

Solutions Interactive 2011

The Ultimate Business Solutions Conference

October 24, 2011

Richmond Hill Country Club
8905 Bathurst Street, Richmond Hill, ON



You are invited



Gail Wilson
President
GWA Business
Solutions Inc.



Ralph Machon, BMath, CA
President
Business Technology
Solutions Inc.

Dear Attendees,

How can it be that another year has gone by and it is time for our annual symposium already? Since last year so much has happened. Most likely you have either 5.6 or 6.0 installed on your system now and wondering how you can make this software work even harder for you.

This is an event you need to attend!! Since the conference has grown larger each year, we have been able to bring you top-notch speakers like never before. This gives all of you the special opportunity to meet with the experts face to face and discuss your issues.

Returning this year we are having the popular "Accpac Best Practices" Round Table, where you can get together to exchange ideas, tips and tricks, discuss issues you are having and identify ideas to boost your efficiency. This "mini user group" promises to be a valuable addition and we expect it to fill up fast. Please let us know in advance if you wish to attend.

We have even arranged a sneak peek of the new version 6.1 due out later this year!!

New to this year- as a result of your feedback, we are repeating several sessions, so you won't miss out on the popular ones, like "Sage Accpac Tips & Tricks", and "Financial Reporter".

With a wide variety of sessions, there is something for everyone. Take a look and see what we have lined up for you this year.

We wish to thank our sponsors for helping make this conference happen. Naturally Sage is a big sponsor, however many sponsors are joining us from near and far.

BTS and GWA are very proud to call you our clients and look forward to serving you for many years to come. Please help us to make this event the best ever by attending. This conference is nothing without you! Thank you and see you there!



P.S. Sign up by October 15th and receive a \$5 Tim Horton's card. You also will be entered into a draw for one of two \$50 Keg gift cards! We will draw these at the conference.

Agenda

	Richmond Room	Regency Room	Library Room	Wellington Room
8:30 am - 9:00 am	Registration, Breakfast			
9:00 am - 9:30 am	Welcome			
9:30 am - 10:15 am	What's New in Sage Accpac 6.1 Derrick Lildhar, Sage	Crystal Reports Tips & Tricks Janet Bunston, GWA.	eCommerce in 2011: Integrate or Perish XM Developments	A Real-Time Inventory Control Solution Executive Concepts
10:15 am - 10:30 am	Morning Coffee Break sponsored by IndustriOS			
10:30 am - 11:15 am	How to Use Sage ERP Accpac Business Intelligence Derrick Lildhar, Sage	7 Secrets to Successful Rollouts Gail Wilson, GWA	Cloud EDI Red Tail Solutions	Manufacturing challenges IndustriOS
11:15 am - 12:00 pm	Sage Payments Sandra Horvath, Sage	Bank Reconciliation Janet Bunston, GWA	Think Outside the Box with Sage ERP Accpac Code Partners	20 solutions in 40 min Ralph Machon, BTS Inc.
12:00 pm - 1:00 pm	Lunch & Keynote Speaker: Riding the cloud to new heights by Peter Daher, Optimus			
1:00 pm - 1:45pm	CRM 7.1 Overview Rob Lawson, Sage	Super Charge your Growth Optimus	Mobile Accounting by wireless merchant AGS	Financial Reporter (Repeated) Paula Chamberlain, BTS
1:45 pm - 2:30 pm	CRM Tips & Tricks and Customizations Rob Lawson, Sage	Reduce IT Costs Up to 35% PC Doc	The importance of eCommerce to any modern business ICINITI	Financial Reporter (Repeated) Paula Chamberlain, BTS
2:30 pm - 2:45 pm	Afternoon Coffee Break sponsored by Edisoft			
2:45 pm - 3:30 pm	Sage ERP Accpac Tips & Tricks (Repeated) Mona Keller, BTS Inc.	Macros & Customization Ron Boyd, GWA	EDI and Warehouse Automation made easy with Edisoft Solution for Sage Edisoft	How to Make Reporting, Budgeting and Communications Simple Orchid Systems
3:30 pm - 4:15 pm	Sage ERP Accpac Tips & Tricks (Repeated) Mona Keller, BTS Inc.	Accpac Best Practices Round Table Gail Wilson, GWA & Ralph Machon, BTS	Sage Adapts to your Company's HR Needs Angela Nigro, Sage	Managing your Assets in Sage ERP Accpac with Norming Software Robert Lavery
4:15 pm - 4:30 pm	Wrap up and announcements			

Exhibits and Technical Centre

Workshop Description

TRACK 1: RICHMOND ROOM

What's New in Sage ERP Accpac 6.1

Derrick Lildhar, Sage

Be the first to see the features included in the newest version of Sage ERP Accpac and a road map of the product into the future.

How to Use Sage Accpac Business Intelligence

Derrick Lildhar, Sage

You already have a Business Intelligence Solution inside your Sage ERP Accpac, but want to know how to maximize all their benefits. Come to this session and our presenter will teach you the capabilities this amazing Sage solutions has to offer.

Sage Payments

Sandra Horvath

Encourage your customers to buy more using Sage ERP and integrated Credit Card Processing powered by Sage Payment Solutions. Many items are purchased on impulse, and credit cards allow customers to spend more and buy more often. Credit cards enhance your business's impression of credibility and offer increased security and convenience to your customers. Find out how integrated credit card processing can help you to save money on card processing fees, collect payments from customers more quickly, and be confident that you are processing in a PCI-compliant manner.

CRM 7.1 Overview

Rob Lawson, Sage

Sage CRM v7.1 is packed with new features which will make a real and immediate impact to businesses looking to stay ahead in today's competitive market including fully integrated E-marketing, powerful interactive dashboards, full iPhone support and Twitter integration.

CRM Tips & Tricks and Customizations

Rob Lawson, Sage

You will learn how to administer roles, security profiles, teams, templates, user settings, data uploads, products, MS Outlook integration, advanced customization, component installation, and marketing at the customer's site.

Sage ERP Accpac Tips & Tricks. (Repeated)

Mona Keller, BTS Inc.

Wonder if there's a better way to do things within Sage ERP Accpac? Come to this fast-paced session to learn handy Tips and Tricks about the software you already own and use. From customizing your finder to creating a special desktop for your most often used icons, this session is for you!

TRACK 2: REGENCY ROOM

Crystal Reports Tips & Tricks

Janet Bunston, GWA

This session covers the basic functionality of Crystal Reports as it relates to Sage Accpac ERP. This course is designed to assist those with little or no experience creating new reports and editing existing reports. Topics covered in this course include understanding the Accpac tables and fields, how to connect to a database and table linking, as well as how to define groups, formulas, parameters, sort data and subreports.

Bank Reconciliation

Janet Bunston, GWA

Bank Reconciliation has changed for good—it was overhauled and greatly improved in the new Sage Accpac versions. Sage designed new functionalities and rebuffed existing ones. Simple to use and readable, designed with users' convenience in mind, a monthly reconciliation can be a breeze.

Super Charge your Growth

Peter Daher, Optimus Tech Solutions

Want to learn how marketing tools such as Social Media, Email Marketing, Content Development and Integrated Branding can fuel your company's growth? Discover how these tools not only enhance your company's sales efforts but can actually drive new customer and partnership opportunities that come to you.

Reduce IT Costs Up to 35%

Elizabeth Bidinoff, PC Doc

We believe companies that are empowered with IT knowledge are more productive and happier in their workplace. Some would say they have an edge over their competition. At PC Doc we have developed tools and process necessary to make that happen. That's how they became IT smart and saved up to 35% on their IT costs.

7 Secrets to Successful Rollouts

Gail Wilson, GWA

Gail usually charges for this session, and she is giving away her secrets in this session. Don't miss out!

Macros & Customization

Ron Boyd, GWA.

Macros can help you complete your work more quickly and efficiently. You can automate repetitive tasks, import/export files in non Accpac friendly formats, search another database while on an Accpac screen, email reports to 1000 people. We will discuss out of the box macros, such as GETRATES, Workflow, reverse invoice, etc.

Accpac Best Practices Round Table

Gail Wilson, GWA and Ralph Machon, BTS Inc

This fast-paced, interactive session is designed to exchange real life ideas, tips and tricks - from user to user. Bring your challenges and successes, to share with others. Think of that one thing you wish you can solve - chances are somebody's experienced the same issue and has found a solution!

Workshop Description

TRACK 3: LIBRARY ROOM

eCommerce in 2011: Integrate or Perish

Jim MacLean, XM Developments

Until recently it has been very expensive to deploy and maintain an effective eCommerce system, even ones based on supposedly free "open-source" solutions. We'll present a cost effective solution available for small business that provide real-time integration with back office systems along with easy to use site management and SEO tools.

Cloud EDI- RedTail Solutions

Cloud technology puts world-class EDI performance in easy reach for end customers and Sage business partners. Learn how cloud-based, outsourced RedTail EDI sets a new standard for performance for Sage ERP users. Real world examples will be discussed, including a close look at an ROI model for EDI that passes the "CFO test".

Think Outside the Box with Sage ERP Accpac

Brian Terrell, CodePartners

Does your office still manually key data from other systems? Are you exporting data to Excel to satisfy complicated reporting requirements?, or do you think..."There must be a better way!?" In this session, we will show actual examples of how others are automating the "last mile" of their accounting workflow using the advanced architecture of Sage ERP Accpac!

Mobile Accounting by Wireless Merchant

AGS

In this session you will learn how mobile devices can assist your Order/Invoice processing, provide client history and information all connected to your back office. Enhance your sales team in a more efficient and cost effective way to enter Orders or Invoices. Running out of LanPaks or can't afford to upgrade to the next level? then come and see an inexpensive solution.

The Importance of eCommerce to any Modern Business

ICINITI

Are you looking for a solution that offers deep integration to your accounting system and a myriad of standard functions out-of-the-box? If so, come and experience the benefits of Iciniti eCommSuite5. You will see how easy it is to add pages, roll back pages, add news, event and blog content as well as eCommerce content. We'll also touch on their newly PA-DSS Certified Iciniti Credit Card with web payment module.

EDI and Warehouse Automation Made Easy with Edisoft's Solution for Sage.

Edisoft

The presentation will detail how Sage customers benefit from a fully integrated EDI and warehouse automation solution. Learn why Edisoft's EDI software, Accellos WMS and Linxhip works for small and large companies enabling Sage customers to be more competitive by eliminating the re-keying of ERP, EDI and shipment order data.

Sage Adapts to your Company's Human Resource Needs

Angela Nigro, Sage

HR executives face strategic challenges, economic pressures, and a multitude of tactical issues every day. Given the priority that business and organizations place on making their employees a competitive differentiator, HR must be able to help the business align people with business objectives. Sage Abra is designed to leverage HR's knowledge, processes, and systems to achieve optimal return on employee investment from Hire to Retire solutions.

TRACK 4: WELLINGTON ROOM

A Real-Time Inventory Control Solution

Justin Pearl, Executive Concepts

ACCU-DART is a real-time inventory control solution designed to integrate directly with Sage Accpac ERP. Using radio-frequency scanners, it allows the warehouse staff to instantly update the accounting system, ensuring that all users have the most up-to-date information.

Discover how ACCU-DART will help you.

Manufacturing Challenges

IndustriOS

Consider the hidden opportunities in your manufacturing business. With IndustriOS you can: Reduce perpetual inventory costs by 25%, Integrate shop floor tracking with payroll to reduce data capture costs by 75%, Have the right inventory, at the right time in the right amounts for improved customer satisfaction and Make better pricing and costing decisions.

20 Solutions in 40 Minutes

Ralph Machon, Business Technology Solutions Inc.

In this rapid-fire session, we will go through 20 solutions that may make your life easier. From great little macros to full third-party solutions, there's something here for everyone. Even if only one or two meet your need, you'll be happy you attended this session!

Financial Reporter in Sage Accpac—Get More from What you Own. (Repeated)

Paula Chamberlain, BTS Inc.

Ever thought you should be able to get more from your Financial Reporter? – you're probably right. This session focuses on many of the more advanced features of the Financial Reporter. From creating unlimited financial reports, to including graphs and charts, to drilling down to financial details right from the statement, you'll know how to do it when you leave this session.

How to Make Reporting, Budgeting and Communications Simple.

Rob Lavery, Orchid Systems

Most organizations struggle with getting information delivered to the right people at the right time in a format they can understand. This session is designed to help you understand how to automate the generation and distribution of reports (Crystal and FR), information, forms, and budgets on a timely basis in the most appropriate format based on their intended use. Orchid System's Information Manager (Report Runner, Supplementary Data with Info Explorer and Notes) and Pacific Technology's Workflow & Notifications and Key Communications solutions will be highlighted to demonstrate these concepts.

Managing your Assets in Sage ERP Accpac with Norming Software.

Robert Lavery

For businesses who recognize the importance of managing their physical assets and want a tightly integrated, cost effective solution to complement their existing Sage ERP Accpac system, Norming Asset Management makes a lot of sense.

Companies who purchase, lease, build, maintain, depreciate, rent and track movement of physical assets can use Norming's Asset Management suite.

Top 6 Reasons to Attend

- **Best Practices:** Join our round table and learn what other companies have done to overcome the same challenges you are facing.
- We'll show you **How to do More with your existing solution**. We'll give you tips to get your job better, faster and smarter.
- **Free one on one consultation** at our Technical Center. If you have any question about anything related to your Sage application, this is the place to get it answered.
- **Stay ahead of the curve**. Explore the IT trends that affect your business. Don't be left out of the loop.
- **Networking with peers and sponsors:** Build long-lasting business contacts relations outside the meetings in a professional environment.
- Learn about **integrated tools** that enhance the capabilities of Sage Solutions.

Here's what some of our past attendees had to say:

"I especially enjoyed the reporting sessions. There were so many different tools for a variety of needs. I took away a broader horizon of what's available out there... The venue was great, the food was delicious, the topics and all presenters were fabulous". Dorine Couture, Pontifical Mission Societies.

"It was great to see the 3rd party solutions that could be used to enhance the Accpac that we already love". - Jenny Leblond, Canadian Mental Health Association.

"I attended mostly educational sessions, rather than exploring new software. Once again, the day was a very good investment of time. Thank you". Lorraine Rotz, Boost Motor Group Inc.

"It was helpful to have opportunity to see what other compatible programs are available and how they basically work and to chat with other users and hear how they solve their problems". Lynn Self, Huchings Marine Products.

"The ability to ask questions and learn tips and tricks. I also found out things I could do that I had never tried or had time to look for". - Kim Clarke, Orser Technical Services.

"The conference allowed me to learn about resource planning and information management solutions, applicable to small and medium sized business. I liked having the wide variety of vendors and workshops to create a customized learning experience". Dave Schofield, Savage Arms.

Registration Form

Solutions Interactive 2011

October 24, 2011

ATTENDEE INFORMATION:

Name: _____

Company: _____

Phone: _____

Email: _____

HOW TO REGISTER

Business Technology Solutions Inc.

Online: www.btsinc.ca

Mail: info@btsinc.ca

Phone: 866-236-0115 Fax: 905-435-9940

GWA Business Solutions Inc.

Online: www.gwabiz.com

Mail: glenda@gwabiz.com

Phone/ Fax: 416-410-4245

REGISTRATION INCLUDES:

- Breakfast
- Networking Lunch
- Morning & Afternoon Coffee Breaks
- Keynote Address
- Sessions
- Technical Centre

SUBSTITUTIONS / CANCELLATIONS

A substitute member of your company may replace your attendance at any time at no charge. Please notify us immediately so that materials can be prepared. If you do not wish to substitute your registration you will be refunded if you notify us before October 20, 2011

REGISTRATION FEES:

Pay **Before October 15th** and participate in a draw for two \$50 Keg's gift certificate and receive \$5 Tim Horton's card.

- Early Bird: \$37 pp + HST Regular \$ 47 pp + HST

METHOD OF PAYMENT

- No charge (For one person if on Hotline / Support plan)
- Please send me more information on Hotline / Support Plan
- Cheque
- Invoice Me

PROGRAM:

If possible, please indicate the sessions you would like to attend (select one per time period).

9:30 - 10:15 am	<input type="radio"/> What's new in Sage Accpac 6.1	<input type="radio"/> Crystal Reports Tips & Tricks	<input type="radio"/> eCommerce in 2011 Integrate or Perish	<input type="radio"/> A real-time inventory control solution
10:30 - 11:15 am	<input type="radio"/> How to use Accpac Business Intellig.	<input type="radio"/> 7 Secrets to Successful Rollouts	<input type="radio"/> Cloud EDI - RedTail Solutions	<input type="radio"/> Manufacturing challenges
11:15 - 12:00 pm	<input type="radio"/> Sage Payments	<input type="radio"/> Bank Reconciliation	<input type="radio"/> Think outside the box with Sage ERP Accpac	<input type="radio"/> 20 solutions in 40 minutes
1:00 - 1:45 pm	<input type="radio"/> CRM 7.1 overview	<input type="radio"/> Super charge your growth	<input type="radio"/> Mobile Accounting by wireless merchant	<input type="radio"/> Financial Reporter (Repeat)
1:45 - 2:30 pm	<input type="radio"/> CRM Tips & Tricks and customization	<input type="radio"/> Reduce IT costs up to 35%	<input type="radio"/> The importance of ecommerce to any business	<input type="radio"/> Financial Reporter (Repeat)
2:45 - 3:30 pm	<input type="radio"/> Sage ERP Accpac Tips&Tricks Repeat	<input type="radio"/> Macros and Customization	<input type="radio"/> EDI and warehouse automation made easy with Edisoft	<input type="radio"/> How to make reporting, budgeting and communication simple
3:30 - 4:15 pm	<input type="radio"/> Sage ERP Accpac Tips & Tricks (Repeat)	<input type="radio"/> Accpac Best practices Round Table	<input type="radio"/> Sage adapts to your company's HR needs	<input type="radio"/> Managing your assets with Norming Software

Repeated Sessions

Schedule and Sessions subject to change

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