



MEETING OF THE MINDS 2024

PALM SPRINGS | FEB 28 - MAR 1

2024
PROGRAM



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PRESIDENT'S *message*





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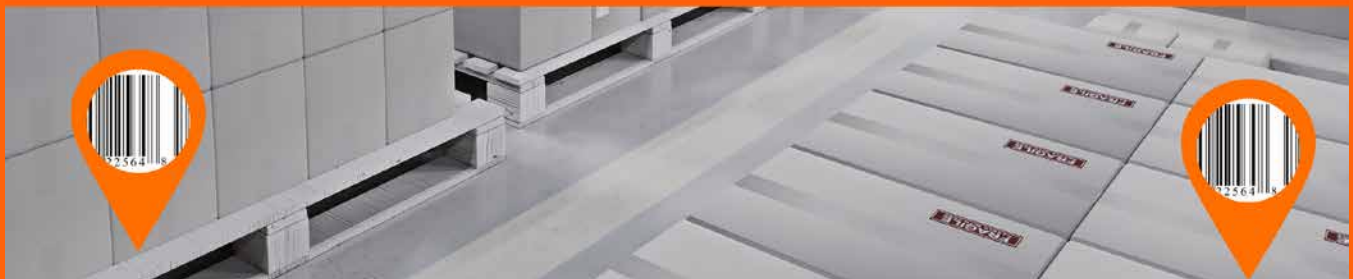
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February 29 – March 1

Schedule



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 - *Dealing with toxic & difficult people*
- » **Conflict Resolution:**
 - *When relationships require repair & restoration*
- » **Team Training & Interventions:**
 - *Building a cohesive & engaged workforce*



It takes two to tango 
but only **ONE** to change the direction of the dance!

Dr. Debra Dupree
The MINDSET Doc

 dr.dupree@relationships-at-work.com  619 - 433 - 4264



CORAL REEF ONE

SCHEDULE

THURSDAY, FEB. 29, 2024

2:00 PM - 2:50 PM

INTEGRATION LANDSCAPE – VI, BOI, SCRIPTING, SDE, IN-SYNCH, STARFISH, BPA

Presenters: Phil McIntosh, Doug Higgs, Alnoor Cassim, Bob Richter, Todd Martin, and Paul Cannon

3:00 PM - 3:30 PM

SOLVER: HOW TO CHOOSE THE RIGHT CORPORATE PERFORMANCE MANAGEMENT SOLUTION FOR YOUR CLIENTS

Presenters: Terry Ginley and Beth Harvey

3:30 PM - 4:00 PM

SCANCO: DISCOVERING THE NEXT CHAPTER: BUILDING A BETTER EXPERIENCE FOR CUSTOMERS AND RESELLERS

Presenters: Chelsea O'Brien

4:45 PM - 5:30 PM

THREE GREAT CHECKLISTS TO USE IN YOUR PRACTICE

Presenters: Madeline Stefanou, Tina Leonard, and Janna Crowther

FRIDAY, MARCH 1, 2024

10:15 AM - 11:05 AM

PRICING ON PURPOSE WITH RON BAKER

Presenters: Ronald J. Baker

2:00 PM - 2:30 PM

ROI: POPULAR SAGE 100 ERP ECOMMERCE OPTIONS – HELPING CLIENTS FIND THE RIGHT FIT

Presenters: Bob Richter and Kim Zertuche



CORAL REEF TWO

SCHEDULE

THURSDAY, FEB. 29, 2024

4:45 PM - 5:30 PM

TOP SUPPORT ISSUES IN SAGE 100 SUPPORT

Presenters: Beth Bowers and Alnoor Cassim

FRIDAY, MARCH 1, 2024

10:15 AM - 11:05 AM

CREATIVE USE OF ALERTS AND WORKFLOW

Presenters: Jhiam Marasigan

2:00 PM - 2:30 PM

ZAP: STRATEGIC DATA EMPOWERMENT: A DEEP DIVE INTO DATA MANAGEMENT

Presenters: Toni van Heerden

4:30 PM - 5:20 PM

COMMUNICATION & CONNECTION: PREPARING FOR SUCCESS

Presenters: Scott Tillema



COMPASS ROSE NORTH

SCHEDULE

THURSDAY, FEB. 29, 2024

7:30 AM - 7:45 AM

**13TH ANNUAL MEETING OF THE MINDS
KICKOFF 90 MINDS BOARD OF DIRECTORS**

7:45 AM - 8:15 AM

SAGE KEYNOTE WITH ANDY REID
Presenters: Andy Reid

8:20 AM - 9:20 AM

SAGE 100 ROAD AHEAD
Presenters: Mike Ritchie and Heather Dispain

9:30 AM - 10:20 AM

**SAGE WHAT'S NEW INSTALLATION
CHANGES, AND DEMO**
*Presenters: John Nichols, Karen Sellers, Kent Mackall,
and Susanne Neupauer*

10:25 AM - 10:55 AM

ASK SAGE ANYTHING
Presenters: Dianetta King

11:00 AM - 11:50 AM

**FORTIS & TIPALTI: MAKE 2024 FINTASTIC
WITH SMART AP AND AR PARTNERSHIPS**
*Presenters: Saad Abouyahya, Hillary Heath,
and Patty Benitez*

1:00 PM - 1:50 PM

**CIMCLOUD: DON'T CONFUSE A CAMRY
WITH A BUCKET TRUCK**
Presenters: Brian Seidel

2:00 PM - 2:50 PM

HOW AI WILL SUPERCHARGE ERP
Presenters: Gary Feldman

3:00 PM - 3:50 PM

WHAT'S NEW FROM DSD ENHANCEMENTS
Presenters: Jon Reiter and Kevin Kawado

4:00 PM - 4:50 PM

EBIZCHARGE



COMPASS ROSE NORTH

SCHEDULE

FRIDAY, MARCH 1, 2024

7:20 AM - 7:30 AM

OPENING ANNOUNCEMENTS

7:30 AM - 8:30 AM

**SCOTT TILLEMA – FRIDAY KEYNOTE:
FINDING SUCCESS IN CONFLICT
RESOLUTION**

Presenters: Scott Tillema

8:30 AM - 9:20 AM

**MOD SQUAD A.K.A. PARTNER QUICK WIN
RECOMMENDATIONS**

*Presenters: John Nichols, Kent Mackall, Karen Sellers,
and Susanne Neupauer*

9:20 AM - 10:10 AM

**SAGE: DRIVING NCA AND RETENTION
WITH MARKETING AND ENABLEMENT**

Presenters: Dianetta King

10:15 AM - 11:05 AM

CLOUD CONSIDERATIONS IN 2024

Presenters: BJ O'Reilly, Gary Feldman, and Tyler Bower

11:10 AM - 12:00 PM

**SCANFORCE: NAVIGATING SEAMLESS
OPERATIONS: A DAY IN THE LIFE OF
YOUR CUSTOMERS' INVENTORY WITH
SCANFORCE**

Presenters: Steve Showalter

1:00 PM - 1:50 PM

SUMMIT HOSTING

2:30 PM - 3:20 PM

**SAGE: PANEL DISCUSSION: HOW TO GET
THE MOST OUT OF SAGE 100 WITH ISV
PARTNERS**

Presenters: Simon Geach

3:30 PM - 4:20 PM

**UPDATE AND DEMO: SAGE DISTRIBUTION
AND MANUFACTURING OPERATIONS
(SDMO)**

Presenters: Darin Steward

4:30 PM - 5:20 PM

DEMYSTIFYING SAGE MANUFACTURING

Presenters: John Hoyt and Gil Ponte

5:30 PM - 5:45 PM

**CLOSING PLENARY: INSTALLATION
OF NEW BOARD MEMBERS, 90 MINDS
CORPORATE UPDATES**





DataSelf

INFORMED DECISIONS

POWER



EASE



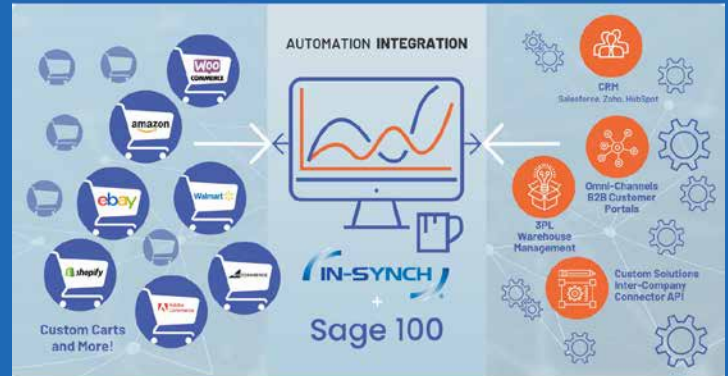
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NEXT LEVEL

MANUFACTURING CONSULTING GROUP

Founded in 2019, we are an independent group of certified manufacturing consultants providing consulting services to the Sage 100 partner channel and publishers. We are not Sage resellers, but our role as a consulting Solution Provider means we can assist partners to close sales and supplement consulting to deliver successful implementations and satisfied customers.

We bring over 25 years of experience with the manufacturing functions and products as they evolved to where they are today and beyond. These include:

- Sage 100 Work Order, Bill of Materials and MRP
- ISV Work Order Enhancements
- JobOps / Sage Manufacturing / Sage Operations Management
- Sage Production Management

Our customized services include:

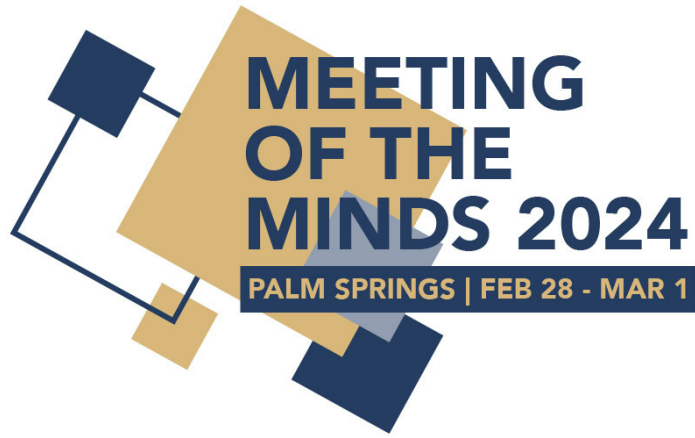
- Webinars and Software Demos
- Discovery and Business Process Reviews
- Implementation Planning and Consulting
- Project Management
- Training and Support
- Custom Documentation

Contacts:

John Hoyt, Partner
818-572-7537 | JohnH@nextlevelMCG.com

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952-210-7758 | JaneS@nextlevelMCG.com

Next Level Manufacturing Consulting Group:
www.nextlevelMCG.com



CPE CREDIT

Qualified sessions for CPE will be noted with the allotted time of CPE.

To qualify for CPE, you must attend a session that qualifies for 1 hour of CPE before any following sessions qualify.

You must login **at the beginning of the session** and **log out at the end of a session**.

To login in and out please use the QR code. These will be on the Webex Events App.

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SIGN OUT



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The Fortis Difference:

- Award-winning API technology
- World-class onboarding
- Decades of ERP industry expertise



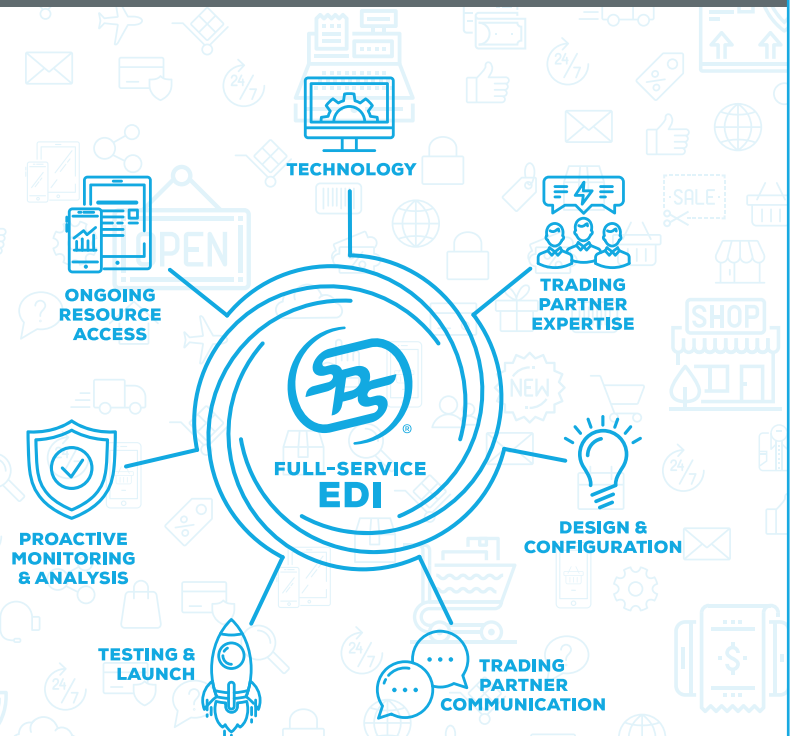
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SPEAKERS



Saad Abouyahya
*Manager of Alliances, Mid Market ERPs
Tipalti*



Rafael Avetisyan
*Account Executive
CertiPro Solutions, LLC*



Ronald J. Baker
*Radio Talk-Show Host
The Soul of Enterprise*



Patty Benitez
*Vice President of Channel Partners
& Alliances
Fortis*



Tyler Bower
*Practice Director
Cloud@Work*



Beth Bowers
Sage Consultant



Paul Cannon
*Founder
Fisher Technologies*



Alnoor Cassim
*Director of Software Development
Accounting Systems, Inc*



Janna Crowther
*Senior Solution Architect
RKL eSolutions*



Carmen Cruz
*SAGE 100 Consultant
CompuData Inc.*



Heather Dispain
Sage



Debra Dupree
*Owner / CEO
MINDSET Doc*

SPEAKERS CONT.



Mike Edgett
BMS North America Team Leader
Sage



Gary Feldman
90 Minds
Sage



Simon Geach



Terry Ginley
Vice President of Partner Development
Solver



Beth Harvey
Partner Development Manager
Solver



Hillary Heath
Alliance Manager
Tipalti



Toni van Heerden
General Manager
ZAP



Doug Higgs
President
Midwest Commerce Solutions



John Hoyt
Co-Founder Next Level Manufacturing
Consulting Group



Kevin Kawado
Director of Technology
Sage 100



Dianetta King
Senior Product Marketing Manager
Sage



Tina Leonard
Senior Solution Architect
RKL eSolutions

SPEAKERS CONT.



Kent Mackall
Senior Software Engineer
Sage



Jhiam Marasigan
Stewart Technologies, Inc



Todd Martin
President
MBA Business Software



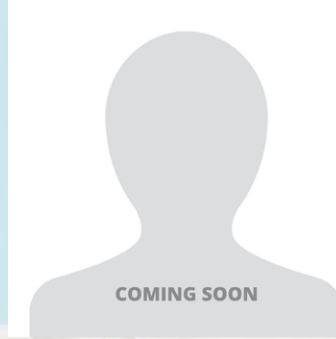
Phil McIntosh
Friendly Systems



Susanne Neupauer
Sage



John Nichols
Senior Development Manager
Sage



Chelsea O'Brien
Product Sales Specialist
Scanco



BJ O'Reilly
Chief Technology Officer
SWK Technologies



Gil Ponte
Sr. Business Analyst, Manufacturing
DSD



Andy Reid
Sage - Keynote
Sage



Jon Reiter
President of Development Division
DSD



Bob Richter
Co-founder
ROI, Inc

SPEAKERS CONT.



Mike Ritchie
Director of Product Management
Sage



Brian Seidel
CEO and Co-Founder
CIMcloud



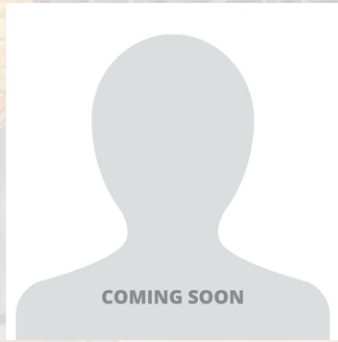
Karen Sellers
Sage



Matt Shanahan
Senior Vice President of Strategy
Sage



Steve Showalter
Director of Sales
ScanForce



Cody Smith
VP of Sales
Scanco



Madeline Stefanou



Darin Steward
Sage Intacct Product Manager
Sage



Scott Tillema
Keynote Speaker



Kim Zertuche
Customer Development Director
ROI, Inc.



This



That



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MEETING OF THE MINDS 2024

Juggling multiple applications results in time-consuming bottlenecks. Our BPA Platform offers a robust data management and process automation solution, streamlining manual processes with low-code automation and integration.

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SHAPE THE FUTURE OF TECHNOLOGY CONSULTING:

Join a 90 Minds Committee!

Are you a passionate technology consultant looking to make a real impact?

Join any of these 90 Minds committees and contribute your expertise to shaping the future of our industry! We're looking for enthusiastic individuals who share our commitment to excellence in:



- **Membership:** Grow our vibrant community by engaging new members and fostering collaboration.
- **Events:** Craft high-quality, informative events that connect members with industry leaders and cutting-edge technology.
- **Education:** Develop valuable resources and workshops to help members stay ahead of the curve in their skills and knowledge.
- **Content Library:** Build a comprehensive resource library packed with industry insights, best practices, and thought leadership.

Here's what you'll gain:

- **Network with leading technology consultants and industry thought leaders.**
- **Shape the direction of the association and its initiatives.**
- **Develop valuable leadership and collaboration skills.**
- **Gain access to exclusive resources and educational opportunities.**
- **Make a lasting impact on the future of technology consulting.**

Time Commitment: We understand everyone is busy, so we offer flexible participation options. The average time commitment is 1-2 hours per month, with monthly meetings and occasional task-based projects.

We're seeking individuals with:

- A passion for technology and a strong understanding of the consulting industry.
- Excellent communication and collaboration skills.
- A willingness to contribute creative ideas and share their expertise.
- A commitment to supporting the association's mission and values.

Together, we can build a stronger, more innovative technology consulting community!

Scan and sign up today!



EDUCATION COMMITTEE

- Alnoor Cassim (Board Representative)
- Gary Feldman
- Michele Herzog
- Doug Higgs
- Brian Kelly
- Basil Malik

This committee plays a crucial role in overseeing and facilitating educational initiatives for 90 Minds and the annual conference, Meeting of the Minds. The specific responsibilities can vary but here are some common functions this education committee may perform:

- **Curriculum Development:** Designing, reviewing, and updating educational programs and courses to ensure they align with the 90 Mind's mission and meet the needs of its members.
- **Needs Assessment:** Identifying the educational needs of the 90 Mind's members through surveys, feedback, and analysis of industry trends.
- **Program Planning:** Planning and organizing educational events, workshops, webinars, seminars, and conferences that provide valuable insights and information to members.
- **Speaker Selection:** Identifying and inviting qualified speakers, subject matter experts, and educators to contribute to the educational programs and events.
- **Quality Assurance:** Monitoring and evaluating the effectiveness of educational programs to maintain high standards and relevance. This may involve collecting participant feedback, analyzing outcomes, and making improvements.
- **Promotion and Communication:** Collaborating with the 90 Mind's director to promote educational events and initiatives, ensuring that members are aware of opportunities for professional development.
- **Partnerships:** Exploring and establishing partnerships with educational institutions, industry experts, or other organizations to enhance 90 Mind's educational offerings.
- **Certification and Accreditation:** If applicable, managing certification or accreditation programs to provide members with recognized credentials for their professional development including CPE Credits.



MEMBERSHIP COMMITTEE

- Madeline Stefanou (Board Representative)
- Gary Feldman
- Steve Iwanowski
- Bill Crable
- Venessa Griffin
- Amber Prayfrock

The Membership committee is responsible for managing and enhancing the 90 Mind's membership base. The committee focuses on activities that attract new members, retain existing ones, and ensure that members find value in their 90 Minds affiliation.

The specific duties of a membership committee can vary, but common responsibilities include:

- **Member Recruitment:** Developing strategies to attract new members to the association. This may involve marketing campaigns, outreach efforts, and collaborating with other committees or teams within the association.
- **Membership Retention:** Implementing initiatives to retain current members. This could include organizing events, creating networking opportunities, or providing exclusive benefits to members.
- **Onboarding Processes:** Creating and managing processes to effectively onboard new members, helping them understand the benefits of membership, providing orientation materials, and facilitating their integration into the association community.
- **Membership Renewal:** Overseeing the renewal process for existing members. This may involve sending reminders, communicating the value of membership, and addressing any concerns or issues that members may have.
- **Member Communication:** Developing and maintaining communication channels to keep members informed about association activities, benefits, and opportunities. This includes newsletters, emails, and social media communication.
- **Member Feedback:** Collecting and analyzing feedback from members to understand their needs, concerns, and preferences. This information can be used to improve member services and tailor association offerings.
- **Diversity and Inclusion:** Ensuring that the 90 Mind's membership reflects diversity and is inclusive. The committee may work on initiatives to attract a broad range of professionals and create an inclusive environment.
- **Member Recognition:** Developing programs to recognize and celebrate the achievements and contributions of members. This could include awards, acknowledgment in publications, or special events.



EVENTS COMMITTEE

- Michelle Taylor
- Chuck Peddy
- Patty Benitez
- Darcy Boerio

The 90 Minds events committee is responsible for planning, organizing, and executing various events and activities that contribute to the overall goals and objectives of 90 Minds. The specific responsibilities of an events committee can vary depending but common functions include:

- **Event Planning:** Developing a comprehensive plan for association events, considering factors such as event objectives, target audience, budget, venue selection, and logistics.
- **Program Development:** Designing the content and structure of social events, including keynote speakers, panel discussions, workshops, and other activities that align with the interests and needs of the 90 Mind's members.
- **Promotion and Marketing:** Collaborating with the 90 Minds Team to promote events effectively. This includes creating promotional materials, utilizing social media, and engaging with members to increase event attendance.
- **Sponsorship and Partnerships:** Identifying and securing sponsorships or partnerships to support events financially and enhance the overall experience for attendees. This may involve reaching out to businesses, organizations, or industry partners.
- **Networking Opportunities:** Creating opportunities for members to network and connect, with industry professionals, and potential collaborators. This may involve organizing social events, networking sessions, or themed activities.

The events committee plays a crucial role in creating meaningful and impactful experiences for 90 Minds members, fostering a sense of community, and contributing to the overall success.



CONTENT LIBRARY (STEERING COMMITTEE)

- Wayne Schulz
- Steve Iwanowski
- Jim Woodhead
- Darcy Boerio
- Brett Zimmerman
- Jeff Fiddelman

Exciting News: Introducing Our New Content Library!

We're thrilled to announce the formation of a new committee dedicated to making your 90 Minds membership even more valuable. Our Content Library Committee is hard at work building an amazing resource for you!

What's in it for you?

- One-stop shop for Sage 100 expertise: Articles, videos, whitepapers, and more – all focused on helping you master Sage 100.
- Save time: No more searching the web for reliable information. We'll curate the best content for you.
- Stay ahead of the curve: Get the latest industry insights, trends, and best practices.
- Content built for our community: We'll tailor the library to meet your specific needs.

The committee is focused on:

- Finding the most relevant and helpful Sage 100 resources.
- Creating original content when you need something we don't already have.
- Making it super easy to find exactly what you need.
- Keeping the content fresh and up-to-date.

Want to be involved? Let us know if you'd like to help shape this amazing new resource for our community.

Please stay tuned for updates as the library takes shape!



Save the Date

When:

March 12-15, 2025

Where:

**Margarittaville
Resort**

