

Conference Agenda

8:30 AM	REGISTRATION & BREAKFAST	
9:00 AM	Welcome / Introduction	
9:15 AM	Robert Lavery – Robert Lavery & Associates Faith is a term typically associated with religious activities. What relevance does 'Faith' have in relation to business and other commercial activities? You may be surprised by the answer and the implications it has for your organizations and the way they function.	
10:00 AM	BREAK	
	Track 1 (Growing Your Business)	Track 2 (Human Capital / IT)
10:15 AM	Jerimie Lavinier – Dominica Electricity Services Exploring the Strategic Customer Relations that Drive Profit: It is a demonstrable fact that the most profitable transactions occur within the deepest relationships. A large percentage of companies today are consumer oriented. The relationships that they share with those who "consume" their business is shallow and fragile. The slightest shift in the market behavior or the introduction of a similar service provider in their vicinity significantly impacts their profit. Strategic Customer Relations equips companies with the tools for profit resilience. <ul style="list-style-type: none"> • The Consumer versus The Customer • Defining Relationships and its impact on Business • The Art of Turning Consumers into Customers • Exploring Relationships with Customers for Profit • Measuring Return on Relationship Investment • Tools to Complement Your Relationship Strategy 	Danny Martinez - Sage Human Capital Development – Increasing employee engagement through knowledge, skills and abilities. What is your organization's differentiator? Learn how developing your team can lead to improved employee satisfaction, increased retention rates, better company culture, and increased employee engagement. See how Sage HRMS solution helps attract, retain, develop, and motivate employees to maximize the employee experience.

Conference Agenda

11:00 AM	<p>Julio Baylac The evolving role of the CFO in today's modern organization.</p> <p>The role of Finance continues to evolve. In today's competitive landscape, CFO's are tasked to become the change agent for their company. Financial intelligence that is data driven needs to be disseminated across the entity at a faster pace and to more people. See how agile companies are turning knowledge into increased customer capital.</p>	<p>Dan Papakonstantino - Manusonic Deliver Financial Advantages with Time and Attendance</p> <p>For most businesses, the workforce is the biggest expense and asset. Learn how automating the time management process can lead to greater insights, which drives business performance and employee engagement.</p>
11:45 AM	LUNCH & MEET THE PRESENTERS	
1:00 PM	<p>Travis Taylor –Commercebuild The Next B2B (r)evolution</p> <p>The business world is amid one of the biggest and most disruptive transformations ever. B2B ecommerce is growing by leaps and bounds and by 2021, B2B eCommerce will top \$1.2 trillion in sales in the US alone. This (r)evolution is driving business trends like never before. Join the commercebuild team as we discuss how companies in almost every sector are adapting by shifting their business models to take advantage of the eCommerce (r)evolution.</p> <p>Are you ready to learn how to get an edge on your competition by integrating eCommerce into your business?</p>	<p>Ken Wong – DragonTek International/CQURE Ultimate Hacking Experience</p> <p>Are there cyber-attacks that are effective and almost always work? Of course! Even when an organization manages their infrastructure, patches are regularly installed, and the network is closely monitored, your system can remain vulnerable to attacks.</p> <p>In this session, we will discuss the biggest mistakes companies make when designing their infrastructure security. Leave the conference with suggestions and recommendations that will take your company to the next level of security.</p>

Conference Agenda

1:45 PM	<p>Robert Lavery – Robert Lavery & Associates Safely Integrating Web Based Technology into Legacy Sage 300 Systems</p> <p>Is it safe to allow non-accountants access to an accounting system? The answer is "Yes!" if you configure the system with appropriate controls and access rights. In fact, in our online world it is not only possible, but a necessity in order to capture remote data on a timely basis and support the activities of mobile workers. This session will illustrate some key concepts for capturing expense reports, timesheets and or PO/AP Requisitions from operational employees and converting this data into transactions in Sage 300 with essential audit trails and controls and no rekeying or importing required.</p>	<p>Dan Sulman – DragonTek International TekCare Services: Full Visibility and Management</p> <p>IT executives are being asked to deliver ever-higher levels of service to ensure that applications and networks are running at peak performance and ensuring data is safe and secure with fewer people and flat budgets.</p> <p>TekCare is a managed IT service/software that allows IT Departments to scale while not having to add additional personnel or get bogged down with services that can be delivered remotely. In this session, we will show you how our TekCare agent can provide your IT department with true visibility, reporting, and hardware/software inventory at a glance. Learn how your company can benefit from proactive managed IT solutions and IT support from our team of tech experts.</p>
2:30 PM	BREAK	
2:45 PM	<p>Sandra Smith – Sage Empower Yourself with Sage Intelligence</p> <p>Discover how Sage Intelligence can help you gain control of your data while improving your reporting with flexible, Excel-based reports. Understand what information has an impact on your business decisions. Have the confidence to make timely, more informed business decisions with accurate insights into your data. Join us to see an overview and the benefits of Sage Intelligence.</p>	<p>Clayton Hoy / Dale Robertson – Impact WMS Debunking the Top Eight Myths Surrounding Small Business Warehouse Management Systems</p> <p>Today's business environment requires you to implement innovative solutions to effectively manage increasingly complex supply chains while simultaneously reducing operational expenses. In this "now" economy, how do companies stay agile, with adaptable, connected solutions that harness the power of your trading partner community.</p>
3:30PM	<p>Richard White – BAASS Getting the most out of Sage 300 - Tips Tricks and Shortcuts</p> <p>Whether you're new to the product or a veteran power-user, learn new tips and tricks for unlocking the power of features and shortcuts you may not know about. Join our Sage 300 expert and learn how you can save time, be more productive and get the most from your ongoing investment in Sage 300</p>	
4:15PM	<p>Derrick Lildhar – Sage Sage 300 – The Road Ahead Questions & Answers</p>	
4:45PM	CLOSING / PRIZES / REFRESHMENTS	