exact Macola 10 enables you to manage these documents electronically. Come to this session and see how easy it is to integrate and automate document management. This will enable you to link any document to anything in Exact Macola 10 and to search and share documents across your organization.</p>

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4:30 - 5:15 p.m.	M101	Project Management to Ensure Jobs are "On Time and Within Budget" <i>Presenter: Renee Fodde</i>	"On time and within budget" – the most common objective in any manufacturing or distribution company. Projects can vary from R&D projects, to Marketing to critical customer-driven design and delivery projects, and more. There is no limit to defining projects. Regardless of the project Exact Macola 10 provides out of the box capabilities to define and schedule critical tasks and to allow transparency to all stakeholders inside and outside the organization. In this session, you will learn how to create projects, assign items, create workflows, create audit trails, view status charts and more.
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8:30 - 9:30 a.m.	Marquis	Keynote Speaker	
9:45 - 10:30 a.m.	M106-M107	Hosting Exact Macola 10 in the Cloud <i>Presenter: Derek Ochs</i>	If you are running your Exact Macola solution on a server on premises, you may be taking more risk than you know. Do you have an in-house security expert to ensure your data is safe? Do you have the ability to recover instantly if a server crashes, or could your data survive a fire or other natural disaster? Do you need more processing power during your peak cycles? All of these items can be solved with cloud hosting. During this session you'll learn about your cloud hosting options and hear benefits of making the leap to the cloud.
11:30 - 12:15 p.m.	M301	Why Nielsen-Massey Vanillas, Inc. upgraded from Exact Macola ES to Exact Macola 10 <i>Presenter: Heather Herringer</i>	New business issues arise at various points throughout any company's journey. Learn from a new Exact Macola 10 customer how the evolution from Exact Macola ES has positively impacted every aspect of their business. Learn how new technology and functionality in Exact Macola 10 has truly enabled their business and what impact it has had on addressing critical business issues. Learn from customers how the Exact Macola 10 technology and functionality has not only addressed current business issues but has also reinforced the foundation for future growth.
11:30 - 12:15 p.m.	M302-M303	Exact Macola 10 Roadmap Feedback Session - Let Your Voice Be Heard! <i>Presenters: Dan Griffin & Dave Dozer</i> Session repeated on 4/21 @ 1:30 p.m.	You will see and hear about our current roadmap during the general sessions, but we want to make sure that you have a voice in where our product goes. In this session, we will ask for your feedback and do some voting activities to understand which items matter most to you, our customers. We did this activity at Evolve 2015, so we will also take a few minutes to review that feedback and show which of those feedback items are now in the Exact Macola 10 product.

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11:30 - 12:15 p.m.	M104-M105	The Power of Three - Integrated Planning, Workforce and Factory Management <i>Presenter: John Grima</i>	Learn how LYNQ's innovative suite of products help you measure, manage and improve your overall equipment effectiveness (OEE)...Topics include Materials Planning, Finite Capacity Scheduling, Cloud Based Publishing, Shop Floor Data Collection, Live Status Tracking, Employee Performance Analysis, Paperless Shop Floor, Issue Tracking & Workflow and Factory Performance Analysis (OEE, TEEP and Six Big Losses).
11:30 – 12:15 p.m.	M101	Understanding Inventory Valuation Methods in Macola <i>Presenter: Russ Lesko</i>	Average, Last, Standard, LIFO, FIFO are all methods for inventory valuation in Macola. Is the method you are using best for your company? Does the method you are using accurately reflect the cost of inventory? Come to this session to unlock the mysteries of the Macola inventory valuation methods and how each method works using simple and understandable language and examples. Learn how using the correct method of inventory valuation along with key Macola setups, can support the ability of Macola to post cost of sales accurately upon every sales transaction. Travel through some sample inventory transactions and see how costs are determined and posted to correct GL accounts. Learn how to run a Standard Cost rollup and how to use it even if you are not valuing your inventory based on standard cost. Learn how each costing method works in Macola manufacturing processes to provide clear cost accounting results and analysis.
1:30 - 2:15 p.m.	M106-M107	Effective Supply Chain Management <i>Presenter: Russ Lesko</i>	Supply Chain professionals are faced with managing company margins and the supply chain to optimize their inventory, warehouse and manufacturing operations. Join us for this session where we will discuss leveraging Exact Macola 10 supply chains tool to do this effectively.

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1:30 - 2:15 p.m.	M101	Tackling Cyber Security in Today's Complex World <i>Presenter: TBA</i>	Learn about emerging threats in today's Cyber World and find out how you can adapt to the challenging environment. In this session, we will discuss current and future security concerns for companies and ways to set up proper security access to applications and portals. You will also hear about security issues around emerging trends like cloud storage and hosting solutions, firewall and anti-virus capabilities, password challenges, logging and monitoring capabilities and BYOD developments. Prepare a list of your own security questions and bring them to discuss.
1:30 - 2:15 p.m.	M301	Nystrom is using Workspaces to propel their business in these ways... <i>Presenters: Ben Parrish & Philip Bini</i>	Workspace technology and the variety of workspace designs available in Exact Macola 10 has achieved the often elusive goals of increased productivity and increased employee satisfaction. Learn how one company has addressed a wide range of critical business issues within their organization and see how they have spread these results throughout all levels of their organization.
1:30 - 2:15 p.m.	M302-M303	Exact Macola 10 Roadmap Feedback Session - Let Your Voice Be Heard! <i>Presenters: Dan Griffin & David Dozer</i> Session repeated on 4/21 @ 11:30 a.m.	You will see and hear about our current roadmap during the general sessions, but we want to make sure that you have a voice in where our product goes. In this session, we will ask for your feedback and do some voting activities to understand which items matter most to you, our customers. We did this activity at Evolve 2015, so we will also take a few minutes to review that feedback and show which of those feedback items are now in the Exact Macola 10 product.

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2:30 - 3:15 p.m.	M101	<p>Fierce But Not Foolish: Ten Tips to Minimize Legal Risk in Achieving Your Business Ambitions</p> <p><i>Presenter: Robin Foster</i></p>	<p>Join Robin Foster, General Counsel – Exact Americas as he discusses hot topics and recent legal developments that are impacting the manufacturing and distribution industries in 2016. Robin will cover a diverse range of topics including: What's in a name? – Protecting your brands and trademarks; The Age of Uber – Recent litigation highlighting risks of using “independent contractors” as a key foundation of your business model; Exempt means what? – Changes to the “exempt employee” rules under the Fair Labor Standards Act and what it means for your business; Legal trends in Social Media law; Privacy Shield 2016 (aka Safe Harbor 2.0) – New data protection standards in the wake of the EU Schrems ruling, and what it means for your data collection, storage and transmission practices; and a glimpse into the current trends for Mergers & Acquisitions in the manufacturing & distribution market sectors.</p>
2:30 - 3:15 p.m.	M302-M303	<p>SuperCharge Sales with BirdDog Ecommerce, Integrated Credit Card Processing and Web-Based Order Entry</p> <p><i>Presenters: Robin Zwirtz, Jeremy Moberly, Paul Anderson</i></p>	<p>If you run an Ecommerce website, you may have discovered it can be both a blessing and a curse. While your web store can attract new customers and increase sales, a whole new set of costs and operational challenges can crop up if your online shopping cart is NOT integrated with your accounting software or ERP system. Join us for this session and find out how BirdDog Ecommerce and web-based Order Entry can SuperCharge YOUR bottom line.</p> <p>Don't just take our word for it, make plans to join us as Paul Anderson from Sportsmith presents a special Customer Spotlight to discuss how BirdDog Software SuperCharges Sportsmith!</p>

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2:30 - 3:15 p.m.	M301	<p>Harness the Power of your Workflow and Automation <i>Presenter: Kenneth Sewell</i></p>	<p>Every company has mission-critical business processes that consistently require accountability, transparency, and structure. Learn how these mission-critical business processes can be integrated into Exact Macola 10 using workflow technology. Learn how critical interactions in customer relationship management, project management, human resource management, opportunity management, R&D and many others, are assigned, managed, tracked and maintained. Also learn how to use automation to solve a wide variety of critical business issues by automating specific tasks.</p>
2:30 - 3:15 p.m.	M104-M105	<p>Exact Macola 10 and Business Intelligence Presenters: David Dozer & Phillip Bini</p> <p>Session repeated on 4/20 at 2:30 p.m.</p>	<p>Have you heard the buzz about Business Intelligence? Are you wondering exactly what it is and how it can help your business? In this session, we'll spend time understanding business intelligence principles, take a look at some exciting new tools (Exact Insights powered by Qlik) and show you how to turn your big data into impactful and meaningful visualizations that will empower you to make informed decisions around your business.</p>
3:30 – 5:00 p.m.	Marquis	<p>Closing Keynote <i>Presenter: Derek Daly</i></p>	