

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	Go Paperless with DocLink for Prophet 21 (Altec)	Motivate & Retain Top Talent Engage Your Team (Sandler Training)	Modifying Crystal Forms	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 (Visual Basic)	MITS Introduces: Role-Based Analytics for P21 Users	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	Yes you can have the right inventory at the right place at the right time! (Absolute Value)	Virtualizing your IT Environment	B2BSeller - Before You Leave	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	B2BSeller Advanced Customization with jQuery	Beginning Dynachange Rules (C#)	Vendor Presentation - Phocas	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	Mobilize Your Sales and Service Techs with Rubber Tree	B2BSeller Mobile Friendly Responsive Design	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	Vendor Presentation - Echopath LLC	SSRS Bootcamp: Going from nothing to your first report	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	Shipping Made Easy with Epicor Manifest	Importing Goods Using P21	Introduction to B2BSeller	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								

Business and General Functionality	Vendor Specific	Accounting & Financial	Inventory & Purchasing	Reporting/Inquiries	Ecommerce	IT / Dynachange / System Admin
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REVISED AUG 15/16

Tuesday, September 27, 2016									
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 HTML Templates & Styles	Tips to Eliminate Hidden Shipping Costs - ADSI	Hidden Gems of P21 & Epicor Business Consulting	How to find the Hidden Fees on your CC Processing Statement	Timeclock Software & Integration with P21 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	Vendor Presentation - Informediate Inc.	How do you know if your software is set up correctly for dynamic forecasting? (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)	Optimize Invoice Processing Efficiency with an Automated Solution Designed for Prophet 21	Tour de Force and P21: Integrated CRM and Business Intelligence	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	AgileShip Connect for Prophet 21 - Agile Los Angeles	Advanced Dynachange Rules (C#)	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	Is your company ready for CRM? (SMP - Sales Management Plus)	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	

REVISED AUG 15/16