



## Building Value ... Building Success

**October 15, 2009**

Start	End			
9:30 AM	10:00 AM	<i>Registration</i>		
10:00 AM	10:15 AM	<i>Welcome / Opening Remarks</i>		
10:15 AM	11:30 AM	<b>Opening Keynote - "Being a Powerful Leader, Regardless of Your Role" - Jennifer Wilson</b> No matter what position you hold in your organization, your ability to lead others will determine the extent of your success. Leadership skills enable you to guide clients effectively, get team members and company leadership to buy in to your ideas, and develop the respect and reputation you need to get ahead.		
11:30 AM	11:45 AM	<i>Sponsor Introductions</i>		
11:45 AM	12:45 PM	<i>Lunch</i>		
12:45 PM	1:00 PM	<i>Break</i>		
		<b>Track 1 - Sage Accpac</b>	<b>Track 2 - Sage MAS 90/200/500</b>	<b>Track 3 - Business Building</b>
1:00 PM	1:50 PM	Sage Accpac: Tips, Tricks, and a Sneak Preview of 5.6	Sage MAS 90 & 200 – Tips, Tricks, and a Sneak Preview of 4.4 & Extended Enterprise (CRM/ERP)	Safeguarding your Business from Internal Threats
1:50 PM	2:00 PM	<i>Break</i>		
2:00 PM	2:50 PM	Supercharge Your Sage Accpac Software	Sage MAS 500 - Consider What's Possible	The Beginning of the End of the Great Recession?
2:50 PM	3:00 PM	<i>Break</i>		
3:00 PM	4:15 PM	Spotlight on 3rd Party Solutions	Spotlight on 3rd Party Solutions	How Intelligent is Your Business?
4:15 PM	4:50 PM	<b>Closing Keynote - "Technology Trends for 2009 and Beyond" - David Cieslak</b> With technology innovation continuing at a dizzying pace, is your organization investing its technology budget wisely? Are you concerned you might be buying yesterday's technology with little or no hope for return on investment? If this sounds all too familiar - then you'll want a sharp pencil and clean notepad handy as this session explores the latest developments in technology and trends for 2009 and beyond. Ensure your organization is properly poised to fully leverage technology in the years ahead. And don't worry – you technophiles will gain plenty of insight into various gadgets and gizmos for your personal enjoyment as well.		
4:50 PM	5:00 PM	<i>Closing Remarks</i>		
5:00 PM	7:00 PM	<i>Evening Mixer / Giveaways</i>		

**9:30 AM – 10:00 AM**

**Registration**

**10:00 AM – 10:15 AM**

**Welcome / Opening Remarks**

**10:15 AM – 11:30 AM**

**OPENING KEYNOTE – Being a Powerful Leader, Regardless of Your Role**

No matter what position you hold in your organization, your ability to lead others will determine the extent of your success. Leadership skills enable you to guide clients effectively, get team members and company leadership to buy in to your ideas, and develop the respect and reputation you need to get ahead.

Attend this session to explore leadership strategies that can increase your power and influence, including:

- Identifying key leadership attributes and evaluating who you are as a leader
- Exploring the role of integrity and accountability in your ability to influence others
- Developing an action plan for strengthening your ability to lead, regardless of your role!

**Jennifer Wilson – ConvergenceCoaching, LLC**

**11:30 AM – 11:45 AM**

**Sponsor Introductions**

**11:45 AM – 12:45 PM**

**Lunch**

**12:45 PM – 1:00 PM**

**Break**

**BREAKOUT SESSION #1**

**1:00 PM – 1:50 PM**

**Sage Accpac: Tips, Tricks, and a Sneak Preview of 5.6**

Learn how you can make the most of your Sage Accpac software. Discover key ways to save time, increase efficiency, impress your friends, and have more fun! In addition, receive your very own sneak preview of what's coming in Sage Accpac 5.6 and beyond.

**Brian Terrell – CodePartners**

**1:00 PM – 1:50 PM**

**Sage MAS 90 & 200 – Tips, Tricks, and a Sneak Preview of 4.4**

Review the best features found in versions 4.2 & 4.3, learn numerous tips to use your software more effectively, and preview what's coming in version 4.4 (scheduled for release Q1 2010). You'll also see an overview of the MAS Extended Enterprise – a complete software solution designed to tie together all departments within your organization including accounting, sales, marketing, and customer service.

**John Woodward – Sage**

**1:00 PM – 1:50 PM**

**Safeguarding Your Business Internal Threats**

It's common knowledge anymore that numerous threats exist from spammers, phishing scams, and other cyber-miscreants. But internal fraud and theft from rogue employees is also a growing concern for small- and mid-sized businesses. Learn more about the source of these threats and what you can do to safeguard your data, your employees, and your business from potential harm.

**Chris Hamilton – Arxis Financial**

**1:50 PM – 2:00 PM**

**Break**

**BREAKOUT SESSION #2**

**2:00 PM – 2:50 PM**

**Supercharge Your Sage Accpac Software**

On the "List of Things We'd Like to Improve With our Software," a couple of answers usually stand out: reporting and data management. Learn how you can easily perform ad-hoc queries and create impressive reports (without being a reporting wizard) with Stonefield Query. You'll also see the many benefits for using SageCRM to gain a 360° view of your customer, vendor, and employee data. Gain tips you can use right away for using these powerful software tools to help increase productivity, acquire new customers, boost customer service, and improve cash flow.

**Scott Burdsall – Arxis Technology**

**Ryan Lowdermilk – Arxis Technology**

**2:00 PM – 2:50 PM**

**Sage MAS 500 – Consider What's Possible**

"Work smarter, not harder!" If you're using MAS 500 now (or wondering if you should be), this session will show you how to get the most from MAS 500 and demonstrate some of the exciting features contained in version 7.3 (scheduled for release in November 2009). Specifically, you'll experience the power and flexibility of the Business Insights toolkit (Explorer, Analyzer, and Dashboard) and discover how quickly and effectively you can analyze all aspects of your business.

**Bob Gaby – Arxis Technology**

**2:00 PM – 2:50 PM**

**The Beginning of the End of the Great Recession?**

Is the recession over and economic recovery under way? Or, are recent positive indicators giving people false hope? And what does it all mean for you and your business? Attend this session and learn from noted investment professional, John Buckley, as he discusses important implications for your business and investment portfolio in light of the current and developing economic environment for 2009 and 2010.

**John Buckley – Rochdale Investment Management**

**Denise Ferrari – Arxis Wealth Management**

**2:50 PM – 3:00 PM**

**Break**

## BREAKOUT SESSION #3

**3:00 PM – 4:15 PM**

### Spotlight on 3<sup>rd</sup> Party Solutions – Sage Accpac

Literally hundreds of enhancements are available for Sage Accpac. Fortunately for you, we've limited the discussion to several of the best!

**Altec, Inc. – document management and workflow**

**CodePartners – various enhancements for Sage Accpac**

**RL Solutions – various enhancement for Sage Accpac**

**eRequester – web-based requisition and expense workflow and approval**

**Indicee – web-based business intelligence**

**3:00 PM – 4:15 PM**

### Spotlight on 3<sup>rd</sup> Party Solutions – Sage MAS

Literally hundreds of enhancements are available for MAS 90, 200, and 500. Fortunately for you, we've limited the discussion to several of the best!

**Indicee – web-based business intelligence**

**Scanco – barcoding and warehouse management**

**MAPADOC – EDI**

**BizNet – Excel-based reporting and business intelligence**

**ASG Cypress – document management and workflow**

**3:00 PM – 4:15 PM**

### How Intelligent is Your Business?

Business intelligence (BI) is big! And no wonder. Companies of all sizes want to use the data found in their applications to solve problems and make better, faster, and more intelligent business decisions. The truth is, while everyone loves the concept of BI, sometimes realizing the promised benefits can be tricky. Learn what questions you should be asking as you evaluate a BI solution and what options are available to meet your specific needs.

**Bob Gaby – Arxis Technology**

**David Cieslak – Arxis Technology**

**4:15 PM – 4:50 PM**

## GENERAL SESSION

### Technology Trends for 2009 and Beyond

With technology innovation continuing at a dizzying pace, is your organization investing its technology budget wisely? Are you concerned you might be buying yesterday's technology with little or no hope for return on investment? If this sounds all too familiar - then you'll want a sharp pencil and clean notepad handy as this session explores the latest developments in technology and trends for 2009 and beyond. Ensure your organization is properly poised to fully leverage technology in the years ahead. And don't worry – you technophiles will gain plenty of insight into various gadgets and gizmos for your personal enjoyment as well.

**David Cieslak – Arxis Technology**

**4:50 PM – 5:00 PM**

### Closing Remarks

**5:00 PM – 7:00 PM**

### Evening Mixer / Giveaways