

Harness the Digital Future
with Business One



Biz.ONE Conference

Powering the SAP Business One Community

October 23-25
2017

Hyatt Regency
Orange County, CA

Produced by



In collaboration with



Diamond Partner





Message from the Producers

Biz.ONE is the reimagined and reinvigorated ASUG SAP Business One User Conference. Whether you're a returning attendee or new to our community, Biz.ONE has the content you need to improve your business. There's no shortage of challenges facing small and medium businesses, and SAP Business One is the platform that supports your efforts to tackle those road blocks head on. But just having an ERP doesn't solve your problems. It takes continuous learning and improvement to get the most out of the investments you've made. You need transparency and access to information that you can't get anywhere else. That's where Biz.ONE comes in.

Before we thought about the first keynote or what types of sessions should be included this year, we spent six months deeply immersed in research with Business One users and stakeholders so that we could fully understand your experience. We knew it wouldn't be enough to get a few generic success stories and give them a microphone. We wanted to know the specific pain points that Business One users face within all the functional areas - finance, supply chain, production, manufacturing, logistics, business intelligence and more. Based on this research, we developed a report that outlines what we learned from over 100 organizations and used it as our guiding light to build the conference.

With guidance and feedback from a user-lead advisory committee, we handpicked and curated this year's agenda to reflect what you told us you wanted: peer-users telling stories about how they've leveraged Business One and their strategic partnerships to drive business value within their organizations. The agenda is packed with fellow users sharing best practices they have developed, tips and tricks they learned along the way and some missteps or setbacks you can avoid because of their prior experience. Couple that with hands-on training workshops lead by experts with decades of experience and you are guaranteed to leave Biz.ONE with new connections, new ideas and new skills to take your business to the next level.

We are incredibly excited to debut Biz.ONE as the essential event for SAP Business One users and can't wait to see you in Anaheim this October as you **Harness the Digital Future with Business One.**

Erick Randolph
Conference Producer



Steve Morris
Managing Partner, Production



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Keynote Speakers

Growing Your Business the Honest Way



Lucy Postins

Founder & Chief Integrity Officer,
The Honest Kitchen

The Sup Crossing: Go the Distance One Stroke at a Time



Chris Bertish

IMPOSSIBLE: Professional Speaker, Best Selling
Author, Film Director, Waterman & Adventurer

Business One Product Road Map



Finn Backer

Global Vice President Business One Unit, SAP

SAP & Business One: Empowering Your Business in the Digital Economy



Barry Padgett

President SMB, SAP



Luis Murguia

Business One SVP & General Manager, SAP

Explosive Growth & A Scalable Future



KC Holiday

President, QALO

Stress Management for Small Business Execs



Joe Burton

CEO & Founder, Whil Concepts Inc.

Business One in the Next 20 Years: A Platform for Growth



Cindy Jutras

President, Mint Jutras

Visit
www.biz.one
for a full list
of our 2017
speakers

Business One Expert Panel



Carl Lewis

Vision33



Chrissy Mathison

SPS Commerce



Finn Backer

SAP



Reed Johnson

Goorin Brothers

Conference Schedule

Conference Day 1 - Monday, October 23					
1:00 PM	Lunch				
2:00 PM	Welcome from ASUG				
2:15 PM	Keynote	SAP & Business One: Empowering Your Business in the Digital Economy Barry Padgett - President SMB, SAP Luis Murguia - Business One SVP & General Manager, SAP			
	TRACK 1:	TRACK 2:	TRACK 3:	WORKSHOP:	WORKSHOP:
3:10 PM	Go-Live Plus One Year With No Pain Geoff Garland - Controller, Transpacific Foods	Leveraging Business One to Greatest Effect for All Stakeholders Jason Simons - Chief Operating Officer, Innovative Communication Systems Mike Foster - Chief Product Officer, Third Wave Business Solutions	Tips & Tricks for Finance M. Cristina Ramirez - SAP Administrator, Gaumard Scientific	Beginner Crystal Reports John-Michael Davis - President, Tiger-Sheep	Taking Your Business One Deployment to the Cloud: It's Not 'If' But 'When & How' Richard Duffy - SMB ERP Expert
4:00 PM	Automating Business Processes for Better Customer Communication Jim Ethell - Vice President Finance & Systems, Pipedream Products	How Sunset Healthcare Transformed Their Payment Processing with AR Automation Brad Sherman - Chief Operating Office & Chief Financial Officer, Sunset Healthcare Tom Berdan - Chief Marketing Officer, DadeSystems	Integration Framework of Business One: Demonstrating Best Practices Nicolas Fuchs - Senior Solution Expert, SAP		
4:50 PM	Keynote	Explosive Growth & A Scalable Future KC Holiday - President, QALO			
5:10 PM	Welcome Reception				
Conference Day 2 - Tuesday, October 24					
7:30 AM	Breakfast & Exhibition Viewing				
8:30 AM	Welcome from Platinum Sponsors: Vision33 & SPS				
8:45 AM	Keynote	Business One Product Roadmap Finn Backer - Global Vice President Business One Unit, SAP			
9:30 AM	Keynote	Growing Your Business The Honest Way Lucy Postins - Founder & Chief Integrity Officer, The Honest Kitchen			
10:10 AM	Refreshments & Exhibition Viewing				
	Demo Theater	Digitize Your Business & Maximize Your Business One ROI Jeff Moore - Chief Sales Officer, Artsyl Technologies		SPS Commerce Point-of-Sale Analytics for Business One Rob Davis - Senior Director Product Management, SPS Commerce	
	TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:	WORKSHOP:
11:10 AM	Discover What's New in Business One 9.3 Idit Saguey - Local Product Expert, SAP	SAP Flexibility Molds with Blue Trading through Complete Business Model Change Alfredo Alvarado - CEO, Blue Trading LLC	Lessons Learned in Our Journey of Automating Reporting from Crystal to SSRS Joe Leimer - Technology Director, Design Resources Inc Brett Lambert - Database Administrator, Design Resources Inc	Achieving Operational Excellence Through Seamlessly Integrated E-Commerce Georgie Scicluna - Operations & Systems Manager, Murray River Organics Giuseppe Ianni - Director Business Development, Sana Commerce	Analytics for Everyone: A Practical Guide to Creating Business Dashboards Robert Peterson-Wakeman - Relationship Manager, ProjectLine Solutions Gerwyn Begonia - Relationship Manager, ProjectLine Solutions
12:00 PM	Live Dashboards Provide Updated KPIs Across the Business Thomas Mason - Vice President Corporate Development, OCUSOFT	Using the Power of Excel as a Reporting Tool for Business One Miguel Juliao - Finance Director, Interglass	The Medina Dairy Chronicles: Mobility & Cloud Yield Success with Enterpryze Bilal Yaseen - Operations Director, Medina Dairy Morgan Browne - Chief Executive, Enterpryze	Getting the Most Out of Your Partnership Darek Niton - Senior Manager Customer Relations Business One NA, SAP	
12:40 PM	Lunch & Exhibition Viewing				
	Demo Theater	The '70s Called... They Want Their Tax System Back Terry Carlton - Strategic Alliance Manager, Avalara	Drop Shipping Goes Mainstream: Will Your Business Sink or Swim? Rocco Nobile - Director Business One, DiCentral	Travel Expenses? Seamless Integration Between Concur & Business One! Wesley Honorato - Business Development Senior Specialist, SAP TBD Concur	
2:00 PM	Business One Out of the Box Usability M. Cristina Ramirez - SAP Administrator, Gaumard Scientific	A Non-Trivial SQL-to-HANA Migration: Inception to Cutover Daniel Phelps - Applications Developer, HTRI	Kill the Clipboard! How Vision Engravers Saved Over \$22K per Year with Barcode Scanning Joe Ivanenok - President, Vision Engraving & Routing Systems Scott McKenzie - Regional Sales Manager, RFgen Software	The Cloud is Driving Digital Transformation: How to Adapt for the Realities of Cloud Michael Cardl - Channel Enablement & Solution Expert, SAP	Month End Closing & Preparing Banking Reports for Your Company Sheryl Nocera - Senior Consultant, Long Business Systems, Inc. (LBSI) Keith Taylor - Vice President, Long Business Systems, Inc. (LBSI)
2:50 PM	Business One, WMS & EDI: A Cost Savings Trifecta Elisabeth Salvo - Director of HR & Finance, Prestilux Inc. Eric Moreau - Vice President of Global Channels, N'ware Technologies Inc. Rocco Nobile - Channel Partner Sales Manager, DI Central	Best Practices & Ideas: Migrating Business One From SQL to HANA Chris Walker - IT Manager, HTRI Carl Lewis - Chief SAP Business One Ambassador, Vision33	People & Business One Sean Lavin - President, Aircom Instrumentation Ltd.	Tips & Tricks: Maximizing CRM Capabilities Gerwyn Begonia - Relationship Manager, ProjectLine Solutions	
3:30 PM	Refreshments & Exhibition Viewing				
	Demo Theater	A Global Commerce Network with Integrated Warehouse Management Adam Hince - Product Manager, TrueCommerce a HighJump Company Chris Barnes - Solution Consultant, HighJump		Unlock the Full Potential of Your Online Business with k-eCommerce Ryan Burnham - Technical Sales Manager, k-eCommerce	
4:30 PM	Special Guest Keynote	The SUP Crossing: Go the Distance One Stroke at a Time Chris Bertish - IMPOSSIBLE: Professional Speaker, Best Selling Author, Film Director, Waterman & Adventurer			
5:15 PM	Evening Reception				

Conference Day 3 - Wednesday, October 25

7:30 AM	Breakfast & Exhibition Viewing				
8:30 AM	Welcome				
8:40 AM	Keynote	Stress Management for Small Business Execs Joe Burton – CEO & Founder, Whil Concepts Inc.			
9:20 AM	Keynote	Business One Expert Panel			
9:55 AM	Refreshments & Exhibition Viewing				
	Demo Theater	Solving Warehouse Woes with LISA WMS Eric Moreau – Vice President Global Channels, N'ware		Have You Connected the Factory Floor to the Rest of the Business? Martin Gore – Marketing Director, Produmex	
	TRACK 1:	TRACK 2:	TRACK 3:	TRACK 4:	WORKSHOP:
10:55 AM	Tips & Tricks for Inventory Management Andres Castrillon - President, Consensus International	8 Years With Minimal Add-ons: CommUSA's Success Through Mastering Queries Tami Beverson - Controller, CommUSA	Ram Products' Journey to Full Mobility with Business One HANA & Pepperi James Shotts - Operations Mangers, Ram Products Ofer Yourvexel - CEO, Pepperi	Top 7 Sizzling Analytics Tricks with Business One Julie Ingram - Senior Director SAP Analytics, Business Intelligence, SAP Ina Felsheim - Senior Director Solution Management, Business Intelligence, SAP	Business One Training: Queries in Business One (Basics & More) Carl Lewis - Chief SAP Business One Ambassador, Vision 33
11:45 AM	How Industry Specific, Process Manufacturing Software Facilitates Exponential Corporate Growth Christian Jones - Procurement/ERP Manager, Bar Bakers LLC George Yankovich - SAP Business Practice Manager, BatchMaster Software	Ceramic Technics Grows Into SAP David Drishpon - Chief Operating Officer, Ceramic Technics Ltd	Tips & Tricks for Your Sales Process Cesar Aviles – SAP Business One Senior Consultant/Services Leads, Clients First	Visibility & Data in Business One Help Andes Global Trading Meet Our Brand Promise Sandy Almeida - Project Manager, Andes Global Trading	
12:25 PM	Lunch & Exhibition Viewing				
	Demo Theater	A Walk Through the Warehouse with RFgen Barcoding & Mobile Solutions for Business One Vanessa Virchow - Senior ERP Consultant, RFgen Software	Out of Stock: Now What? B2B Web Store Usability Tips Guiseppe Ianni - Director of Business Development, Sana Commerce	Streamlining Your Warehouse with WMS Solutions That Are Scalable & Flexible Michael Hollinger - Vice President, WiSys	
1:45 PM	Reportapalooza: Featuring a Stellar Line Up of Reporting Tools & Options Richard Duffy - SMB ERP Expert	Process Orders Seven Times Faster with Web-Based Services & DI Server Thomas Mason - Vice President Corporate Development, OCuSOFT	How Business One Improved Our Efficiency & Growth Anthony Flores - Operations, Compliance Poster Company	Livcoding: Service Layer + ReactJS Daniel Phelps - Application Developer, HTRI	The Future of Item Management: Taking the Pain Out of Exchanging Product Data Gene Schneider - Vice President of Product, SPS Commerce Nick Schwalbach - Senior Product Manager for Assortment & Sourcing, SPS Commerce
2:35 PM	Supply Chain Synchronicity with Business One Angie Bartley - AR/AP & Operations Manager, CandyRific	Mirror Images: How We Avoided a Double Entry System Cathy Krause - EDI Manager, ALLPRO Corporation	Uncovering Business One's Full Capability Before Investing in Third Party Add-ons Michael Lieber - Business Systems Analyst, Magnum Oil Tools	Establishing a High Performance Culture Empowers Continuous Improvements Milena Radakovic - President, Nexus Exhibits	
3:15 PM	Refreshments & Exhibition Viewing				
	Demo Theater	EBizCharge: Automate Payment Acceptance Within Business One Steven Wolfson - Senior Business Relationship Manager, Century Business Solutions			
4:05 PM	Keynote	Business One in the Next 20 Years: A Platform for Growth Cindy Jutras - President, Mint Jutras			
4:40 PM	Conference Closes				

Business One End-user Session

Workshop

Visit **biz.one** for the most up-to-date agenda.

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SAP Business One helps small and midsize enterprises (SMEs) and subsidiaries of larger businesses to instantly analyze growing volumes of data and gain the benefits of fast application performance while maintaining a streamlined IT landscape. It is available on premise or in the cloud hosted by SAP partners.

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The **special conference rate** is \$189 + tax per night. This rate is valid until October 6, 2017, pending availability.

Visit biz.one/venue for details and booking.



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