

# Exact Macola EVOLVE 2016

CONNECTING WITH CUSTOMERS

April 19-22, 2016 | Atlanta Marriott Marquis

## Exact Macola Evolve 2016 Technical 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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### Wednesday, April 20

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.	M301	Foam Supplies Shares Exact Macola 10 Customizations that will Blow Your Mind! <i>Presenters: Todd Keske &amp; 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.
11:30 - 2:15 p.m.	M104-M105	Web Services - How this Exact Macola 10 Technology Shift is Beneficial to You! <i>Presenters: David Dozer &amp; Derek Ochs</i>	The web – and to some extent to the software world – runs on web services. Web services have become an increasingly important part of Exact Macola 10 as we move more and more to a web-based environment. Web services open up the architecture and allow customers, partners and vendors to extend the Exact Macola 10 functionality in a multitude of ways. You can use Web Services to create custom screens, connect other systems to Exact Macola, and modify/extend the existing logic. Come hear more about the role Web Services are playing for Exact Macola and how that brings value to your business.

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### Wednesday, April 20

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.
1:30 - 2:15 p.m.	M104-M105	My Agile Exact Macola – How WiSys Improves Operations throughout the Supply Chain <i>Presenter: Ann Hayner</i>	At WiSys, we work with companies to update their systems and automate processes to efficiently execute business processes. We understand that every company is unique, so our solutions are flexible and purpose-built to fit today's challenges and create tomorrow's opportunities. We tailor your ERP system to fit your business processes so you don't have to tailor your company to it. Join us for a dynamic breakout session to see what WiSys Agility can do for your business. You will hear real examples from WiSys customers who use Agility every day to run their businesses efficiently.
2:30 - 3:15 p.m.	M106-M107	Using Exact Macola 10 on-the-go <i>Presenter: Thijs Verberne</i> <b>Session repeated on 4/20 at 3:30 p.m.</b>	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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### Wednesday, April 20

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 &amp; Jim Widner</i>	In this session the Wastequip team will describe: <ul style="list-style-type: none"> <li>• Lessons learned from prior upgrades</li> <li>• New processes introduced</li> <li>• Third party considerations (Avalara, WiSys, Crystal)</li> <li>• Post implementation user care</li> <li>• Benefits from being on Exact Macola 10</li> </ul>
2:30 - 3:15 p.m.	M104-M105	Exact Macola 10 and Business Intelligence <i>Presenters: David Dozer &amp; Philip Bini</i>  <b>Session repeated on 4/21 @ 2:30 p.m.</b>	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.
3:30 - 4:15 p.m.	M302-M303	Why Seattle-Tacoma Box upgraded from Exact Macola Progression to Exact Macola 10 <i>Presenters: Cindy Nunley &amp; Philip Bini</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.
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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 &amp; 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.
4:30 - 5:15 p.m.	M104-M105	<p>Dueling Developers - Real time Workspaces created on the fly!</p> <p><i>Presenters: David Dozer &amp; Thijs Verberne</i></p> <p><b>Session Repeated on 4/21 @ 9:45 a.m.</b></p>	Workspaces are one of the most unique and powerful pieces of Exact Macola 10 – allowing personalized, role-based views of your business information and creating a natural and intuitive experience. In this session, we'll have a little fun – pitting two of our consultants against each other in a race against the clock to create new workspaces from scratch based on requests from the audience.

## Exact Macola Evolve 2016 Technical Agenda

### Thursday, April 21

8:30 - 9:30 a.m.	Marquis	Keynote Speaker	
9:45 - 10:30 a.m.	M104-M105	<p>Dueling Developers - Real time Workspaces created on the fly!</p> <p><i>Presenters: David Dozer &amp; Thijs Verberne</i></p> <p><b>Session Repeated on 4/20 @ 4:30 p.m.</b></p>	Workspaces are one of the most unique and powerful pieces of Exact Macola 10 – allowing personalized, role-based views of your business information and creating a natural and intuitive experience. In this session, we'll have a little fun – pitting two of our consultants against each other in a race against the clock to create new workspaces from scratch based on requests from the audience.
9:45 – 10:30 a.m.	M106-M107	<p>Hosting Exact Macola 10 in the Cloud</p> <p><i>Presenter: Derek Ochs</i></p>	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.

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11:30 – 12:15 p.m.	M302-M303	<p>Exact Macola 10 Roadmap Feedback Session - Let Your Voice Be Heard!</p> <p><i>Presenters: Dan Griffin &amp; David Dozer</i></p> <p><b>Session repeated on 4/21 @ 1:30 p.m.</b></p>	<p>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.</p>
11:30 - 12:15 p.m.	M301	<p>Why Nielsen-Massey Vanillas, Inc. upgraded from Exact Macola ES to Exact Macola 10</p> <p><i>Presenter: Heather Herringer</i></p>	<p>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.</p>

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11:30 – 12:15 p.m.	M106-M107	<p>Introduction to Browser Based Exact Macola 10 Customizations</p> <p><i>Presenter: Kenneth Sewell</i></p>	<p>Companies have the power to modify browser screens of Exact Macola 10 using the Software Development Kit (SDK). Explore some of the options available to customize or extend the application during this informative session. Learn about options available to technical users to make modifications to the functionality of the application and watch as a few customizations are made to the application during the session.</p>
11:30 - 12:15 p.m.	M101	<p>Understanding Inventory Valuation Methods in Macola</p> <p><i>Presenter: Russ Lesko</i></p>	<p>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.</p>



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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).
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1:30 - 2:15 p.m.	M301	Nystrom is using Workspaces to propel their business in these ways... <i>Presenters: Ben Parrish &amp; 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.

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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.	M104-M105	Creating an Agile Warehouse Shipping Process for Exact Macola Software <i>Presenter: TBA</i>	Shipping can be one of the most unique and demanding processes in your operation. This is where your customers and the supply chain create tension and strain on your business and require you to be flexible to meet those ever-changing challenges while maintaining the highest standards of customer service. WiSys Shipping Logistics applications are designed to allow Exact Macola users to tailor a solution that meets their most complex shipping processes.
2:30 - 3:15 p.m.	M302-M303	SuperCharge Sales with BirdDog Ecommerce, Integrated Credit Card Processing and Web-Based Order Entry <i>Presenters: Robin Zwirtz, Jeremy Moberly, Paul Anderson</i>	<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&amp;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>
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3:30 - 5:00 p.m.	Marquis	<p>Closing Keynote <i>Presenter: Derek Daly</i></p>	