# Table of Contents

1. Welcome to Niagara.................................................................3

2. Niagara Attractions.................................................................4
   - The Illumination Show.......................................................4
   - Niagara Attractions.........................................................6

3. 2015 Avanti User Group Conference..........................................8
   - Schedule (Day 1).............................................................9
   - Schedule (Day 2)...........................................................10
   - Schedule (Day 3)...........................................................11
   - Schedule (Day 4)...........................................................12
   - Abstracts (Day 1)..........................................................14
     - Avanti Classic............................................................14
     - Avanti Slingshot.........................................................16
   - Abstracts (Day 2)..........................................................16
     - Avanti Classic............................................................16
     - Avanti Slingshot.........................................................20
   - Abstracts (Day 3)..........................................................21
     - Avanti Classic............................................................21
     - Avanti Slingshot.........................................................24
   - Abstracts (Day 4)..........................................................25
     - Avanti Classic............................................................25
     - Avanti Slingshot.........................................................26

4. Speaker Profiles......................................................................27

5. Ravine Vineyards..................................................................33

6. Sponsors.................................................................................35

7. Contact....................................................................................38
   - Avanti Classic Delegates..................................................38
   - Avanti Slingshot Delegates..............................................39
   - Avanti Staff & Sponsors..................................................40

8. Notes......................................................................................41
Welcome to Niagara

Niagara, Canada is one of the most attractive four-season destinations in the world. From the sheer spectacle of Niagara Falls to the region’s renowned wine country, from its rich history to its beautiful parks and hiking and biking trails, Niagara overflows with things to see and do. We invite you to visit and spend a few days to explore and to delight in the discoveries that await you around every corner.
THE NIAGARA FALLS ILLUMINATION SHOW

The Niagara Falls are often lit in special colours for many registered charities marking a significant date in support of their cause. Special Colour Illuminations are provided courtesy of The Niagara Falls Illumination Board. Download the illumination request form to apply for special lighting for your event. Please note that special illumination requests must be submitted no later than 30 days prior to the event.

Special colour illuminations are offered at 9:00 p.m. and 10:00 p.m. (15 minute duration), subject to availability.
NIAGARA Attractions

WORLD CLASS ATTRACTIONS JUST A STEP AWAY

Take the night off and explore all that Niagara Falls has to offer including: Lundy’s Lane, Hornblower Niagara Cruises (formerly Maid of the Mist), Journey Behind the Falls, Butterfly Conservatory, White Water Walk, Fallsview Casino, Clifton Hill attractions, and more! Take advantage of the “Ultimate Falls Experience“ package, and/or the Clifton Hill Fun Pass for attraction savings.

**Skylon Tower**
5200 Robinson St,
Niagara Falls, ON L2G 2A3

The tallest structure in Niagara Falls. The Skylon Tower has an outdoor observation deck, glass elevators and an excellent revolving restaurant. The Skylon Tower offers an exciting panoramic view of the Niagara area.

**Butterfly Conservatory**
2565 Niagara River Pkwy,
Niagara Falls, Ontario L2E 6S4

This magical attraction features over 2,000 colourful tropical butterflies floating freely among lush, exotic blossoms and greenery. Paths wind through the rainforest setting, past a pond and waterfall and the Emergence window, where butterflies leave their pupae and prepare to take their first flight!

**Mackenzie Printery and Newspaper Museum**
1 Queenston St., Queenston,
Ontario Canada L0S 1L0

The best hands-on museum in Upper Canada! The restored home of rebel publisher William Lyon Mackenzie reveals 500 years of printing technology, amid the authentic ambiance of a period print shop.

Rarest in the museum’s collection is the Louis Roy Press, oldest in Canada and one of the few original wooden presses remaining in the world! A hands-on experience is encouraged with a working linotype and 8 operating heritage presses.
Clifton Hill

Niagara Falls’ Street of Fun

Clifton Hill is one of the most famous streets in Niagara Falls. Clifton Hill is located on the Canadian side of Niagara Falls and is known as the Street of Fun because of the many exciting attractions, themed restaurants and affordable hotels to stay at all in one area. Everything is within one walking distance!

Ripley’s Believe It or Not!

Located on Clifton Hill, it still holds on to the reputation as Niagara’s best museum. With mind boggling exhibits and oddities, including authentic shrunken heads, the world’s rarest egg and two-headed animals are only the beginning here.

Niagara Fallsview Casino

The $1 billion entertainment complex is situated on a prime site overlooking the world-reowned Horseshoe and American Falls at Niagara. The new resort is one of the grandest and most extensive facilities ever to appear on the Niagara skyline.

Niagara Skywheel

Located on Clifton Hill, enjoy a graceful scenic journey that delivers magnificent views of both the Horseshoe and American Falls. Climate controlled gondolas provide year round sightseeing comfort, day and night.
Whether you’re here for just one day or several, The Ultimate Falls Experience has the perfect package to fit your Niagara Falls escape!

### Classic: $54.95
**The Original Adventure Pass**
- Hornblower Niagara Cruises
- Journey Behind the Falls
- White Water Walk
- Niagara’s Fury
- Two-day WEGO Access
- $60 in Bonus Coupons

### Nature: $54.95
**Explore Niagara’s Natural Beauty**
- Hornblower Niagara Cruises
- Whirlpool Aero Car
- Floral Showhouse
- Butterfly Conservatory
- Two-day WEGO Access

### Plus: $79.95
**The Ultimate Adventure!**
- Hornblower Niagara Cruises (Optional)
- Journey Behind the Falls
- Whirlpool Aero Car
- White Water Walk
- Butterfly Conservatory
- Floral Showhouse
- Niagara’s Fury
- Two-day WEGO Access
- Two-day Falls Incline Railway
- Valuable Bonus Coupons
Location

The 2015 Avanti User Group Conference will be located on the Mezzanine Level (North).

Sessions will be taking place in the following rooms:

All Avanti Classic sessions: Salon C and Canadiana
All Avanti Slingshot sessions: Salon A
All Keynote Sessions: Salon C
Avanti Classic: “Ask the Experts” - Niagara Room
Avanti Slingshot: “Ask the Experts” - Salon B
# DAY 1 AGENDA

Tuesday, October 6th, 2015

<table>
<thead>
<tr>
<th>TIME PERIOD</th>
<th>AVANTI CLASSIC</th>
<th>AVANTI SLINGSHOT</th>
<th>ASK THE EXPERTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 AM - 8:50 AM</td>
<td>Breakfast and Registration</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
| 9:00 AM - 9:15 AM | Welcome Address / Conference Outline                                         | Presenter: Stephen McWilliam, Avanti  
Location: Salon C          |                                                          |
| 9:15 AM - 10:50 AM| Keynote Address / Avanti Slingshot Update                                    | Presenter: Patrick Bolan, Avanti  
Location: Salon C          |                                                          |
| 10:50 AM - 11:00 AM| Morning Break                                                              |                                                                                  |                                                          |
| 11:00 AM - 11:50 AM| New Features - Avanti Classic                                               | New Features - Avanti Slingshot                                                  | Ask the Experts                                         |
|                   | Presenters: Jerry McNeely, Avanti with Michelle Gelula, Avanti              | Presenters: Josh Perkins, Avanti  
Location: Salon A          | Avanti Staff                                                             |
| 12:00 PM - 1:00 PM| Lunch                                                                       |                                                                                  |                                                          |
| 1:00 PM - 1:50 PM | Moving to Avanti Slingshot                                                   | New Features - Avanti Slingshot                                                  | Ask the Experts                                         |
|                   | Presenter: Patrick Bolan, Avanti  
Location: Salon C          | Presenters: Josh Perkins, Avanti  
Location: Salon A          | Avanti Staff                                                             |
| 2:00 PM - 3:00 PM | How To: Advanced Crystal Reports                                            | RFQ Submission                                                                  | Ask the Experts                                         |
|                   | Presenters: Brian Trott, SAA Senate Government with Jerry McNeely, Avanti  | Presenter: Josh Perkins, Avanti  
Location: Salon C          | Avanti Staff                                                             |
|                   | Location: Salon C *                                                        | Location: Salon A *                                                             |                                                          |
|                   | Informal Wearables, Promo Pieces                                            |                                                                                  |                                                          |
|                   | Presenter: Jared Conway, Avanti  
Location: Niagara               |                                                                                  |                                                          |
| 3:00 PM - 3:15 PM | Afternoon Break                                                            |                                                                                  |                                                          |
| 3:15 PM - 4:45 PM | Budgeted Hourly Rates                                                      |                                                                                  | Ask the Experts                                         |
|                   | Presenter: Craig Press, Profectus  
Location: Salon C          |                                                                                  | Avanti Staff                                                             |
| 5:30 PM - 7:00 PM | Welcome Reception                                                           |                                                                                  |                                                          |
|                   | Cocktails and Hors D’oeuvres                                                |                                                                                  |                                                          |

Difficulty Level • Newbie • Intermediate • Expert
## DAY 2 AGENDA

**Wednesday, October 7th, 2015**

<table>
<thead>
<tr>
<th>TIME PERIOD</th>
<th>AVANTI CLASSIC</th>
<th>AVANTI SLINGSHOT</th>
<th>ASK THE EXPERTS</th>
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</thead>
<tbody>
<tr>
<td>8:00 AM - 8:50 AM</td>
<td>Breakfast</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9:00 AM - 9:15 AM</td>
<td>Welcome Address / Conference Outline&lt;br&gt;Presenter: Stephen McWilliam, Avanti&lt;br&gt;<strong>Location:</strong> Salon C</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9:15 AM - 10:30 AM</td>
<td><strong>Activity Files (Introduction)</strong>&lt;br&gt;Presenters: Michelle Gelula, Avanti with Chuck Tuttle, Avanti&lt;br&gt;<strong>Location:</strong> Salon C</td>
<td><strong>Web-to-Print Integrations</strong>&lt;br&gt;Presenter: Josh Perkins, Avanti&lt;br&gt;<strong>Location:</strong> Salon A</td>
<td>Ask the Experts&lt;br&gt;Avanti Staff</td>
</tr>
<tr>
<td>10:30 AM - 11:00 AM</td>
<td>Morning Break</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11:00 AM - 12:00 PM</td>
<td><strong>Building Profiles</strong>&lt;br&gt;Presenters: Zehava Tyberg, Avanti with Chuck Tuttle, Avanti&lt;br&gt;<strong>Location:</strong> Salon C</td>
<td><strong>Estimating, Inventory &amp; Fulfillment</strong>&lt;br&gt;Presenters: Arron Robinson, Avanti with Eli Wallach, Avanti Jennifer Copeland, Avanti&lt;br&gt;<strong>Location:</strong> Salon A</td>
<td>Ask the Experts&lt;br&gt;Avanti Staff</td>
</tr>
<tr>
<td>12:00 PM - 1:00 PM</td>
<td>Lunch</td>
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</tr>
<tr>
<td>1:00 PM - 3:00 PM</td>
<td>Part A: 1:00PM-2:00PM Reporting and the Future&lt;br&gt;Part B: 2:00PM-2:50PM informal: Reporting Discussion&lt;br&gt;Presenters: Jeff Santos, Avanti with Jared Conway, Avanti&lt;br&gt;<strong>Location:</strong> Salon C</td>
<td><strong>Estimating, Inventory &amp; Fulfillment</strong>&lt;br&gt;Presenters: Arron Robinson, Avanti with Eli Wallach, Avanti Jennifer Copeland, Avanti&lt;br&gt;<strong>Location:</strong> Salon A</td>
<td>Ask the Experts&lt;br&gt;Avanti Staff</td>
</tr>
<tr>
<td>3:00 PM - 3:15 PM</td>
<td>Afternoon Break</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3:15 PM - 4:45 PM</td>
<td><strong>Inventory &amp; Fulfillment</strong>&lt;br&gt;Presenters: Michelle Gelula, Avanti with Chuck Tuttle, Avanti&lt;br&gt;<strong>Location:</strong> Salon C</td>
<td><strong>Sales Order Entry</strong>&lt;br&gt;Presenter: Josh Perkins, Avanti&lt;br&gt;<strong>Location:</strong> Salon A</td>
<td>Ask the Experts&lt;br&gt;Avanti Staff</td>
</tr>
<tr>
<td>5:30 PM - 7:00 PM</td>
<td>Winery Tour @ Ravine Winery with Dinner and Wine Pairing&lt;br&gt;Departs at 5:30PM SHARP (Transportation Provided)</td>
<td></td>
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</tr>
</tbody>
</table>

**Difficulty Level** • Newbie • Intermediate • Expert
## DAY 3 AGENDA

### Thursday, October 8th, 2015

<table>
<thead>
<tr>
<th>TIME PERIOD</th>
<th>AVANTI CLASSIC</th>
<th>AVANTI SLINGSHOT</th>
<th>ASK THE EXPERTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 AM - 8:50 AM</td>
<td>Breakfast</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
| 9:00 AM - 9:15 AM | Welcome Address / Conference Outline  
Presenter: Stephen McWilliam, Avanti  
Location: Salon C |                  |                 |
| 9:15 AM - 10:30 AM | Shop Floor  
Presenters: Scott Williams, Taylor Printing Group with Brian Trott, SAA Senate Government  
Location: Salon C  
This is How We Do It  
Presenters: Jared Conway, Avanti with Chuck Tuttle, Avanti  
Location: Niagara  
Purchasing  
Presenters: Arron Robinson, Avanti with Patrick Bolan, Avanti  
Location: Salon A |                  | Ask the Experts  
Avanti Staff |
| 10:30 AM - 10:45 AM | Morning Break  |                  |                 |
| 10:45 AM - 12:00 PM | Scheduling  
Presenters: Jerry McNeely, Avanti with Jared Conway, Avanti  
Location: Salon C  
Invoicing  
Presenters: Zehava Tyberg, Avanti with Travis Campbell, Avanti  
Location: Niagara | Scheduling  
Presenters: Josh Perkins, Avanti  
Location: Salon A | Ask the Experts  
Avanti Staff |
| 12:00 PM - 12:55 PM | Lunch |                  |                 |
| 12:55 PM - 2:10 PM | eAccess  
Presenters: Brian Trott, SAA Senate Government with Jerry McNeely, Avanti  
Location: Salon C  
Litho/Demand Estimating  
Presenters: Chuck Tuttle, Avanti with Michelle Gelula, Avanti  
Location: Niagara | Shop Floor Data Collection  
Presenters: Josh Perkins, Avanti  
Location: Salon A | Ask the Experts  
Avanti Staff |
| 2:10 PM - 3:00 PM | Ricoh - Gold Sponsor Keynote  
Presenters: Ryan Kiley, Director, Strategic Production Services, Printing Business Group Worldwide and Denise Iannuzo, Director, Professional Services, Ricoh USA |                  |                 |
| 3:00 PM - 3: PM | Afternoon Break |                  |                 |

### Difficulty Level
- Newbie
- Intermediate
- Expert
**DAY 3 AGENDA CONTINUED**  
**Thursday, October 8th, 2015**

<table>
<thead>
<tr>
<th>TIME PERIOD</th>
<th>AVANTI CLASSIC</th>
<th>AVANTI SLINGSHOT</th>
<th>ASK THE EXPERTS</th>
</tr>
</thead>
</table>
| 3:20 PM - 4:45 PM | **Purchasing**  
Presenters:  
Michelle Gelula, Avanti  
with Chuck Tuttle, Avanti  
*Location: Salon C* | **Shipping and Shipping Integration**  
Presenter:  
Josh Perkins, Avanti  
*Location: Canadiana* | Ask the Experts  
Avanti Staff |
|                   | **How To: Introduction to Crystal Reports**  
Presenters:  
Zehava Tyberg, Avanti  
with Jerry McNeely, Avanti  
*Location: Niagara* | | |
| 6:00 PM - 10:00 PM| **Open Evening**  
See Conference Guide for Suggestions | | |

**DAY 4 AGENDA**  
**Friday, October 9th, 2015**

<table>
<thead>
<tr>
<th>TIME PERIOD</th>
<th>AVANTI CLASSIC</th>
<th>AVANTI SLINGSHOT</th>
<th>ASK THE EXPERTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 AM - 8:50 AM</td>
<td>Breakfast</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
| 9:00 AM - 9:10 AM| **Welcome Address / Conference Outline**  
Presenter: Stephen McWilliam, Avanti  
*Location: Salon C* |                                                     |                                             |
| 9:15 AM - 10:30 AM| **CRM/Job Manager**  
Presenter:  
Jerry McNeely, Avanti  
with Michelle Gelula, Avanti  
*Location: Salon C* | **Invoicing**  
Presenter:  
Arron Robinson, Avanti  
*Location: Salon A* | Ask the Experts  
Avanti Staff |
| 10:30 AM - 10:45 AM| Morning Break                                       |                                                     |                                             |
| 10:45 AM - 12:00 PM| **Road Map Interactive**  
Presenters:  
Jared Conway, Avanti  
with Zehava Tyberg, Avanti  
*Location: Niagara* | **Road Map**  
Presenters:  
Josh Perkins, Avanti  
with Patrick Bolan, Avanti  
*Location: Salon A* | Ask the Experts  
Avanti Staff |
| 12:00 PM - 12:55 PM| Lunch                                               |                                                     |                                             |
| 12:55 PM - 3:00 PM| **Ask the Experts**  
Avanti Staff |                                                     |                                             |

**Difficulty Level**  
- Newbie  
- Intermediate  
- Expert
DAY 1 ABSTRACTS  
Tuesday, October 6th, 2015

Avanti Classic

Keynote Address / Avanti Slingshot Update  
9:15am – 10:50am, Location: Salon C  
Presenters: Patricl Bolan, Avanti

Avanti’s president and CEO Patrick Bolan will walk everyone through some of the milestones and key activities since the last User Conference.

In this keynote address, Patrick will also provide a perspective on Avanti’s two key products, namely Avanti Classic and Avanti Slingshot, outlining for everyone Avanti’s strategy for the coming years as well as a high level look at the product roadmap for both products.

Time has also be allocated for you to have your voice heard and ask any questions that you may have of Avanti’s CEO.

New Features - Avanti Classic  
11:00am – 11:50am, Location: Salon C  
Presenters: Jerry McNeely, Avanti with Michelle Gelula, Avanti

Take a tour through the new features included in Avanti Classic v14.0.0 and explore all of the enhancements in the following modules: Inventory and Fulfillment, Job Manager, Archiving, Company Maintenance, Customer Price Charts, CRM, Import Tool, Inventory, Invoicing, Job Uploader, Order Entry, Scheduling, Shipping, Shop Floor and Triggers and Alerts.

New Contract Billing for Fulfillment functionality has been added and many new integrations with external systems (ProMail, UFMS Shipping, Konica Minolta PrintGroove, just to name a few) have also been implemented. See why Avanti Classic continues to be a robust and dynamic MIS solution for the print industry.
Moving to Avanti Slingshot
1:00pm – 1:50pm, Location: Salon C
Presenter: Patrick Bolan, Avanti

Migrating from Avanti Classic to Avanti Slingshot is not just an upgrade. Avanti Slingshot has been developed from the ground up to take advantage of the latest technologies and adapt to the new ways that you do business, including managing multiple lines of business like digital, large format, mailing and fulfillment; handling multi locations and companies, automation and integrating into your key pre-press applications and equipment.

Attend this session for an update on the status of Avanti Slingshot as well as to learn the top 5 things to consider before starting the migration project to Avanti Slingshot. Those include understanding the benefits and costs of moving; understanding when it makes sense to make the move, the level of effort and resourcing required to make the project a success, deployment options (the cloud vs. on-premise) and lessons learned along the way by early adopters.

How To: Advanced Crystal Reports
2:00pm – 3:00pm, Location: Salon C
Presenters: Brian Trott, SAA Senate Government with Jerry McNeely, Avanti

Have you ever been to a meeting and provided a report only to hear, “it looks great, but it’s missing something”....“or what if we added this“. Reports are constantly evolving, based on management needs, business trends, and general informational changes. Providing fast, accurate, and detailed information in a functional report can be tedious and we’re here to help! We’ll take this opportunity to review and modify existing report structures and manipulate fields, or build reports by joining tables and applying specific queries to retrieve data. It’s your session, so we encourage users to bring a custom report they may want to share with the group and how they built that report, or share thoughts and ideas that we could possibly translate into a future report within Avanti.

Informal Wearables, Promo Pieces
2:00pm – 3:00pm, Location: Niagara
Presenter: Jared Conway, Avanti

Join this informal discussion on Wearables/Promo pieces and other unconventional uses of the Avanti Classic platform. Are you using your system in ways it may not have been intended to keep up with your business? Let’s share our experiences and have a conversation about the ways you use your software for offerings that others may not have yet implemented.
**DAY 1 ABSTRACTS**
Tuesday, October 6th, 2015

**Avanti Classic**

**Budgeted Hourly Rates**
3:15pm – 4:45pm, Location: Salon C
Presenter: Craig Press, Profectus

In this session Craig L Press, President of Profectus printing industry business management consultants is going to teach you how to calculate the Budgeted Hourly Rates (BHRs) for your Avanti cost centers using the cloud-based CostRatesAdvisor.com software. BHRs are the hourly cost rate in which you must sell your equipment or services in order to break-even or recover your out-of-pocket costs. Accurate BHRs are essential for estimating, pricing, and costing jobs with your Avanti system.

Cost Rates Advisor was engineered by industry experts based on proven best practices, cost accounting principles, and standards supported by the printing and packaging industry. It’s used by small and large organizations spanning all industry segments including web & sheetfed, large format, digital, flexographic, ink-jet, screen, mailing, packaging, and in-plant operations.

**Avanti Slingshot**

**New Features - Avanti Slingshot**
11:00am – 11:50am, 1:00pm – 1:50pm, Location: Salon A
Presenter: Josh Perkins, Avanti

This session will focus on how many of the new features added recently to the Avanti Slingshot system can benefit your business, with real life workflow examples. We will also review some product ideas submitted by customers and discuss live how they may be implemented into the Avanti Slingshot workflow.

**RFQ Submission**
2:00pm – 3:00pm, Location: Salon A
Presenter: Josh Perkins, Avanti

How you can use the existing functionality of the Estimating module to provide a workflow for your sales reps to submit quote requests to the estimator, in order to eliminate breakpoints and bottlenecks in the estimating process to get your quotes to the customer quickly. We will also review the details of some upcoming enhancements that will streamline this process even further.
Activity Files - Introduction
9:15am – 10:20am, Location: Salon C
Presenters: Jerry McNeely, Avanti with Zehava Tyberg, Avanti

This session will be a basic introduction to the use of activity files. We will review how to create new activities, cost centers and how these interact with your milestone creation. We will also cover how to create cost and price formulas as well as setting up questions and standards for use in the activity calculation. There will be an introductory tutorial on how to setup customer price charts and use them in your activities to save time.

Activity Files - Advanced
9:15am – 10:20am, Location: Niagara
Presenters: Michelle Gelula, Avanti with Chuck Tuttle, Avanti

When asked “What do you like most about Avanti Classic?” a customer replied “Activity Files”. When asked what do you like least…same answer. Activity files in Avanti Classic is certainly one of the more complex aspects of configuring a powerful MIS system. The flexibility of this module is also one of the things that sets Avanti Classic apart. We will explore some of the more advanced uses of this module.

Building Profiles
11:00am – 12:00pm, Location: Salon C
Zehava Tyberg, Avanti with Chuck Tuttle, Avanti

This session will be an introduction to provide basic understanding of Job Jacket Profile Maintenance. We will review setting up forms, screens and questions, explore setting up I-Values, associating activities with a profile questions and we will view the results of our profiles in Order Entry.
DAY 2 ABSTRACTS
Wednesday, October 7th, 2015

Avanti Classic

Products & Kits
11:00am – 11:50am, Location: Niagara
Presenters: Jerry McNeely, Avanti with Michelle Gelula, Avanti

Making good use of Products and Kits in Avanti will streamline your Order Entry process, create consistency in Job Ticket accuracy and reduce Non-Value add tasks related to the administration of orders. We will discuss unit pricing –vs- lot pricing as well as adding quantity related price list methodologies. We will also cover creating “variable composition” products by taking a generic product and opening manufacturing choices (questions) to the end user in eAccess. This allows the customer to quote their own work by answering specific variables (# of originals, finishing options, etc.).

Reporting and the Future (Session A)
1:00pm – 2:00pm, Location: Salon C
Presenters: Jeff Santos, Avanti with Jared Conway, Avanti

Get in on the ground floor of Avanti’s new Classic module Enhanced Reporting. The new Enhanced Reporting module will replace the existing Spooler module with deeper, more robust functionality.

We will be discussing the planned feature set that will improve your operations in many ways, including:

• Brand new modern interface with a focus on ease of use and accessibility.
• Comprehensive user security controls.
• Scheduled report delivery with variable parameters.
• Streamlined report re-classification with new favorites.
• Upgrades the Avanti Classic platform to Crystal Reports 2013, the latest version.
Informal: Reporting Discussion (Session B)
2:00pm – 2:50pm, Location: Salon C
Presenters: Jeff Santos, Avanti with Jared Conway, Avanti

Join us for an informal discussion and share how your organization is reporting out of Avanti Classic. We are keen to hear your uses and get feedback on the planned features for the Enhanced Reporting module. It is not too late for a great idea!

Inventory & Fulfillment
3:15pm – 4:45pm, Location: Salon C
Presenters: Michelle Gelula, Avanti with Chuck Tuttle, Avanti

In this session we will review the new and existing features in the inventory and fulfillment modules. Some of the new features include the new ‘Box’ tab in inventory maintenance as well as the ‘deplete from inventory’ option in receipts from production. We will also cover day to day activities such as inventory commitments and issues, inventory adjustments and the inventory count module. In addition, there will be a review of pick tickets as well as enhancements made to order entry and shipping to accommodate fulfillment items.

Order Entry
3:15 pm – 4:45pm, Location: Niagara
Zehava Tyberg, Avanti with Jerry McNeely, Avanti

During this session will we review a few of the lesser used areas of Order Entry including the generation of Purchase Orders and Requisitions from Order Entry as well as setting up the Turn Around Time feature and calculation of budgets.
DAY 2 ABSTRACTS
Wednesday, October 7th, 2015

Avanti Slingshot

Web-to-Print Integrations
9:15am – 10:30am, Location: Salon A
Presenter: Josh Perkins, Avanti

A non-technical discussion and review of all integration points into and out of the Avanti system, including W2P, JDF, and Accounting integrations, as well as the importance of automation in the production workflow. We will review the status of specific integrations as well as speak to the differences in functionality between integrated systems using the same Avanti Slingshot API.

Estimating, Inventory & Fulfillment
11:00am – 12:00pm, 1:00pm – 3:00pm, Location: Salon A
Presenters: Arron Robinson, Avanti with Eli Wallach, Avanti and Jennifer Copeland, Avanti

The Estimating, Inventory, Fulfillment modules are tightly integrated in Avanti Slingshot and during this session we will show you how to leverage that interaction to clearly communicate and streamline the workflow process from the earliest stages, focusing upon the Cost Summary, Service Item types and other tools, we will show how these can be put to use immediately to benefit your internal processes.

Sales Order Entry
3:15pm – 4:45pm, Location: Salon A
Presenter: Josh Perkins, Avanti

During this session we will explore a few of the important areas of Sales Orders including the generation of milestones for job ticketing and scheduling as well as the use of the Document Management system and the Change Order workflow, highlighting the link into and effect on purchasing, scheduling, and production. We will also review some product ideas submitted by customers and discuss live how they may be implemented into the Avanti Slingshot workflow.
Shop Floor
9:15am – 10:30am, Location: Salon C
Presenters: Scott Williams, Taylor Printing Group with Brian Trott, SAA Senate Government

During the session we will discuss the importance of collecting Shop Floor data accurately allowing for proper cost reporting and analysis. We will review proven ways to set up and use Shop Floor making it easy for the user to quickly and accurately record their time and materials. By learning efficient ways to set up Employees and Cost Centers, unnecessary key strokes can be avoided along with the potential for costly mistakes. Finally, this session will highlight how effective and accurate reporting can provide valuable information pertaining to jobs through the Shop Floor module.

This is How We Do It
9:15am – 10:30am, Location: Niagara
Presenters: Jared Conway Avanti with Chuck Tuttle, Avanti

As a Microsoft Gold Partner, the Avanti development and product support teams work hard to maintain and improve the quality of the Classic platform every day. With a powerful, robust system comes significant challenges in ensuring that all of the parts and pieces work together seamlessly and without error.

Join this session to learn how Avanti Classic is planned, developed, verified and peer reviewed each and every time an update is made to the product. We will explore how quality and careful oversight/thought has been woven into each and every step of the process to ensure that the builds we ship each week are as reliable as expected.

Avanti Classic is made up of 150+ modules and almost 3 million lines of code. With multiple versions of the software in market, our tight agile approach and prioritization system maximizes the throughput of our staff while allowing us to respond quickly to emergencies, should they arise.
DAY 3 ABSTRACTS
Thursday, October 8th, 2015

Avanti Classic

Scheduling
10:45am – 12:50pm, Location: Salon C
Presenters: Jerry McNeely, Avanti with Jared Conway, Avanti

Learn all about the newly revamped Finite Scheduling module of Avanti Classic. In the last year, over 50+ enhancements and changes have been implemented based on customer feedback/consultation. This demo will cover all aspects of the enhancements, including Optimization, in detail.

Invoicing
10:45am – 12:50pm, Location: Niagara
Presenters: Zehava Tyberg, Avanti with Travis Campbell, Avanti

During this session we will review creating invoices with packing slips, invoice by description/job lines/tasks. We will delve into Ship-to taxes based on zip codes and review Invoice Control codes. We will also review the key reports for this area.

eAccess
12:55pm – 2:10pm, Location: Salon C
Presenters: Brian Trott, SAA Senate Government with Jerry McNeey, Avanti

During this session we will explore a few of the important areas of Sales Orders including the generation of milestones for job ticketing and scheduling as well as the use of the Document Management system and the Change Order workflow, highlighting the link into and effect on purchasing, scheduling, and production. We will also review some product ideas submitted by customers and discuss live how they may be implemented into the Avanti Slingshot workflow.
Litho/Demand Estimating
12:55pm – 2:10pm, Location: Niagara
Presenters: Chuck Tuttle, Avanti with Michelle Gelula, Avanti

Join us in this interactive session as we take advantage of the collective knowledge of the user group to explore the differences and similarities between Litho and Demand estimating and why you might choose to use one over the other. Topics will include: In Demand Estimating, learn about Fast Tasks and other ways to make estimating easier and more efficient. In Litho, learn to use Templates and Components to speed up your estimates. How do Activities and Profiles differ between the two estimating methods? We will also discuss Quote Letters, Reports and other tips and tricks to ease your estimating load.

Purchasing
3:15pm – 4:45pm, Location: Salon C
Presenters: Michelle Gelula, Avanti with Chuck Tuttle, Avanti

The Purchasing module is used to track raw materials that need to be purchased for the completion of your jobs. We will cover the workflow of the purchasing module, as well as how it integrates with other modules in our system, such as inventory, receipts, AP payments and requisitions. We will also review how to create vendors/suppliers and how to setup default markups for your purchase orders.

How To: Intro to Crystal Reports
3:15pm – 4:45pm, Location: Niagara
Presenters: Zehava Tyberg, Avanti with Jerry McNeely, Avanti

Avanti provides the user a range of reports that give you exactly the information that you are looking for, however maybe you need two or more pieces of data that would make the report more meaningful to your organization, or maybe there’s more data than you want to reveal on a report. With a basic understanding of Crystal, and some knowledge of the Avanti database, you can quickly add, remove or reorganize fields in Avanti reports and have your own custom reports with the information you want or graphics that spotlight your organization. We will review and modify existing report structures and manipulate fields.
DAY 3 ABSTRACTS
Thursday, October 8th, 2015

Avanti Slingshot

Purchasing
9:15am – 10:20am, Location: Salon A
Presenters: Arron Robinson, Avanti with Patrick Bolan, Avanti

During this session we will explore a few of the important areas of Purchasing including both planned purchasing and traditional purchasing. We will continue on to outside purchasing and best practices in setting up outside purchased. We will also review receiving and accounts payable reconciliation. We will also review some product ideas submitted by customers and discuss how they may be implemented into the Avanti Slingshot workflow.

Scheduling
10:50am – 11:50am, Location: Salon A
Presenter: Josh Perkins, Avanti, with Arron Robinson, Avanti

This session will highlight the use of the multiple workflows in the Scheduling module to effectively set and sequence milestones, based on relevant information, for different resources in order to drive production. This includes the use of the Quick Schedule, Grouping, Ganging, and Schedule Board to manage the work for all departments while providing real-time production status. We will also review some product ideas submitted by customers and discuss live how they may be implemented into the Avanti Slingshot workflow.

Shop Floor Data Collection
1:00pm – 2:00pm, Location: Salon A
Presenter: Josh Perkins, Avanti

During this session we will discuss the importance of Shop Floor data collection to assure accurate Cost reporting in Avanti. We will review a number of ways to set up and use Shop Floor, making it as easy as possible on the end users, and eliminating many costly mistakes. This includes setting up Employees and Cost Centers appropriate to selected areas within your shop, and providing useful shortcuts and tips, such as barcoding, to eliminate unnecessary key strokes. This session will also highlight the end users ability to retrieve information pertaining to Jobs through the Shop Floor module. We will also review some product ideas submitted by customers and discuss live how they may be implemented into the Avanti Slingshot workflow.
Shipping & Shipping Integration
3:15pm – 4:45pm, Location: Salon A
Presenter: Josh Perkins, Avanti

This session will focus on the most efficient workflow to produce your packing slips and shipping labels quickly and without re-entry or errors, including the population of the shipping addresses and/or mail drop information on the Sales Order. Accurate information on the Sales Order drives the functionality in the Shipping module including blind shipments and integrations with third-party carriers. We will also review some upcoming features and product ideas submitted by customers and discuss live how they may be implemented into the Avanti Slingshot workflow.

CRM/Job Manager
9:15am – 10:30am, Location: Salon C
Presenters: Jerry McNeely, Avanti with Michelle Gelula, Avanti

Converting “data” into usable information is a constant challenge in managing any system. CRM and Job Manager are tools that can help to meet this challenge on a daily basis. The ability to answer a customer’s question, determine status and glean information can be found at your fingertips before having to get up and “walk the floor”. We will discuss how to effectively use these tools with multiple sort criteria as well as utilizing ‘ad-hoc’ reporting techniques.
**DAY 4 ABSTRACTS**  
Friday, October 9th, 2015

**Avanti Classic**

**Road Map Interactive**  
10:45am – 12:00pm, Location: Niagara  
Presenters: Jared Conway, Avanti with Zehava Tyberg, Avanti

This interactive session will review the planned product road map for v14.0.0 of the Avanti Classic platform. We will touch on our new module, Enhanced Reporting, expected to ship in early 2016. There is enormous potential to further expand this module – let’s discuss what your business needs from a robust reporting product.

We will also review how customers can submit/vote for road map enhancements that could be included in a future release of v14.0.0 as well as other major efforts planned for later in 2016.

**Avanti Slingshot**

**Invoicing**  
9:15am – 10:30am, Location: Salon A  
Presenter: Arron Robinson, Avanti

Getting paid is a great thing. Knowing what and why you should be getting paid is even better. During this session, we will be going through the invoicing module and exploring how to get information out of the system as well as how to work with the invoicing tools to allow you to work with additional charges as well as how to manage the invoicing structure to get the most out of the module.

**Road Map**  
1:00pm – 1:50pm, Location: Salon A  
Presenter: Josh Perkins, Avanti with Patrick Bolan, Avanti

Avanti’s Product Management team maintains a product roadmap which contains the general direction of the product as well as the high-level initiatives and planned activities to deliver on our Product strategy. Our product roadmap is a continuous process, ever-evolving through the product lifecycle of Avanti Slingshot.

Attend this session to get a clear sense of our short-term and long-term goals as well as our product priorities over the next quarter through the next two years.
Patrick Bolan, Avanti  
Twitter @patrickbolan

As President and CEO of Avanti Computer Systems, Patrick Bolan is responsible for driving the company’s corporate strategy and business development. With the goal of establishing Avanti as a leading provider of Print MIS solutions, Mr. Bolan has sharpened Avanti’s strategic focus and concentrated its R&D investments in three areas: Handling Multiple lines of business (i.e., digital, offset, large format, mail and fulfillment), Business Intelligence and JDF as the integration framework to support the next-generation Print Shop.

Mr. Bolan was named among the Top 50 most influential people in printing by PrintAction Magazine. He has also been appointed to the Advisory Council of the Graphic Communications Management Program at Ryerson University as well as Xerox Corporation’s Business Partner Advisory Board.

Mr. Bolan is a frequent speaker at Graphic Arts tradeshows and Print Association meetings and is often consulted by analysts and the media for current trends in the industry.

Stephen McWilliam, Avanti  
Twitter @sjmcwilly

Stephen McWilliam is co-owner and Executive Vice President for Avanti Computer Systems Limited, directing all strategic marketing activities as well as Avanti’s Alliances and Partnership Strategy. In business for over 30 years, Avanti provides award-winning Print MIS solutions that help the print industry automate all facets of their business and cultivate a more meaningful connection with their customer.

His extensive market knowledge relating to the high technology and the printing industry has helped him author numerous articles in industry publications. Mr. McWilliam is also a regular speaker on topics such as Print Shop automation, Web-to-Print technologies and leading high growth organizations.

Mr. McWilliam has over 28 years of experience in building Phase II organizations, having held executive roles, both in Canada and Europe, in several high growth companies.

He holds a Master of Business Administration degree from Wilfrid Laurier University as well as an Honours Bachelor of Arts degree from the University of Waterloo.

When not busy working in the printing industry, Stephen is a very avid bagpiper.
Arron Robinson, Avanti

Arron Robinson, Technical Pre-Sales Specialist at Avanti, has been involved in the print industry since the late ‘80s when he worked in a service bureau that produced stats, film and slides. In addition to managing scheduling and production for a mid-sized commercial printer, Arron headed up the effort to guide a number of printing companies in the Minneapolis area looking to ride the technology wave into Electronic Prepress, Scanning and CTP.

In 1997, he made the transition into the supplier space, integrating systems to optimize efficiencies and throughput. His focus was PDF and JDF workflows, and their integration and communication between MIS, Web and production systems.

Arron has been with Avanti since 2010, primarily focused on consulting with customers to ensure their success. He has been involved in the Avanti Slingshot project since the early brainstorming sessions. In addition to supporting Avanti’s Product Management team, Arron currently works with the Avanti and Ricoh Sales teams to support their efforts in a technical capacity. He is also involved with the CIP4 MIS Working Group.

When he is not working, Arron is involved with his local and state beekeeping organizations, focusing on pollinator health and availability.

Contact Arron at arobinson@avantisystems.com or on twitter @arron_rob

Brian Trott, US Senate
Twitter @Btrott_34

Brian has been with the U.S. Senate Printing, Graphics and Direct Mail Branch for 17 years, the past 9 of which serving as the Supervisor of the Systems, Records, and Mailing division. The U.S. Senate began implementation of Avanti in 2005, and was placed into full production in 2007. Brian has been an active member of the Avanti User Group Committee for the past 7 years, participating in the last 6 conferences, and serving as the host city for the 2011 user’s group conference.
Chuck Tuttle, Avanti

After 37 years of full time work, Chuck retired from the Purdue University Printing Services Department at the end of January, 2011. With plenty of time on his hands, he was unable to resist the need to say “No” and ended up with plenty to do. It is true, that once you retire, you wonder how you had time to work. He serves on the board of a local Audubon Society Chapter, and enjoys getting out and watching birds. He also serves on the board of a Division of the National Model Railroaders Association and has an extensive model railroad in his basement, frequently hosting other interested modelers from around the country. He gardens, and has a small greenhouse to get things started off early in the spring. And then there’s the camping trailer for getting out in the great outdoors from time to time. And let’s not leave out Avanti Classic QA testing. Beginning in January, 2014, Chuck began working with Avanti to basic tests on several current versions of Classic Avanti prior to the release of updates.

Craig Press, Profectus Inc.

Press is the owner and President of Profectus Inc., a consultancy that has been helping printing organizations improve their business for over 20 years. Craig has industry experience in business practices, management, processes, estimating, customer service, production, costing, accounting, and information technology. Throughout his career he has contributed to the success of hundreds of printing and packaging organizations throughout North America.

Eli Wallach, Avanti

Eli Wallach has been with Avanti since 2014 and has primarily been involved in product and implementation support. His time at Avanti started as a Product Support Specialist where Eli helped customers with day-to-day questions and problems. He has now progressed to a more hands on role as an Implementation Consultant, helping ensure customer success as they move towards going live with Avanti Slingshot.

Eli has a background in print from a technical and business standpoint and has been involved in the print industry since 2006. As a Ryerson University Graphic Communications Management graduate, Eli has training and experience in areas such as prepress, print production, bindery as well as various business areas of print including account management and marketing. Today Eli is taking his knowledge and experience to the next level getting involved in MIS integration with web 2 print solutions, accounting software and shipping solutions and he is also working towards a JDF certification.
Jared Conway, Avanti
Twitter @jaredjconway

Jared Conway is a senior IT thought leader living in Toronto, Canada. With over 18 years of diverse experience in software development, he joined the Avanti team in January, 2014, responsible for the product management, development, quality assurance and support groups working on the Classic platform.

Prior, Jared served as Director of Technology at one of Canada’s most prestigious marketing/communication firms. He has managed large organizations of local/remote teams and has a depth of experience in the Online Marketplaces, Automotive, Real Estate, Retail, Travel/Tourism, Parking/Transportation, Energy and Gaming verticals.

Jared has achieved the MCSD, MCAD, MCDBA and MCP designations and is actively working towards the PMP. His passions include gaming, design and programming. Another innate love is travel. Having visited 22 countries and most of North America, Jared thrives on diversity of cultures and experiencing the world’s wonders first-hand with his wife Jenny.

Jeff Santos, Avanti

Jeff has over 15 years of IT experience with positions as a Network and System Administrator, Software Architect, Project Manager, Software Developer, and Database Administrator.

With knowledge in the Software Development Life Cycle (SLDC) and Rapid Application Development, Jeff brings a proven track record of bringing technical projects from concept to full production. He has a wide range of expertise in the Microsoft.NET, Microsoft SQL Server, Oracle and Crystal Reports.

Jennifer Copeland, Avanti

Jennifer Copeland has been a contributing member of the Avanti team for over 16 years in a series of roles, most recently as a Senior Customer Relationship Manager. As part of the Avanti Slingshot Product Management team, Jennifer’s primary focus is on Quality Assurance, but she also participates in product webinars, creates training videos and documentation, and works directly with customers to define specifications for product enhancements and to assist with training related questions that may arise during implementation. Jennifer has a Bachelor of Commerce degree from the University of Manitoba. When away from the office, Jennifer enjoys hiking, biking, swimming and looking for moose on canoe trips in northern Ontario.
Jerry McNeely, Avanti

Jerry McNeely has been a part of the Printing Industry for the past 35 years. From Pressroom to Bindery to Quality Management and eventually owning and operating his own shop he has been fortunate to work with some of the most talented individuals in the business. For the past 15 years he has been involved in implementing and training ERP systems specifically in print environments.

As part of a large organization he and his team implemented a single ERP solution in 26 facilities in the US and Canada under budget and on-time. Since then he has worked as an Implementation Specialist both privately and professionally for several different MIS systems. He has been with Avanti Computer Systems since 2011 with many successful implementations of the Avanti Classic Software. Jerry is a resident of Southern California.

Josh Perkins, Avanti

Josh Perkins, Product Manager for Avanti Slingshot, was born in Mississauga, Ontario. After graduating Ryerson University’s Graphic Communications Management/Marketing program in 2004, he was hired by Avanti as a member of our Support team. This gave Josh the opportunity to take his knowledge of the print industry and apply it to the software world. Clearly this was the right decision; Josh soon moved out of Support and into Product Management as a Product Specialist. He was then promoted to Team Lead before landing his current role as Product Manager, overseeing the last 3 years of product development, and subsequent launch, of Avanti Slingshot.

Michelle Gelula, Avanti

Michelle Gelula graduated from Ryerson University with a bachelor of technology in Graphic Communications Management. She worked as a self-employed graphic designer during her studies, and graduated to working at Avanti after receiving her degree. Michelle has been with Avanti for 2 years, excelling in the estimating and inventory/fulfillment modules.
Scott Williams, Taylor Printing Group

Scott is Chief Executive Officer for Taylor Printing Group Inc. He is responsible for all aspects of the business but is most passionate about building relationships. Scott spent many years in sales and has a firm belief that connecting with people, getting to know them and showing that you truly care about their goals is key to building a strong business relationship. This approach to life and business has resulted in a network of loyal clients he is proud to call friends. Scott’s passion for his business and his clients is evidenced in everything he does: from day-to-day interactions in the office, to business functions in the community, to the boardroom - where he leads the team at Taylor Printing. To position Taylor Printing as a leader in the printing industry, Scott is constantly monitoring trends, searching out better ways of doing things, investing in new technology and connecting with experts in the field. He is not afraid to ask questions and if he can improve the business for his customers, he will do whatever it takes to make it happen.

Travis Campbell, Avanti

Travis Campbell has been with Avanti since July 2013, responsible for the financial and administrative operations of the company. Prior to joining Avanti, he held the same role for 9 years with a high-growth independent cable company that was later acquired by telecommunications giant Rogers. Previous to that he was part of an international public accounting firm, where he managed clients across a multitude of different industries. He holds CPA (Chartered Professional Accountant) and CA (Chartered Accountant) designations which he received in 2012 and 1998, respectively. Travis volunteers as the President and Treasurer of the Uxbridge Swim Club in his home of Uxbridge, Ontario, helping grow the Club and increase its national profile in the swim community.

Zehava Tyberg, Avanti

Zehava Tyberg is a senior technical analyst at Avanti with over 20+ years of experience working in the graphics arts printing industry. Her knowledge of the Classic platform is unmatched. She lives in Toronto with her husband and three children.
WINE TOUR, TASTING, AND DINING EXPERIENCE  Departing at 5:30pm

On Wednesday, October 7th, join us for a social networking event at the Ravine Vineyards, which will take you away from the bustle of Niagara Falls and into the countryside of the Niagara Winery Region.

We have arranged for buses to pick us up and transport us to the Ravine Vineyard, where we will have a wine tour, enjoy a farm-fresh 3-course meal, with a wine pairing from the Vineyards reserves. We will end our evening by the bonfire.

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**Luncheon Sponsor - Tuesday, October 6th, 2015**

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**Luncheon Sponsor - Wednesday, October 7th, 2015**

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