# EXEControl Global Solutions
# 2011 User Conference

*Are you an EXEControl Software User...Network Support Client…*
*or just want to become more knowledgeable in the IT world?*

Join us on Wednesday, ***October 12, 2011*** for an all-day User Conference in Saratoga Springs at
***Longfellow's Restaurant & Conference Center***

The **EXEControl User Conference** is designed to give the EXEControl community & general IT users, an opportunity to expand their knowledge, business potential and vision for success. It is also an opportunity for EXEControl employees to interface directly with the community to learn and understand their needs. Working together, these two communities can create winning strategies to elevate the user experience.

We want you to walk away with the knowledge and skills you need to navigate through data you encounter on a daily basis.

*See What Previous Attendees Have Said…*

*"Came away with multiple new ideas & processes."*

*"Enjoyed social networking with EXEControl employees and clients."*

*"Great Topics & Presenters."*

EXEControl® Global Solutions

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|---|---|---|---|
| **8:15** | **REGISTRATION**<br>*Continental Breakfast* | | |
| **9:00** | **EXEControl Data Flow**<br>*Presenter: Todd Hess*<br>*Director of Professional Services* | **Managing Your Credit Decisions**<br>*Presenter: Allan Robison*<br>*President & CEO* | **The 5 W's of mvBASE**<br>*Presenter: James Waltersdorf*<br>*Director of Networking Services* |
| **10:30** | **EXEControl Cost Calculations**<br>*Presenter: Todd Hess*<br>*Director of Professional Services* | **What's New in EXEControl**<br>*Presenter: Matthew Mazzariello*<br>*Director of Development* | **Keeping Your PC's Running Fast**<br>*Presenter: Craig Kimbrough*<br>*Network Specialist* |
| **12:00** | **LUNCH**<br>*EXEControl Global Solutions Latest News & Updates*<br>*Presenter: Allan Robison, President & CEO* | | |
| **1:30** | **Managing Your Inventory Levels**<br>*Presenter: Jonathan Sternfeld*<br>*Senior Applications Developer* | **Data Mining Your GL Financials**<br>*Presenter: Allan Robison*<br>*President & CEO* | **Network Management 201**<br>*Presenter: James Waltersdorf*<br>*Director of Networking Services* |

## *Session Recommendations Based on Role within Company:*

*Please Note: All workshops would be beneficial to all attendees. The chart below is a suggestion based on attendees job position.*

| | **Management** | **Accounting** | **Production** | **IT Staff** |
|---|---|---|---|---|
| EXEControl Data Flow | X | X | X | |
| Managing Your Credit Decisions | X | X | | |
| The 5 W's of mvBASE | | | | X |
| EXEControl Cost Calculations | X | X | | |
| What's New in EXEControl | X | X | X | |
| Network Management 201 | | | | X |
| Managing Your Inventory Levels | X | | X | |
| Data Mining Your GL Financials | X | X | | |
| Keeping Your PC's Running Fast | | | | X |

***Note: "What's New in EXEControl" and "The 5 W's of mvBASE" will have little benefit to Non-EXEControl software users.***

# SESSION DESCRIPTIONS

**EXEControl Data Flow –** *Todd Hess, 9:00am*
It is often wondered "When a sale of purchase is made, what records are created in EXEControl and in what order? How do those records affect the general ledger? How does EXEControl know what GL accounts to hit? How and when is inventory updated? This session will look at how data flows through EXEControl and how a single purchase can affect numerous records and accounts throughout the system.

**Managing Your Credit Decisions –** *Allan Robison, 9:00am*
Find out how EXEControl helps your company establish credit for your customers. This session is a practical step by step training session on how to use this feature. Users will walk away from this session with the knowledge to be able to configure their system tables and start to manage their companies' credit decisions through EXEControl.

**The 5 W's of mvBASE –** *James Waltersdorf, 9:00am*
This session will explore the Who, What, Where, When, How and Why of mvBASE. Topics include mvWorkstation configuration, Accuterm configuration, what's in mvBASE 3.2, changes being made to user licensing and how it will affect your company, what is a resize/repack and how often should they be performed, GFE's what are they and what to do if you get one, basics of mvBASE administration and much more.

**EXEControl Cost Calculations –** *Todd Hess, 10:30am*
This session will shed light on how inventory costs are handled. We will answer questions like: How is the average cost calculated? If I am using standard costing, what keeps my inventory valuation in alignment with my GL? How are costs associated with work orders? What are cost groups and does freight impact my inventory unit cost?

**What's New in EXEControl –** *Matthew Mazzariello, 10:30am*
EXEControl is continuously working behind the scenes to bring our users new and exciting features. During this session, we will discuss and preview some of the recent updates that have been added to EXEControl since the last Users Conference. Some new features include: managing outside warehouses, store owned gift certificates, management of stored credit cards from customers for future payments, receiving payment in foreign currency, easy access to record changes, enhancements to production scheduling, new purchase order receiving center, new printer center for managing all the physical, email, faxing, PCL and other printers on your network, integration with SQL and many new standard application buttons. Note: Not all features listed above will be discussed during the presentation.

**Keep Your PC's Running Fast –** *Craig Kimbrough, 10:30am*
PC Preventative maintenance is the key component to keeping both home and business PC's safe, reliable and fast. During this session, we will provide useful tips that any user can take advantage of to protect their investment. Additionally, we will discuss using the cloud to backup your data, and what the difference is between viruses, spyware and malware.

**Managing Your Inventory Levels –** *Jonathan Sternfeld, 1:30pm*
Whether your inventory consists of a few boxes of pens or billions of microprocessors, every company has inventory. Knowing what and how much you have in stock or need to order is crucial to the success of the business.
In this session, you will learn the fundamental concepts and terminology of inventory management.

**Data Mining Your GL Financials –** *Allan Robison, 1:30pm*
Most EXEControl users have yet to take advantage of the significant enhancements that have been made to the Display GL Status option. This session will cover enhancements, such as historic trending, cash flow graphs, pie graph expenses by vendor, and research groups of accounts. Users will see first hand through the Display GL Status option how to use the new application buttons, to extract your business data. Class will also be used to train users on the new standard application buttons to be found in all EXEControl applications.

**Network Management 201 –** *James Waltersdorf, 1:30pm*
This session is designed for those users who already have network management experience and would like to add to their base knowledge. We will explore form based management, change management, PCI compliance, disaster recovery techniques, Microsoft programs such as their software assurance program, Outlook configuration for corporations, as well as a look at some of the new hardware and cloud changes being introduced.

# PRESENTERS

**Todd Hess** is EXEControl Global Solutions' Director of Professional Services and has been with the company for 14 years. Todd has a Bachelor's degree in Applied Science and a MBA. He has received his Certification in Production and Inventory Management (CPIM) from APICS and his Fundamentals of Payroll Certification from the American Payroll Association.

**Matthew Mazzariello** joined the EXEControl Global Solutions team in 1999, after earning his Bachelor of Science degree from Siena College. During Matthew's 12 years with the company he has held multiple positions. Currently, as Director of Development, Matthew leads the never-ending evolution of the EXEControl Business System and the related components.

**James Waltersdorf** graduated from Kaplan University with a degree in both IT Management and Business Management. James joined EXEControl Global Solutions in 2000 as a Field Service Technician. Jim became the Field Service Manager in 2003 and entered his current role of Director of Networking Services in 2006.

**Jonathan Sternfeld** graduated from SUNY Albany with a B.S. in Business Administration. He is a Senior Applications Developer with EXEControl Global Solutions. Jonathan is also a member of APICS, is Certified in Production and Inventory Management (CPIM) through that organization, and is currently serving as VP of Membership on the Albany chapter's Board of Directors.

**Allan Robison** joined EXEControl Global Solutions back in 1982 as an entry level programmer. Allan has performed every job position at EXEControl since that time and is now the President, CEO and Owner of EXEControl. Allan is Certified in Production and Inventory Management (CPIM), a member of APICS for about 15 years and a member of CEN (Chief Executive Network for Manufacturers) for about 10 years.

**Craig Kimbrough** joined EXEControl Global Solutions in 2010 as a Network Specialist. As one of EXEControl's newest team members, Craig brought with him over 8 years of experience in the Network and System Administration field and a degree from ITT Technical Institute in Information Technology.

# Registration Form

## *Register by September 23, 2011*

**Mail to**: EXEControl Global Solutions/9 Corporate Drive/Clifton Park, NY 12065
**Fax to**: 518-688-8781
**Email to:** jaf@execontrol.com

**Questions?** Contact Jennifer Mazzariello/518-688-8732/jaf@execontrol.com

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**Full Name:** _____ **Email:** _____
**Job Title:** _____ **Company:**_____

**Please select all sessions attending:**

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|---|---|---|---|
| 8:15 | ☐ ***Registration & Continental Breakfast*** | | |
| 9:00 | ☐ EXEControl Data Flow | ☐ Managing Your Credit Decisions | ☐ The 5 W's of mvBASE |
| 10:30 | ☐ EXEControl Cost Calculations | ☐ What's New in EXEControl | ☐ Keeping Your PC's Running Fast |
| 12:00 | ☐ ***Lunch*** | | |
| 1:30 | ☐ Managing Your Inventory Levels | ☐ Data Mining Your GL Financials | ☐ Network Management 201 |

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## CIRCLE PAYMENT OPTION:

**MasterCard, Visa, American Express, Send Invoice**

**Name on Card:** _____ **Expiration Date:** _____
**Card Number:** _____ **CVV2 Number:** _____

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## Registration Fee:

Registration is $125/person, which provides classroom materials and access to all event activities.

*Have multiple employees attending?* ***Receive a discount!*** $90/person.

*First time attending an EXEControl User Conference? Receive 20% off registration fees!*

## Cancellation Policy:

If you cannot attend the event, simply notify us of your cancellation before September 30, 2011.
No shows and cancellations after September 30, 2011 will incur a charge for the full registration fee of $125/person. For cancellations, please email Jennifer Mazzariello at jaf@execontrol.com.