

Sunday, September 25, 2016

| Time | Activity | Location |
|--------------------|----------------------------|----------|
| 12:30 pm - 6:30 pm | Registration Open | tbd |
| 3:30 pm - 4:25 pm | New Member Networking | tbd |
| 4:30 pm - 5:00 pm | WWUG Business Meeting | tbd |
| 5:00 pm - 6:30 pm | Epicor Road Ahead & Q&A | tbd |
| 6:30 pm - 8:00 pm | Welcome Cocktail Reception | tbd |



Prophet 21
WORLD WIDE USER GROUP



Monday September 26, 2016

| Session Time | Activity | | | | | | | | |
|---------------------|---------------------------------------|---|---|--|---|-------------------------------|--|--|--|
| 6:30 am - 8:00 am | Breakfast | | | | | | | | |
| 8:00 am - 9:00 am | 60 min Breakout Session | Label Options in P21 | Implementing a Quality System for Certification | Excel Intermediate - Using Excel to Analyze P21 Data | Introducing Epicor Commerce Connect (ECC) E-Commerce Solution | Pending - Vendor Presentation | Motivate & Retain Top Talent Engage Your Team (Sandler Training) | Doing Crystal Forms Calculations | Tools for Branch Ops : Transfer Best Practices |
| 9:00 am - 9:10 am | Break | | | | | | | | |
| 9:10 am - 10:10 am | 60 min Breakout Sessions | P21 Cash Collections | Questioning and Listening Skills - Part 1 (Texas A&M) | Crystal Reports Beginner | Beginning Dynachange Rules | Pending - Vendor Presentation | Infrastructure for P21 Technology Professionals | Policies and procedures that lead to Effective Inventory Management (Jon Schreibfeder) | From Cost Center to Profit Center: A "Game Changing" Transformation Plan for One Company's Distribution Warehouse Operations |
| 10:10 am - 10:25 am | Coffee Break | | | | | | | | |
| 10:25 am - 11:25 am | 60 min Breakout Sessions | Calculating Commissions using P21 | Questioning and Listening Skills - Part 2 (Texas A&M) | Returns Best Practices | Reporting vs. BI vs Analytics: Compare and Contrast | Pending - Vendor Presentation | Virtualizing your IT Environment | Before You Leave B2BSeller | Leadership: Managing Multiple Generations (Sandler Training) |
| 11:25 am - 11:35 am | Break | | | | | | | | |
| 11:35 am - 12:35 pm | 60 min Breakout Sessions or Lunch "A" | Lunch A | Lunch A | Lunch A | Lunch A | Pending - Vendor Presentation | Amazon Selling Experience | When to Utilize Hub and Spoke Replenishment | Optimizing Your Month End Closing |
| 12:35 pm - 1:35 pm | 60 min Breakout Sessions or Lunch "B" | Analyzing Inventory Turns: Turn and Earn Report (Neil Vanwalbeck) | Resources for Learning When You're New to P21 | Assemblies, Production Orders, Basics of Light Manufacturing | Using Veeam to Back Up your Virtual Servers | Pending - Vendor Presentation | Lunch B | Lunch B | Lunch B |
| 1:35 pm - 1:45 pm | Break | | | | | | | | |
| 1:45 pm - 3:15 pm | 90 min Breakout Sessions | 12.16/12.17 New Features | Beginning SQL Query Writing | Getting Started with Advanced Demand Forecasting (Neil Vanwalbeck) | Competitive Negotiation Seminar | Pending - Vendor Presentation | Reporting Using Free SSRS from Microsoft | I'm Live; Now What? | Pricing Service |
| 3:15 pm - 3:30 pm | Snack Break | | | | | | | | |
| 3:30 pm - 4:30 pm | 60 min Breakout Session | Best Practices for Processing Accounts Payable Using Credit Cards | Service and Maintenance Roundtable | Order Entry Tips and Tricks | Objective SQL Server and Infrastructure Performance | Pending - Vendor Presentation | Importing Goods Using P21 | B2BSeller: CSS Style Sheets | Saving money with UPS and FedEx: Negotiation Strategies |
| 4:30 pm - 5:15 pm | Network by Industry | Tile | Fluid Power | Fastener | Medical Supply | Electrical | Jan-San | HVAC | Petroleum |
| | | Plumbing (Meet in Outdoor Lunch Patio) | Industrial/General (Meet in Indoor Lunch Area) | | | | | | |
| 6:00 pm - 10:00 pm | Networking Event | | | | | | | | |

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| Business and General Functionality | Vendor Specific | Accounting & Financial | Inventory & Purchasing | Reporting/Inquiries | Ecommerce | IT / Dynachange / System Admin |
|------------------------------------|-----------------|------------------------|------------------------|---------------------|-----------|--------------------------------|

| Tuesday, September 27, 2016 | | | | | | | | | |
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| Session Time | Activity | | | | | | | | |
| 7:00 am - 8:30 am | Breakfast | | | | | | | | |
| 8:30 am - 9:30 am | 60 min Breakout Sessions | P21 Data Extraction and Interpretation | What to do when you are forced to reduce your inventory investment (Jon Schreibfeder) | Infrastructure and Virtualization Health Checks | B2BSeller: Using JQuery | Pending - Vendor Presentation | Epicor Professional Services | How to find the Hidden Fees on your CC Processing Statement | Timeclock Software & Integration with P21 / Light Mfg - Roundtable |
| 9:30 am - 9:45 am | Break | | | | | | | | |
| 9:45 am - 11:15 am | 90 min Breakout Sessions | P21 Form Modifications and Using Custom Data Streams | 1001 P21 Features You May Have Missed | Leadership - Effective Coaching (Sandler Training) | Centralized Purchasing – PORG Set up and Methods | Pending - Vendor Presentation | System Settings (Neil Vanwalbeck) | PCI Compliance and Convenience Fees | Financial Reporting - How to Keep Clean Financials |
| 11:15 am - 11:30 am | Coffee Break | | | | | | | | |
| 11:30 am - 12:30 pm | 60 min Breakout Sessions or Lunch "A" | Creating Financial Statements in P21 | Advanced Dynachange Rules - Visual Basic | Demystify the P21 database - for new users to SQL and Crystal | Creating Your Value Proposition (Texas A&M) | Pending - Vendor Presentation | Lunch A | Lunch A | Lunch A |
| 12:30 pm - 1:30 pm | 60 min Breakout Sessions or Lunch "B" | Lunch B | Lunch B | Lunch B | Lunch B | Pending - Vendor Presentation | How to make B2BSeller More Responsive | P21 Alerts: The Crash Course | SSRS (SQL Server Reporting Services) - Advanced |
| 1:30 pm - 1:45 pm | Break | | | | | | | | |
| 1:45pm - 2:45pm | 60 min Breakout Sessions | How Element, Credit Cards and P21 Work Together | UPS/Fedex Integration with P21 | SQL Server Health Checks | Demand Driven Replenishment - "Flowcasting" Is Common Sense, But Not Always Common Practice | Pending - Vendor Presentation | Segmenting your Inventory: ABC Classes Neil Vanwalbeck | Integration Options with P21 | Case Study: Creating Custom Automation for Autocrib Vending |
| 2:45 pm - 3:00 pm | Snack Break | | | | | | | | |
| 3:00 pm - 4:00 pm | 60 min Breakout Session | Accounting Roundtable | Ecommerce Roundtable | Canadian Roundtable | Mexico Roundtable | Pending - Vendor Presentation | WWMS Roundtable | EDI Roundtable | Inventory/Purchasing Roundtable |
| | | Business and General Functionality | Vendor Specific | Accounting & Financial | Inventory & Purchasing | Reporting / Inquiries | Ecommerce | IT / Dynachange / System Admin | |