



Monday, October 6, 2014

Time	Session	Location
3:00 – 7:00 pm	Registration	4 th Floor Lobby
5:30 – 7:00 pm	Welcome Reception	Seattle Ballroom 2 & 3

Tuesday, October 7, 2014

Time	Session	Location
7:00 – 8:30 am	Registration	4 th Floor Lobby
7:00 – 8:30 am	Breakfast	4 th Floor Foyer
8:30 – 9:30 am	Opening Session – Gary Owen, MITS President “Looking Back & Moving Forward: MITS Customers Take Center Stage”	Seattle Ballroom 2 & 3
9:30 – 9:45 am	Break	4 th Floor Foyer
9:45 – 11:15 am	Exchange Session #1 Direct exchange, interchange, and exploration of ideas and topics identified and voted on by attendees. Each Exchange table will be hosted by a member of the MITS team.	Seattle Ballroom 2 & 3



11:15 – 11:30 am	Break			4 th Floor Foyer
11:30 am – 12:45 pm	Lunch Session – David Tarico, MITS Lead Developer & Gary Owen, MITS President “Visual Data Discovery Best Practices”			Seattle Ballroom 2 & 3
12:45 – 1:00 pm	Break			4 th Floor Foyer
1:00 – 2:00 pm	<p>MITS Discover - End User Training Designed for those that are new to or need a refresher on MITS Discover, this session covers drill-down, sorting & filtering, trending, column inclusion, charting, exporting & emailing, & report manipulation & creation</p> <p>Teacher: Jason Heilman Location: Seattle Ballroom 3</p>	<p>Pricing Programs in Action Join SPA and several customers for an in-depth look at the benefits pricing programs can have on your distribution business.</p> <p>Teacher: David Bauder, SPA Location: Pioneer</p>	<p>Sales Analysis Learn how the sales analysis module works, including what calculations are taken into consideration plus lessons learned on key metrics, why they matter and what you can do with them in hand</p> <p>Teacher: Brandon Wright Location: Seattle Ballroom I</p>	
2:00 – 2:15 pm	Break – 4 th Floor Foyer			



<p>2:15 – 3:15 pm</p>	<p>MITS Report - End User Training Designed for current and new users, this session covers creating reports, sorting & filtering, date range & calculated columns, exporting & emailing reports</p> <p>Teacher: Jason Heilman Location: Seattle Ballroom 3</p>	<p>Administration: MITS Discover & MITS Report Training on user security, user properties, scheduling, Email configuration, AD Authentication, database connection</p> <p>Teacher: David Tarico Location: Pioneer</p>	<p>Inventory Analysis Learn how the inventory analysis module works, including what calculations are taken into consideration plus lessons learned on key metrics (including GMROI & Turns), why they matter and what you can do with them in hand</p> <p>Teacher: Peggy Schmitt Location: Seattle Ballroom I</p>
<p>3:15 – 3:30 pm</p>	<p>Break – 4th Floor Foyer</p>		
<p>3:30 – 4:30 pm</p>	<p>Intro to MITS Report Sources Learn how to create a simple report source and schedule report updates</p> <p>Breakout A: Multivalued Databases Breakout B: Relational Databases</p> <p>Teacher: Brandon Wright (A) / Tim Trainor (B) Location: Seattle Ballroom 3</p>	<p>Customer Profitability Analysis There are many ways to evaluate customer profitability. Gross Margin often isn't enough. This session will explore different methods and how they can be achieved both inside and outside MITS' products.</p> <p>Teacher: Rand Cufley Location: Pioneer</p>	<p>Purchasing Analysis Learn how the purchasing analysis module works, including what calculations are taken into consideration plus lessons learned on key metrics for managing vendor performance, why they matter and what you can do with them in hand</p> <p>Teacher: TBD Location: Seattle Ballroom I</p>



Wednesday, October 8, 2014

Time	Session	Location
7:30 – 8:30 am	Breakfast	4 th Floor Foyer
8:30 – 9:30 am	User Adoption Workshop	Seattle Ballroom 2 & 3
9:30 – 9:45 am	Break	4 th Floor Foyer
9:45 – 11:15 am	Exchange Session #2 Direct exchange, interchange, and exploration of ideas and topics identified and voted on by attendees. Each Exchange table will be hosted by a member of the MITS team.	Seattle Ballroom 2 & 3
11:15 – 11:30 am	Break	4 th Floor Foyer
11:30 am – 12:45 pm	Lunch Session (speaker to be announced)	Seattle Ballroom 2 & 3
12:45 – 1:00 pm	Break	4 th Floor Foyer



<p>1:00 – 2:00 pm</p>	<p>Modifying Full Screen Dashboards Learn how to modify and extend the Executive Dashboard, Sales Dashboard, and other dashboards and scorecards that come with MITS Distributor Analytics</p> <p>Teacher: Brandon Wright Location: Seattle Ballroom 3</p>	<p>Beyond Basic Columns MITS Discover and MITS Report both include powerful engines for creating calculations on the fly. This session will show you how to get the most out of the data already on your reports.</p> <p>Teacher: TBD Location: Pioneer</p>	<p>Pricing Analysis Learn how the pricing analysis module works, including what calculations are taken into consideration plus lessons learned on key metrics, why they matter and what you can do with them in hand</p> <p>Teacher: Tim Trainor Location: Seattle Ballroom I</p>
<p>2:00 – 2:15 pm</p>	<p>Break – 4th Floor Foyer</p>		
<p>2:15 – 3:15 pm</p>	<p>Designing & Creating Full Screen Dashboards This session covers the theory of dashboard creation, the dashboard creation process, and advanced layout techniques</p> <p>Teacher: Brandon Wright Location: Seattle Ballroom 3</p>	<p>Investment Accounting for Distributors This session covers advanced operational analysis to support investment initiatives, including return on assets and return on equity metrics</p> <p>Teacher: Rand Cufley Location: Pioneer</p>	<p>Advanced Administration: Upgrading MITS Report & MITS Discover This session covers training on configuring products to proxy through IIS and Apache, SSL, PostgreSQL, and API</p> <p>Teacher: David Tarico Location: Seattle Ballroom I</p>
<p>3:15 – 3:30 pm</p>	<p>Break – 4th Floor Foyer</p>		



<p>3:30 – 4:30 pm</p>	<p>Advanced MITS Report Sources Advanced report source creation</p> <p>Breakout A: Multivalue Databases Breakout B: Relational Databases (includes query writing for SQL, Progress, and DB2)</p> <p>Teacher: Rand Cufley (A) / David Tarico (B) Location: Seattle Ballroom 3</p>	<p>GL Analysis This session covers general ledger analysis using the new MITS module, including what calculations are taken into consideration plus profit and loss and other key metrics, why they matter and what you can do with them in hand</p> <p>Teacher: Peggy Schmitt Location: Pioneer</p>	<p>Warehouse Productivity Analysis Learn how to conduct enhanced warehouse productivity analysis, including what calculations are taken into consideration plus lessons learned on key metrics, why they matter and what you can do with them in hand</p> <p>Teacher: Brandon Wright Location: Seattle Ballroom I</p>
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