

# DEACOM DISCOVER

*2018 User Conference Session Details*

**deacom**<sup>®</sup>  
the artisans of erp software

## Business Roles



Tuesday AM (9:15 am - 12:00 pm)

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### Open Platform (additional class added Wednesday afternoon)

This session will introduce attendees to Deacom's new scripting language, specifically developed to allow customers to extend the software beyond its functional footprint.



### Keys to Successful Projects

No matter what stage of implementation you are at, this session will help you achieve overall success with the project. Case studies and best practice tips will help answer some of the most common implementation questions: Are we doing project management correctly? What is the best way to train employees? How can I get internal buy-in? How can we take it from kickoff, to go-live, to long-term success with DEACOM?



### Production Operations (additional class added Wednesday morning)

This session will address both the everyday know-how of production operations and how to take it to the next level. While DEACOM Production 101 topics will be talked about for those new to Deacom, veterans will learn about the underutilized tools and strategies that in-house experts identify as being great efficiency drivers.



### Quality Control

Gain a better understanding of the various quality control features that live within the DEACOM system and how they can be configured to meet unique customer requirements. Quality control topics to be discussed include QC groups, testing, recall reporting, and certificate of analysis documentation.



**Tuesday PM (1:30 pm - 4:30 pm)**

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### **Growing with DEACOM**

Working with the Deacom team does not come to a standstill once you are live on the software. Ongoing collaboration and strategic sessions will help you continue to grow the business alongside the software's evolution. This session will help you determine the best post-implementation support for your company and how to leverage Deacom's internal team of experts today, tomorrow, and 10 years from now.



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### **Warehousing – Inbound and Setup**

As we look at the entire warehousing process, this session will focus on the first phase: when materials arrive at a warehouse. Attendees will learn everything they need to know about setting up a warehouse, how to schedule docks, what to do when they receive materials, how to handle returns, and much more. Scan gun demonstrations of important processes will be provided during this session.



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### **SDS, GHS, & Environmental Reporting**

Each regulatory document is unique in its own way depending on item, customer, and country. Understanding the different types, their individual requirements, and how DEACOM can help automate document generation for these reports is critical to effected manufacturers. DEACOM'S new Tier II EPA reporting capabilities will also be explained.



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### **System Administration**

Learn about how to best set up your ERP environment and improve your use of existing functionality as well as new enhancements of DEACOM. EDI capabilities within Deacom and a new integrated tracker system for IT departments are some hot topics that be brought to light in this session.



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### **Accounting Operations (additional class added Tuesday Morning)**

Dive into how to handle the day-to-day tasks and processes for accounting and bookkeeping directly within the DEACOM system. Topics include allocations, different types of invoicing, customer statements, and AP/AR, to name a few. This is a great session for both those who are learning the basics as well as those that want to learn more advanced procedures.



Wednesday AM (9:00 am — 12:00 pm)

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### Accounting Planning & Reconciliation

Learn some of the best practices for budgeting and implementing a smoother year-end and month-end. This session will help users to identify inconsistencies that occur between reports, determine why they are happening, and recognize what steps need to be made in order to reconcile it.



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### Production Planning & MRP – Basic

Whether you are a DEACOM novice or veteran looking for a refresher, this course will provide a strong overview of MRP for production within the DEACOM platform. Much of the focus will be placed on creating reliable MRP practices through the job calendar and forecasting capabilities.



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### Purchasing & Purchasing MRP

Anyone involved in purchasing activities will want to attend this session which will help people in this role take full advantage of MRP. Users will learn everything they need to know for determining what to buy, when to buy it, and how much is needed, all from one, comprehensive tool.



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### Warehousing – Managing Inventory

Many complexities reside in the management of inventory within a warehouse – this is also where a lot of mistakes can be made. It is important that tasks like movement, physical inventory, cycle counting, serialization, facility relationships, and inventory costing, all work cohesively together to drive efficiencies. This workshop will shed light on how to do it all within DEACOM.



**Wednesday PM (1:15 pm — 4:15 pm)**

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**Business Intelligence (additional class added Thursday afternoon)**

Reporting and dashboards are highly valuable to executive and management teams that require a real-time understanding of operational performance. Deacom experts will share how to set up and combine reports, create triggered report PDFs, and generate dashboards to keep critical data readily accessible to relevant users.



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**Accounting Statements & Reporting**

In this session, attendees will explore the accounting and reporting capabilities of DEACOM that are critical to stakeholders like board members. Whether done for or by the CFO, important topics like financial statements, foreign currency, and realized vs unrealized gain and loss tasks, will be addressed. Attendees will also learn how to get down into the details of postings to determine where it originated from.



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**Sales Entry & Pricing**

Strengthen sales workflows and pricing strategies with strategies reviewed in this session. The Deacom team will provide detailed explanations of how the pricing hierarchy, product configurator and promotions tools can help drive sales for your business. In this session, the new API integration for TaxJar will also be discussed.



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**Production Planning & MRP – Advanced**

As a more in-depth extension of the morning's Production Planning & MRP topic, this session will focus on the use of the master production calendar and advanced MRP capabilities. Examples of specific topics include: work center capacity, run-rate optimization, safety days, and changeover.



**Thursday Early AM (9:00 am — 10:30 am)**

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### **Bringing Better Data into DEACOM**

This is a “must-attend” class for those customers currently in implementation. Data conversion is one of the most important parts of the project so Deacom’s team will spend time providing best practices for pulling data and validation techniques.



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### **CRM & Salesperson Mobile App**

Understand how to leverage DEACOM CRM for creating/managing contact records, reports, workflows, and statuses of sales prospects. By using the mobile app, sales reps can more efficiently manage their pipeline while on the go and this class will walk them through how to do so in the most effective manner.



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### **Deacom Interface Tips & Tricks (additional class added Thursday afternoon)**

Make DEACOM look and work the way your specific company needs it to. User interface, grid layouts, shortcuts, captions, and user restrictions have the ability to be uniquely configured. This workshop will walk you through the process and what you need to be aware of in doing so.



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### **Ecommerce**

Launched last year, Deacom’s Ecommerce functionality has proven to unlock new channels of BtoB and BtoC revenue for customers. The tool is uniquely powered by the core ERP so in-house experts will spend time helping customers determine setup, user management, and product categorization.



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### **Production Automation**

Find out how to leverage a high-level of automation through scale integrations, Deacom’s AutoFinisher, and pre-weigh strategies. Manufacturing execution system (MES) APIs will also be discussed and how it will drive overall efficiencies for manufacturers.



Thursday Late AM (10:45 am — 12:15 pm)

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### Best Practices for Upgrading DEACOM

Keeping your system updated and running on the newest functionality is what will keep your business progressing forward. Deacom's team will share how customers can avoid some of the most common pitfalls of upgrading software and the most important considerations for kicking off the project.



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### Direct Store Delivery

Customers that handle distribution will learn about how to set up and manage DSD tools from within the DEACOM platform, and by using the Android or Apple app. Discussions will also explain how drivers can handle transactions like returns, receipts, and order entries all while onsite with customers.



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### Fixed Assets & Maintenance

Accounting and warehousing professionals will find this session most interesting as they will find out about new forms of depreciation within DEACOM, as well as best practices for using the built-in maintenance, repair, and operating supply (MRO). This insight will help users identify how to lower parts and labor costs, minimize downtime, and enhance regular production capacity.



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### Nutritional Labels

Requirements for nutritional fact labels are changing and Food/Beverage packaging will soon need to reflect these new rules. This session will teach manufacturers how to leverage the tools within their ERP to adhere to the new rules by calculating new formulas, generating regulatory bill of materials, and creating, formatting, and printing labels.



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### Recruiting & Growing Employees

In the current market for talent, finding the best employees is getting significantly harder. Implementing creative strategies to break through the noise in the job market is imperative to driving performance. Deacom's hiring team will discuss how to optimize your hiring strategy and close your skills gap.



**Thursday PM (1:30 pm — 4:30 pm)**

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### **Production Costing & Labor**

Learn different strategies that can be used to account for the labor going into production jobs. Discussions will surround the impact that shop scheduling, actual vs standard labor/burden, cost rollup, and routings can have on overhead, and how to implement these different levels of labor control.



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### **Formulation and R&D**

With so many different strategies for formulation, it can be difficult to identify the best one for your business. This session will review the basics and best practices of Research & Development workflows as well as some of the most useful reporting features for those in this business area.



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### **Warehousing – Outbound**

In the third warehousing section, attendees will review everything involved when materials are getting ready and leaving a warehouse. Different picking strategies, FedEx/UPS integrations, and shipment job scheduling will be key focus areas of this session. Scan guns will also be used in demonstrations.

