Exact Macola Evolve 2016 User Agenda			
Wednesday, April 20			
8:45 - 9:45 a.m.	Marquis	Finding Your Fierce Ambition *Presenter: Alison Forsythe*	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 *Presenter: Dan Griffin*	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 *Presenter: Bob Combs*	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 *Presenter: Steve Fetherston*	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.
1:30 - 2:15 p.m.	M106-M107	Workspaces for Distribution Roles *Presenter: Bob Combs*	This session will focus on specific workspaces for supply chain, sales, customer service and other distribution roles. Learn how Exact Macola 10 workspaces empower users to interact with the business through a more natural ERP experience tailored to their specific needs. Workspaces are accessible anytime from anywhere from tablets, smartphones, home or public PCs.
1:30 - 2:15 p.m.	M302-M303	Why Altman Lighting, Inc. Upgraded from Exact Macola Progression to Exact Macola 10 *Presenter: Roger Pujol*	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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1:30 - 2:15 p.m.	M104-M105	My Agile Exact Macola – How WiSys Improves Operations throughout the Supply Chain *Presenter: Ann Hayner*	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.	M301	Customer Relationship Management - the Fundamentals Work! *Presenter: Renee Fodde*	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 *Presenter: Thijs Verberne* **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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3:30 - 4:15 p.m.	M302-M303	Why Seattle-Tacoma Box upgraded from Exact Macola Progression to Exact Macola 10 *Presenters: Cindy Nunley & Philip Bini*	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.	M301	Production Order Processing (POP) vs. Shop Floor Control (SFC): Which is Best for Me? *Presenter: Russ Lesko*	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.

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3:30 - 4:15 p.m.	M104-M105	What's New in Exact Macola 10? A look at the New Features Introduced Over the Last Year *Presenters: David Dozer & Derek Ochs*	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	Using Exact Macola 10 on-the-go *Presenter: Thijs Verberne* **Session repeated on 4/20 @ 2:30 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.
4:30 - 5:15 p.m.	M101	Project Management to Ensure Jobs are "On Time and Within Budget" *Presenter: Renee Fodde*	"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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4:30 – 5:15 p.m.	M301	Workspaces for Manufacturing Roles *Presenter: Russ Lesko*	This session will focus on specific workspaces for manufacturing roles. Learn how Exact Macola 10 workspaces empower users to interact with the business through a more natural ERP experience tailored to their specific needs. Workspaces are accessible anytime from anywhere from tablets, smartphones, home or public PCs.
4:30 - 5:15 p.m.	M106-M107	Optimizing Document Management with Exact Macola 10 *Presenter: Kenneth Sewell*	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.

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Thursday, April 21			
8:30 - 9:30 a.m.	Marquis	Keynote Speaker	
9:45 - 10:30 a.m.	M301	Workspaces for Financial and Accounting Roles *Presenter: Russ Lesko*	This session will focus on specific workspaces for CFOs, AP, AR, cash flow and other financial and accounting roles. Learn how Exact Macola 10 workspaces empower users to interact with the business through a more natural ERP experience tailored to their specific needs. Workspaces are accessible anytime from anywhere from tablets, smartphones, home or public PCs.
11:30 - 12:15 p.m.	M302-M303	Exact Macola 10 Roadmap Feedback Session - Let Your Voice Be Heard! *Presenters: Dan Griffin & David Dozer* **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.
11:30 - 12:15 p.m.	M301	Why Nielsen-Massey Vanillas, Inc. upgraded from Exact Macola ES to Exact Macola 10 *Presenter: Heather Herringer*	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.

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11:30 - 12:15 p.m.	M104-M105	The Power of Three - Integrated Planning, Workforce and Factory Management *Presenter: John Grima*	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 *Presenter: Russ Lesko*	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.

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1:30 - 2:15 p.m.	M302-M303	Exact Macola 10 Roadmap Feedback Session - Let Your Voice Be Heard! *Presenters: Dan Griffin & David Dozer* **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.
1:30 - 2:15 p.m.	M301	Nystrom is using Workspaces to propel their business in these ways... *Presenters: Ben Parrish & Philip Bini*	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.	M104-M105	Creating an Agile Warehouse Shipping Process for Exact Macola Software *Presenter: TBA*	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.

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2:30 - 3:15 p.m.	M302-M303	SuperCharge Sales with BirdDog Ecommerce, Integrated Credit Card Processing and Web-Based Order Entry *Presenters: Robin Zwirtz, Jeremy Moberly, Paul Anderson*	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. 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!
2:30 - 3:15 p.m.	M301	Harness the Power of your Workflow and Automation *Presenter: Kenneth Sewell*	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.
3:30 - 5:00 p.m.	Marquis	Closing Keynote *Presenter: Derek Daly*	