BREAKOUT SESSION DETAILS
WEDNESDAY, MAY 15

CHEMPAX C/S

101 WHAT'S NEW AND TOP TEN REQUESTS - PART I   *9:10am - 10:30am*

This opening session features highlights and demonstrations of new development and enhancements completed throughout the year. The class also focuses on Top Ten items submitted by attendees, discussing potential solutions addressing these items and encouraging participation by attendees regarding their current practices.

102 WHAT'S NEW AND TOP TEN REQUESTS - PART II   *10:40am - 12:00pm*

This session is a continuation of What's New and Top Ten Requests Part I. The class features highlights and demonstrations of new development and enhancements completed throughout the year. The class also focuses on Top Ten items submitted by attendees, discussing potential solutions addressing these items and encouraging participation by attendees regarding their current practices.

103 WHAT'S NEW AND TOP TEN REQUESTS - PART III   *1:15pm - 2:15pm*

This session is a continuation of What's New and Top Ten Requests Parts I and II. The class features highlights and demonstrations of new development and enhancements completed throughout the year. The class also focuses on Top Ten items submitted by attendees, discussing potential solutions addressing these items and encouraging participation by attendees regarding their current practices.

104 ACCOUNTS PAYABLE ENHANCEMENTS   *2:25pm - 3:25pm*

Protect your data and improve your Accounts Payable processes. Learn how to secure your G/L accounts to prevent erroneous access and inaccurate postings. Also, gain efficiencies in your voucher creation process with recent enhancements that allow the import (or entry) of voucher information to be processed. Once in the system, new functionality categorizes the vouchers, allowing you to easily and quickly handle each situation.

105 CATCHING UP WITH CHEMPAX WORKSHOP*   *2:25pm - 3:25pm*

Are you intrigued with some of the new features of Chempax C/S you heard about in the What's New classes? Are you eager to experiment with the new interface and/or new features in the latest release of Chempax C/S? This class provides an opportunity for you to get hands-on exposure to some of the new features, allowing you to review and evaluate how they can enhance your business practices.

106 CHEMPAX C/S ONE-ON-ONE SUPPORT SESSIONS   *3:30pm - 5:00pm*

Schedule a one-on-one Session to discuss your individual needs, requirements, and/or situation with a member of the Chempax C/S Team. Use this opportunity to consider a different approach to your current processes and procedures, a more efficient way of handling a task, or a problem you can't seem to solve. A classroom setting is used so feel free to bring your laptop to provide examples from your system. Time slots are assigned before the conference so sign up early! Registration before the start of InterAXions is required for this session.

107 CHEMPAX C/S DIAGNOSTIC SESSION*   *3:30pm - 5:00pm*

This lab session provides an interactive, hands-on opportunity for you to review the newest features of Chempax C/S. This session also provides an opportunity for you to spend some time with the Chempax C/S Team discussing your specific company issues. Bring your questions and have them answered in a personalized setting. In the past, this class has proven to be one of the most anticipated sessions of the conference.

CHEMPAX VB

108 CHEMPAX VB OPENING SESSION   *9:10am - 10:50am*
The opening session will provide all Chempax VB attendees an opportunity to learn about major new features across ChempaxVB.NET.

109 CHEMPAX VB BEST PRACTICES   *11:00am - 12:00pm*
This seminar will take advantage of the decades' worth of experience available on the Chempax VB team to review best practices to get the most from the Chempax software, from application setup and distribution on the server to system configuration, user interface options and data entry. We will also review how you can keep up to date with Chempax VB changes on an ongoing basis back in the office, including receiving an email notification directly from the Chempax VB team when new features are made available.

110 SALES ANALYSIS   *11:00am - 12:00pm*
Chempax VB offers a large number of reports and inquiries which allow for the analysis of sales and profit data. The available options range from detailed transaction reports to summaries by month, month range or year, with a nearly endless number of subtotaling choices. This seminar will compare and contrast the various programs on the Invoicing and Sales Analysis menus to help you determine which are best matched to meet various sets of requirements. We will also explain the system custom options which affect sales and profit reporting and explore options for entering forecast/budget figures and analyzing them versus actual sales.

111 ANALYZING CHEMPAX DATA USING MS EXCEL WORKSHOP*   *11:00am - 12:00pm*
If your job involves analyzing data, then you probably spend a good deal of your day using Microsoft Excel, and much of the data you analyze probably came from Chempax. This workshop will show you various ways to bring Chempax VB data into Excel from the different available interfaces (Chempax VB6 screens, ChempaxVB.NET screens, and reports), and then explore various built-in analysis tools such as queries and pivot tables.

112 CHEMPAXVB.NET – INTRODUCTORY WORKSHOP*   *11:00am - 12:00pm*
ChempaxVB.NET (a.k.a. DOTNET) is Datacor's next generation Chempax VB product. Chempax VB users have the option of installing DOTNET and using it together with the current Chempax VB6 product. The DOTNET interface presents Chempax data in a dynamic "business-centric" style which lets you look at your overall enterprise and then drill down to the data that requires attention. ChempaxVB.NET also includes a growing list of updated versions of the data entry screens and reports. This workshop will give you an opportunity to experience this new interface that will continue to replace the current look and feel of the current Chempax VB6 product.

113 ACCOUNTING FORUM   *1:15pm - 2:15pm*
This session will focus on topics specific to the AP, AR and G/L modules in Chempax VB.

114 BARCODING AND SCANNING IN CHEMPAXVB.NET   *1:15pm - 2:15pm*
The use of barcode scanners has continued to expand across the Chempax VB user base, and this past year saw the release of the revamped ChempaxVB.NET barcode module. In this seminar, we will explore the latest version of the Chempax VB scanner programs and guide you through the steps needed to start using barcode scanners for operations such as physical inventory and location transfers. We'll also describe the more advanced features that customers are using such as automatic transfers to staging areas, printing of barcode, real-time cycle counting, automated batch receipts.

115 CHEMPAXVB.NET SUCCESS STORIES (GROUP DISCUSSION)   *1:15pm - 2:15pm*
Moving an existing user base to ChempaxVB.NET can appear to be a daunting task. This session will share the knowledge of both Chempax VB team members and fellow Chempax users to assuage your fears and help that process go as smoothly as possible. It will also look to highlight user interface improvements and new features that replace or save time over the same tasks in Chempax VB6 to help sell even the most stuck in their ways end user on the benefits of the new software.

BREAKOUT SESSION DETAILS

WEDNESDAY, MAY 15 CONTINUED.

116 ANALYZING CHEMPAX DATA USING POWER BI WORKSHOP *1:15pm - 2:15pm*

This session will provide a hands-on introduction to Microsoft's Business Intelligence (BI) offering. Using a workshop format, you'll have an opportunity to experience how this tool can be used to develop analytics from Chempax data rapidly.

117 ACCOUNTING FORUM (CONTINUED) *2:25pm - 3:25pm*

This session will focus on topics specific to the AP, AR and G/L modules in Chempax VB.

118 CHEMPAXVB.NET: MAKING THE TRANSITION *2:25pm - 3:25pm*

ChempaxVB.NET is the new and future face of the Chempax VB software, so configuring it and getting users in a position where they can comfortably perform their jobs is a process that all Chempax installations will need to go through at some point. This seminar will review the options for rolling out the new interface to your user base, along with the tools available to transition screen customizations, report definitions and user personalization from Chempax VB6 to ChempaxVB.NET. In addition to an overview of the features of the user interface and data entry screens, the class will look at examples of commonly performed lookups and tasks in Chempax VB6 and explore how to accomplish those same goals in ChempaxVB.NET. The seminar will also detail the suggested system requirements for using ChempaxVB. NET, which do differ from the requirements for Chempax VB6.

119 WORKING WITH YOUR DATA IN MS ACCESS WORKSHOP *2:25pm - 3:25pm*

This workshop introduces users to the Chempax VB database. We will explain some of the basic concepts of the Microsoft Access relational database and show you how you can extend the capabilities of Chempax VB by working directly with the data. You will learn the basics of using queries and other features of Microsoft Access. We will also review tips and techniques specific to the most recent versions of MS Access. If you are new to Chempax VB, or you are ready to look "under the hood," this workshop is a must.

120 CHEMPAXVB.NET - ADVANCED WORKSHOP *2:25pm - 3:25pm*

For those who have already started to use DOTNET, this will give you an opportunity to look at newly developed features, learn about more advanced features and discuss future directions directly with the developers.

121 HOW TO SUCCEED WITH RESOURCE PLANNING IN CHEMPAXVB.NET *3:30pm - 5:00pm*

Resource Planning is a time-tested business philosophy, supported by the Resource Planning (RP) Module in ChempaxVB.NET. The functions of Forecasting, Master Scheduling, and Material Requirements Planning will be discussed. Additionally, we will talk about how related functions outside the Resource Planning Module can impact the success of your implementation. This course will explore both the ChempaxVB.NET programs and some important business processes that support them.

122 NEW FEATURES TEST TRACK *3:30pm - 5:00pm*

If you would like to try out what you've learned, our workshop lab will be available for your use during this session. We encourage you to stop by and try out features of Chempax that you've heard about in various classes. Members of the VB Team will be available to answer questions.

123 CUSTOMIZING CHEMPAXVB.NET SCREENS WORKSHOP *3:30pm - 5:00pm*

ChempaxVB.NET includes a vast array of options and features which allow users to change the appearance of the portals and Chempax data entry screens. Some of these are cosmetic, such as screen colors and column layouts. Others, such as custom menus, favorites, custom help guides, and Spanish language support, can significantly aid in productivity. Using the "Customize" button in ChempaxVB. NET, you can move and resize fields, turn text boxes into drop-down lists, add your own validation rules, and even add your customized fields to screens. This workshop will allow you to explore both basic and advanced features. This workshop will give you an opportunity to learn about and practice using these features in the ChempaxVB.NET interface.

124 CHEMPAX VB ONE-ON-ONE SUPPORT SESSIONS   *3:30pm - 5:00pm*

This session is designed to provide attendees the opportunity to spend additional time with Chempax VB team members. This will be your chance to try out the newest features and have your specific company issues answered. We encourage you to bring your laptop or tablet device, but most importantly your questions and ideas that you would like to discuss. In the past, this class has proven to be one of the most anticipated sessions of the conference. In order to give everyone an equal opportunity to meet with the team, each company can only register for one time slot and should come together as a team.

eCHEMPAX

125 eCHEMPAX BREAKING NEWS - PART I   *9:10am - 10:30am*

The opening sessions will feature a review and demonstration of changes and enhancements in eChempax, eChempax Traveler, and eChempax Mobile.

126 eCHEMPAX BREAKING NEWS - PART II   *10:40am - 12:00pm*

This session is a continuation of eChempax Opening - Part I. It will feature a review and demonstration of changes and enhancements in eChempax, eChempax Traveler, and eChempax Mobile.

127 eCHEMPAX ADMINISTRATION   *1:15pm - 2:15pm*

An in-depth review of administrative tools, options, and system settings that control the general behavior of the application:

- System Summary
- User Setup & Permissions
- User Activity
- Controlling Email
- Configuring and Using Free Fields
- Creating a Product Catalog
- Contact & Prospect Utilities
- Note Options (Templates, Email, Types)
- Customer Service

128 POWER TO THE PEOPLE   *1:15pm - 2:15pm*

Microsoft Power BI is a collection of software services and apps that work together to let people create and share business insights in a way that serves them, or their role, most effectively. In this hands-on workshop, we'll learn how to use Power BI Desktop to build custom reports and dashboards to help transform and understand your data. Whether you are using Excel spreadsheets downloaded from eChempax, grids exported from eChempax Traveler, or the eChempax database itself, Power BI Desktop is a valuable tool for exploring the data with beautiful interactive visualizations.

129 PROJECTS AND SCORES   *2:25pm - 3:25pm*

Projects and Scores are two highly configurable features available to all eChempax customers. eChempax Projects can be used to track various internal projects such as product research and development, or any other job that may require collaboration, documentation, and recorded history. The Project form itself is designed primarily within eChempax Administration, giving you full control of content and behavior. Project topics will include:

- Project Setup
- Status & Permissions
- Project Categories
- Entering and Updating Projects
- Project Contacts
- Attachments
- Automatic Notifications

eChempax Scores are used to maintain and track sales attractiveness and relationship quality. Learn how to setup, maintain, and review scores for customers, prospects, suppliers, and contacts within eChempax and eChempax Traveler.

BREAKOUT SESSION DETAILS
WEDNESDAY, MAY 15 CONTINUED.

130 OPPORTUNITY KNOCKS   2:25pm - 3:25pm

Knock knock. Who's there? It's a new business opportunity! eChempax opportunities are an important part of the sales tracking process, and that's no joke! They capture valuable details about sales leads, such as the company, products, expected revenue and profit, the stage within the sales process, communications, and other information associated with the potential business. Learn more about these features:

- Creating and Updating Opportunities
- Customizing Opportunities
- Tracking Samples & Quotes
- Opportunity Tracking
- Pipeline and Post Sales Analysis

131 eCHEMPAX DIAGNOSTICS*   3:30pm - 5:00pm

Meet personally with members of the eChempax development group in a lab environment to discuss any questions that you may have about Datacor's Customer Relationship Management software. You are encouraged to bring your laptop or tablet device. This session is open to all attendees. We welcome those that currently use eChempax, and those that may be interested in taking a closer look at the application.

THURSDAY, MAY 16

CHEMPAX C/S

201 ELECTRONIC INTERFACES   8:30am - 9:30am

Improve your processes with electronic data exchange. Manage your data as well as your connections with other systems and data storage repositories effectively and efficiently with electronic interfaces within Chempax C/S. Export data directly from Chempax C/S so information can be imported from files into other systems, and likewise, import data directly from files into Chempax C/S. This class focuses on electronic interfaces that currently exist in Chempax C/S in the areas of order entry, shipment, credit card processing, invoicing, purchase orders, and accounts payable.

202 CRYSTAL REPORTS WORKSHOP FOR BEGINNERS   8:30am - 9:30am

Crystal Reports is a high-performance tool that allows you to access, analyze, and report on data in your Chempax C/S database, formatting the results in custom, easy-to-read layouts. Chempax C/S uses Crystal Reports, so in this workshop, you learn how to create reports as well as customize standard reports and documents. While the first part of the class explains the fundamentals concepts of Crystal Reports, the remaining segment allows you to walk through an exercise, developing your own Crystal Report gaining valuable hands-on experience.

203 EXCEL TIPS AND TRICKS WORKSHOP   8:30am - 9:30am

Using NRI reports, DTU exports, Portal exports, and Inquiry exports, data is easily extracted from Chempax C/S into Excel, allowing you to analyze and manipulate the data using tools in Excel. Gain exposure to, and hands-on experience with, advanced features of Excel in this workshop so you can capitalize on the benefits of Excel as a powerful reporting, investigative, and analytical tool.

204 CHEMPAX DATABASE AND SYSTEM ADMINISTRATION   9:40am - 10:40am

This year the C/S Administration class addresses database maintenance procedures to keep your system running at its best, as well as system security concerns to protect your data. Also, we'll discuss transactional data purge as an option to decrease record count and increase performance.

PLEASE NOTE: CLASSES WITH AN ASTERISK* WILL BE OFFERED TWICE DURING THE CONFERENCE GIVING YOU MORE FLEXIBILITY WHEN CHOOSING YOUR CLASSES FOR THE WEEK.

205 PROFITABILITY ANALYSIS WORKSHOP   *9:40am - 10:40am*

Leverage tools within Chempax C/S to review and analyze sales, costs, and pricing to ensure your company's continued profitability. In addition to considering Chempax C/S profit reports, this class breaks down profitability analysis and addresses tools for sales analysis and forecasting, pricing analysis, and managing cost and price changes. Take this class to learn about Chempax C/S tools available not only to evaluate your profitability but also to address the needed cost and price changes.

206 NON-CONFORMANCE TRACKING AND IMPLEMENTATION WORKSHOP *9:40am - 10:40am*

While Non-Conformance has been used to track customer complaints as well as other more traditional customer service issues, there have also been non-traditional implementation paths utilizing the flexibility and customization features of this module. Take this class to learn about existing features as well as recent enhancements, including the ability to tie Non-Conformance information to Chempax C/S transactions. Also, start to think outside the box as you hear about innovative implementations utilizing Non-Conformance functionality. Share your success stories and let us know the features you'd like to see incorporated into this module.

207 FREIGHT OPTIONS OVERVIEW AND FORUM   *10:50am - 11:50am*

This class is an overview of inbound and outbound freight in Chempax C/S, including integration with Odyssey Logistics WIN™ (Web Integrated Network). WIN™, a transportation management system, can help shippers streamline processes and save money. Following the freight overview, we'd like to hear from you as we open the floor for discussions and an exchange of ideas related to freight. Discuss issues you face and the solutions you've implemented, as well as hear from others about their situations. Please share your experiences and let us know additional features that would help you track and manage inbound and outbound freight more effectively in Chempax C/S.

208 BI DATA ANALYSIS WORKSHOP FOR BEGINNERS   *10:50am - 11:50am*

You have a wealth of information contained in your Chempax C/S database, and Microsoft Power BI is a free tool you can use to mine your data and produce meaningful analysis, including trends and patterns, to help you manage and/or grow your company. Take this class to learn how to use Power BI with your Chempax C/S database to consider the big picture or drill down to the details about customers and sales, suppliers and purchases, and more.

209 PORTAL WORKSHOP FOR ADVANCED USERS   *10:50am - 11:50am*

Expand the visibility of your data in the portals utilizing newly released, as well as previously existing portal functionality. Learn about portal enhancements released in the latest version of Chempax C/S as well as less frequently used but highly powerful advanced portal features. Gain hands-on experience with the implementation of these portal tools so that your company can realize the benefits.

210 INVENTORY MANAGEMENT AND MRP QUICK START   *1:00pm - 2:00pm*

Inventory tracking and aging techniques, as well as the new MRP Quick Start process, are the focal points of this class with the goal of helping you better manage inventory levels and content. Healthy inventory levels are a key to meeting your customer's requests and therefore a key to your business success. You may be making wise inventory-related decisions now, but why not enhance those decisions with MRP suggestions based on existing supply and demand? Now you can reap the benefits of MRP without expending extended time setting up and configuring products with our new MRP Quick Start process. Take this class to learn more.

211 BI DATA ANALYSIS WORKSHOP FOR ADVANCED USERS   *1:00pm - 2:00pm*

If you're familiar with Microsoft Power BI but want to learn how to use some additional, more advanced, more powerful features, then this is the class for you. Expand your knowledge and experience using Microsoft Power BI with this hands on advanced workshop.

BREAKOUT SESSION DETAILS

THURSDAY, MAY 16 CONTINUED.

212 FINANCIALS AND G/L ACCOUNT PRESERVATION WORKSHOP   *1:00pm - 2:00pm*

Focusing on G/L account access, G/L account posting, and financial reconciliation, this class addresses ways you can control and manage your general ledger. Learn about tools you can use to define custom mapping rules, based on your dynamically selected fields, for Invoices, Outbound Costs, and Miscellaneous Descriptions. Also, learn how you can configure the system to secure access to G/L accounts for selected users. Techniques to control and manage your general ledger will be addressed with procedures and tips for financial reconciliation.

213 WIRELESS CHEMPAX C/S, CONTAINER TRACKING, & BARCODING FORUM *2:10pm - 3:10pm*

Improve efficiencies in your warehouses with barcoding, Wireless Chempax C/S, and container tracking and management. Optimize your shipping process with order staging. After an overview of serial container related functionality is presented, attendees are encouraged to share their experiences with Wireless Chempax C/S, including their successes and suggestions for fellow users.

214 CUSTOMIZING CHEMPAX WORKSHOP   *2:10pm - 3:10pm*

Chempax C/S may be standardized, but there are so many ways you can customize the look as well as the functionality to meet your unique needs. While there's not enough time to discuss all the customizable features, this class focuses on tools you can use to limit access and/or update capabilities to data, change field labels and functionality, and control process flows. Take this class not only to learn about these features but also to gain hands-on experience using them.

215 CATCHING UP WITH CHEMPAX WORKSHOP   *2:10pm - 3:10pm*

Are you intrigued with some of the new features of Chempax C/S you heard about in the What's New classes? Are you eager to experiment with the new interface and/or new features in the latest release of Chempax C/S? This class provides an opportunity for you to get hands-on exposure to some of the new features, allowing you to review and evaluate how they can enhance your business practices.

216 eCHEMPAX AND CHEMPAX C/S INTEGRATION   *3:20pm - 4:20pm*

Would you like to learn about the general features provided by eChempax? Do you use eChempax and want to learn more about its integration with Chempax C/S? Take this class to learn about new eChempax features and how eChempax can work in conjunction with Chempax C/S to enhance your business opportunities.

217 CHEMPAX C/S DIAGNOSTIC SESSION*   *3:20pm - 4:20pm*

This lab session provides an interactive, hands-on opportunity for you to review the newest features of Chempax C/S. This session also provides an opportunity for you to spend some time with the Chempax C/S Team discussing your specific company issues. Bring your questions and have them answered in a personalized setting. In the past, this class has proven to be one of the most anticipated sessions of the conference.

218 CRYSTAL REPORTS FOR ADVANCED USERS WORKSHOP   *3:20pm - 4:20pm*

While Crystal Reports is a high-performance reporting tool, you may have encountered some obstacles in getting your desired output. Take this class to learn how to use some advanced features, including the use of SQL Views, to simplify your reporting logic and enhance your reporting results. Gain hands-on experience with these innovative features, which you can incorporate in your own custom reports, as well as in your modifications to our standard reports and documents.

CHEMPAX VB

219 CUSTOMER SERVICE FORUM   *8:30am - 9:30am*

This session will focus on topics specific to the Order Entry, Invoicing, Pricing, and Sales Analysis modules in Chempax VB.

220 PHYSICAL INVENTORY / CYCLE COUNTING   *8:30am - 9:30am*

Although many companies count their inventory only once a year, ChempaxVB.NET offers many useful options and features which can save you time and money and improve the accuracy of your counts. You might even consider counting more often once you've learned the advantages of doing so and what features are available in Chempax VB.NET to facilitate cycle counting. This seminar will also include a discussion of options such as tag inventories, location control, and cost entry. We'll also demonstrate the Mobile App offerings that offer you even more ways to streamline your inventory process.

221 CHEMPAXVB.NET G/L MODULE TRAINING   *8:30am - 9:30am*

This session will introduce you to the General Ledger module using the VB.NET interface. In addition to fully exploring the programs available and basic functionality, the seminar will concentrate on areas where features have been added and the user experience has been improved in the new interfaces.

222 CUSTOMIZING REPORTS IN MS ACCESS WORKSHOP   *8:30am - 9:30am*

In addition to providing a repository of data, MS Access is one of the methods used to produce both standard, and custom Chempax VB reports. This workshop will show you how to customize these reports as well as use them as a starting point to create your versions. We will also show you the correct way to save and publish these reports so that they can be backed up and made available to your users.

223 CUSTOMER SERVICE FORUM (CONT.)   *9:40am - 10:40am*

This session will focus on topics specific to the Order Entry, Invoicing, Pricing, and Sales Analysis modules in Chempax VB.

224 FINANCIAL STATEMENTS   *9:40am - 10:40am*

Chempax VB has a built-in financial report writer which can produce professional-looking income statements, balance sheets, and other financial reports. These features have been released in ChempaxVB.NET. Many customers gloss over this part of Chempax during the initial implementation, so this seminar will give you a chance to learn about the advanced formatting options and calculation functions. You will also get to see the improvements that have been made to the statement definition process in ChempaxVB.NET.

225 CHEMPAXVB.NET ADMIN MODULE TRAINING   *9:40am - 10:40am*

This session will introduce you to the Administration module using the VB.NET interface. In addition to fully exploring the programs available and basic functionality, the seminar will concentrate on areas where features have been added or the user experience has been improved in the new interfaces.

226 CUSTOMIZING CHEMPAX REPORTS IN MS ACCESS WORKSHOP (CONT.) *9:40am -10:40am*

In addition to providing a repository of data, MS Access is one of the methods used to produce both standard, and custom Chempax VB reports. This workshop will show you how to customize these reports as well as use them as a starting point to create your own specialized versions. We will also show you the correct way to save and publish these reports so that they can be backed up and made available to your users.

227 TRACKING TRANSACTIONS AND DATA   *10:50am - 11:50am*

This seminar will review tools available in Chempax VB6 and ChempaxVB.NET for tracking transactions and data throughout the software. We will start by examining "generic" audit trails built into Chempax VB, such as the Transaction Log, Report Request Log, Activity Log and Inventory Audit trail. We will then use sales orders as a case study, and show you how to track order information through Chempax VB using both order-specific and generic tools.

BREAKOUT SESSION DETAILS

THURSDAY, MAY 16 CONTINUED.

228 END OF PERIOD PROCEDURES/FINANCIAL RECONCILIATION   *10:50am - 11:50am*

End of period processing in ChempaxVB is very forgiving, allowing periods to be easily re-opened, but there are some procedures you should follow to avoid reconciliation nightmares and to maximize the available analysis tools. This seminar will include a review of the closing procedures for the Accounts Receivable, Accounts Payables, Sales and Inventory sub-ledgers, and the GL. We will also demonstrate techniques for reconciling the sub-ledgers to the GL.

229 CHEMPAXVB.NET FILE MAINTENANCE MODULE TRAINING   *10:50am - 11:50am*

This session will introduce you to the File Maintenance module using the VB.NET interface. In addition to fully exploring the programs available and basic functionality, the seminar will concentrate on areas where features have been added and the user experience has been improved in the new interfaces.

230 CREATING CUSTOM REPORTS USING CRYSTAL REPORTS WORKSHOP   *10:50am - 11:50am*

One of the features of ChempaxVB.NET reports is the ability to view a Crystal Reports version of the report output. In this workshop, users will be given the opportunity to gather hands-on experience on how to modify Crystal Reports. Users will gain knowledge on how to modify fields and labels. The creation of formulas in Crystal Reports will also be covered and how to add it to a new section of the report. Key differences between the design of Crystal Reports and Microsoft Access Reports will be covered.

231 LOGISTICS FORUM   *1:00pm - 2:00pm*

This session will focus on topics specific to the Inventory Control, Purchasing, Safety and Resource Planning modules in Chempax VB.

232 DOCUMENT MANAGEMENT   *1:00pm - 2:00pm*

This seminar will explore the features available for the storage and distribution of documents in Chempax VB. We will look at the interfaces available for linking documents to ChempaxVB data, and options for automatically creating documents and linking them to various types of Chempax transactions. One area of focus will be the continuing enhancements to the distribution options for documents via Chempax, including the ability to add your own "stamp" to documents received from vendors in the form of PDFs.

233 CHEMPAXVB.NET PRICING MODULE TRAINING   *1:00pm - 2:00pm*

This session will introduce you to the Pricing module using the VB.NET interface. In addition to fully exploring the programs available and basic functionality, the seminar will concentrate on areas where features have been added or the user experience has been improved in the new interfaces.

234 CHEMPAXVB.NET DATA ANALYSIS AND REPORTING WORKSHOP   *1:00pm - 2:00pm*

Many of Chempax report screens have been re-engineered and released in ChempaxVB.NET. This workshop will also take an in-depth look at the options available in the ChempaxVB.NET report screens. Both the filtering and sorting options have been expanded to include almost any possible field directly related to the data being analyzed, and the built-in Datasheet tab allows for quick tabular analysis without the process of previewing and exporting to some other application. Outside of the reports, ChempaxVB.NET has a plethora of data analysis options available "out of the box" in the portals that this workshop will explore in full, including grouping and totaling and custom calculated columns.

235 MANUFACTURING FORUM   *2:10pm - 3:10pm*

About half of the companies that attend InterAXions identify themselves as manufacturers. This seminar will provide an opportunity for attendees from these companies to focus on topics specific to their industry segment and will include the Top 10 lists for the BT and QC modules.

236 DATABASE MAINTENANCE AND ARCHIVING   *2:10pm - 3:10pm*

The MS Access database used by Chempax VB doesn't require frequent attention, but as companies grow there is some amount of database maintenance required. This seminar will explain the various tools and procedures available for maintaining the Chempax VB database and will cover such topics as applying Chempax LiveUpdates, compacting and repairing, archiving, partitioning the database to manage growth, and diagnosing common problems. We'll also discuss the option of using SQL Server and review the process of migrating from Access.

237 CHEMPAXVB.NET INVENTORY CONTROL MODULE TRAINING   *2:10pm - 3:10pm*

This session will introduce you to the Inventory Control module using the VB.NET interface. In addition to fully exploring the programs available and basic functionality, the seminar will concentrate on areas where features have been added or the user experience has been improved in the new interfaces.

238 CHEMPAXVB.NET INTRODUCTORY WORKSHOP*   *2:10pm - 3:10pm*

ChempaxVB.NET (a.k.a. DOTNET) is Datacor's next generation Chempax VB product. Chempax VB users have the option of installing DOTNET and using it together with the current Chempax VB6 product. The DOTNET interface presents Chempax data in a dynamic "business-centric" style which lets you look at your overall enterprise and then drill down to the part of the business that requires attention. ChempaxVB.NET also includes a growing list of updated versions of the data entry screens and reports. This workshop will give you an opportunity to experience this new interface that will continue to replace the current look and feel of the current Chempax VB6 product.

239 MOBILE SOLUTIONS (GROUP DISCUSSION)   *3:20pm - 4:20pm*

With the introduction of our first smartphone apps for Physical Inventory and Truck Delivery, Datacor is now in the business of extending Chempax with mobile solutions. This group discussion will provide an opportunity to review the latest versions of the apps and to provide your input for future development. We'll also discuss the new Chempax Web Service which allows mobile apps to exchange data with your Chempax system in real time.

240 CONNECTING TO CHEMPAX   *3:20pm - 4:20pm*

Chempax VB has a growing number of options which allow you to exchange data electronically with other programs. This seminar will explain how to set up and use such features as email alerts, instant messaging, PDF creation, imports from EDI, ACH check disbursements, emailing of documents, integration with UPS and FedEx, AR Lockbox imports, Credit Card Processing, integration with Avatax from Avalara and shipping integration with WIN Logistics.

241 CHEMPAXVB.NET PURCHASING MODULE TRAINING   *3:20pm - 4:20pm*

This session will introduce you to the Purchasing module using the VB.NET interface. In addition to fully exploring the programs available and basic functionality, the seminar will concentrate on areas where features have been added or the user experience has been improved in the new interfaces.

242 CHEMPAXVB.NET ADVANCED WORKSHOP   *3:20pm - 4:20pm*

For those who have already started to use DOTNET, this will give you an opportunity to look at newly developed features, learn about more advanced features and discuss future directions directly with the developers.

243 BUILDING A ROADMAP TO IMPLEMENT NEW IDEAS   *3:20pm - 4:20pm*

During the week of InterAXions you will learn about many new ideas that you will want to implement when you return to the office. This class will provide some insight into the best ways to approach this task to be successful including an overview of best practice methodologies to address Change Management and the strategies for implementing new technology. Learning the exciting new features is just half the battle; successfully implementing it is where the true value is.

BREAKOUT SESSION DETAILS

THURSDAY, MAY 16 CONTINUED.

eCHEMPAX

244 AN INTRODUCTION TO eCHEMPAX   *8:30am - 9:30am*

Today's fast-paced business environment requires an effective means to communicate and exchange information quickly and efficiently. Our unique and advanced eBusiness solution is eChempax, a state-of-the-art web application for customers, customer service, and your management and sales teams. eChempax is specially designed for the chemical industry and constructed with the most current and reliable Internet technologies to ensure that the critical elements of eBusiness are satisfied. Learn more about our comprehensive CRM application in this session that is intended for those less familiar with eChempax:

- Setup and Installation
- Data Synchronization
- Sales Force Automation
- Notes, Tasks, & Opportunities

- Prospect Tracking
- Scheduling
- Chempax Integration
- Customer Service

245 THE LITTLE AGENT THAT COULD - CHAPTER 1: FROM PROSPECT TO CUSTOMER

8:30am - 9:30am

Our story begins with a sales agent who succeeds in building better business relationships using eChempax and eChempax Traveler. In this chapter, our main character attends a trade show and uses various tools to manage the activity for a new prospect that eventually becomes a valued customer. We will explore:

- Importing Contacts & Email from Outlook
- Tracking Prospect Activity
- Processing a Sample Request
- Creating a Business Opportunity

- Sending Price Quotes
- Placing the First Order
- Converting the Prospect to a Customer
- Generating Mailing Lists for Follow Up & Marketing

246 RAPID FIRE!   *9:40am - 10:40am*

A fast-paced rapid-fire session with multiple presenters covering three different topics. Expect this class to move very quickly!

1. *Red Alert!*
   A review of eChempax and eChempax Traveler notifications and alerts.
2. *Incoming!*
   Using eChempax APIs to add leads, contacts, business opportunities, and other items directly to eChempax from your corporate website.
3. *UAT*
   Exploring the tools that are available for User Activity Tracking.

PLEASE NOTE: CLASSES WITH AN ASTERISK* WILL BE OFFERED TWICE DURING THE CONFERENCE GIVING YOU MORE FLEXIBILITY WHEN CHOOSING YOUR CLASSES FOR THE WEEK.

247 WORKING WITH *e*CHEMPAX REPORTS   *9:40am - 10:40am*

eChempax includes a Reports option that allows users to generate, view, and send a series of standard and custom reports. We will review the report architecture and processing, standard reports, form reports, and the steps that are necessary to begin writing your reports:

- eChempax vs Chempax Reports
- The Importance of Report Names
- Setting Report Permissions
- Submitting a Report
- Price Quote Reports
- Downloading the eChempax Database

248 THE PRICE IS RIGHT   *10:50am - 11:50am*

A Price Sheet is a comprehensive worksheet that is used to analyze and maintain detailed product pricing information for a specific customer or prospect. It can also be used to send a price change directly to Chempax, once approved by a manager. Are you ready to learn more about price sheets and the tools that can be used to review and analyze pricing in eChempax? Well, come on down!

- Price Book
- Customer Pricing
- Margin Views
- Price History
- Price Sheet Setup Options
- Price Worksheets
- Price Quotes
- Price Changes
- Approval Process
- Price Sheets & Chempax

249 UNDERSTANDING & MANAGING EMAIL IN *e*CHEMPAX   *10:50am - 11:50am*

eChempax includes numerous options that allow users to communicate with customers, prospects, suppliers, and co-workers using email. eChempax also can generate and distribute email notifications and reminders automatically. We will review all of these features and learn more about the tools that are available to bridge the gap between the distribution of eChempax email and Outlook. Topics will include:

- Email Generated by eChempax
- Defining Recipients for eChempax Email
- Mail History
- Note Email to Customers, Suppliers, and Co-Workers
- Report & Document Email
- Creating Mailing Lists in eChempax and eChempax Traveler
- Outlook Email, eChempax, and eChempax Traveler
- Maintaining Valid Email Addresses
- Troubleshooting Mail Delivery

250 THE NOTEBOOK   *1:00pm - 2:00pm*

This critically acclaimed feature was first released in 2005 to CRM audiences worldwide. The eChempax Notebook provides a centralized location to efficiently share information about customers, prospects, suppliers, and competitors. If you haven't seen it, you won't want to miss this screening. If you have seen it, you will likely discover something new as we dive deep into its efficacy.

- Entering and Updating Notes and Call Reports
- Task Management & Distribution
- Complaint Tracking
- Processing Sample Requests & Price Quotes
- Communicating with Notes
- Common Notebook Questions
- Customizing Notes to Fit Your Business
- Notes & Opportunities

BREAKOUT SESSION DETAILS
THURSDAY, MAY 16 CONTINUED.

251 AN INTRODUCTION TO *e*CHEMPAX TRAVELER & *e*CHEMPAX MOBILE *1:00pm - 2:00pm*

Out of the office? No Internet connection? No problem. Take your valuable business information with you, where ever you go. eChempax Traveler is a stand-alone windows application that works in unison with eChempax, offering access to customers, prospects, products, pricing, suppliers, notes, opportunities, call reports, schedules, and other data in a disconnected environment. It also includes options to exchange information with Outlook, import prospects from Excel, and generate more sophisticated mailing lists. We will provide a high-level, introductory review of its benefits and capabilities in the first 40-minutes of this session.

Traveling with just your phone? No problem. The second part of this session will focus on the setup and use of eChempax Mobile, a lite version of eChempax designed for the smaller screens on modern smart devices such as Android, iPhone, iPad, and Windows Phone. It offers real-time access to customers, contacts, products, notes, sales history, orders, and more.

252 *e*CHEMPAX CUSTOMER PORTAL *2:10pm - 3:10pm*

eChempax offers a secure and accessible portal that your customers can use to view product information (pricing, SDS, spec sheet), order status, invoices, A/R, and sales history. It also includes fully integrated order processing, where more than 12,000 orders are entered each month. This session will focus on the setup and operation of the eChempax Customer Portal, and how your business can take advantage of its timesaving features:

- Customer Setup & Security
- Entering Orders in eChempax
- Processing eChempax Orders in Chempax
- Account Information (Products, Pricing, Orders,
  · Invoices, A/R, Sales)

- Order Notification & Confirmation
- Order Templates & Reminders
- Product Catalog

253 WHAT A VIEW! *2:10pm - 3:10pm*

You will be amazed at the spectacular panoramic views from our full-featured CRM application! Whether you like to engage in quiet reflection on the customer summary pages while you prepare for a call, or mix it up by collaborating with your group in the notebook, eChempax and eChempax Traveler offer an assortment of options and tools to help examine and analyze your data. Join us to learn more about these features in both applications. Topics are expected to include:

- Search, Sort, and Sub-Total
- Select and Customize Views
- Save, Share, and Use a Custom View
- Filter by Group
- Proximity Views

- Obscure Views
- Google Maps
- Column Formatting
- Group By

254 *e*CHEMPAX DIAGNOSTICS* *3:20pm - 4:20pm*

Meet personally with members of the eChempax development group in a lab environment to discuss any questions that you may have about Datacor's Customer Relationship Management software. You are encouraged to bring your laptop or tablet device. This session is open to all attendees. We welcome those that currently use eChempax, and those that may be interested in taking a closer look at these products.

FRIDAY, MAY 17

CHEMPAX C/S

301 WHAT'S NEW AND TOP TEN REQUESTS PART IV   *8:30am - 9:30am*
This session is a continuation of What's New and Top Ten Requests Parts I, II and III. While additional new features and Top Ten items may be covered, we will also open up the conversation to attendees and other topics of interest. We want to hear from you about the application of previous Top Ten items, how new features were implemented, and any other creative solutions you have successfully carried out.

302 FRIDAY FORUM   *9:40am - 10:40am*
This session features industry-related topics that affect your business performance. The class provides insight into various topics, in addition to supplying Chempax C/S-driven approaches to address tasks. We also want to hear from you about your related requirements and steps you have taken toward a solution.

303 PLATFORM DISCUSSION   *10:50am - 11:30am*
This final session includes a status update on Chempax C/S in general as well as on our planned future development direction. This class is an open forum to discuss and exchange ideas or concerns, in addition to wrapping up our 2019 InterAXions conversation. Feedback from the community is encouraged,

including suggestions for next year's InterAXions, along with ideas for future enhancements.

CHEMPAX VB

304 ADMINISTRATIVE / IT FORUM   *8:30am - 9:30am*
The Administration/IT Forum will cover topics involving Chempax maintenance and administration, including the Administration, File Maintenance and Constants menus. It will also provide an opportunity to discuss areas of IT that relate to Chempax, such as servers, remote access, printers, scheduled tasks, emailing, backup and recovery, etc.

305 CHOOSING CUSTOM OPTIONS   *8:30am - 9:30am*
Did you know that your copy of Chempax VB has over 2,000 built-in custom options? Many of these are immediately available for your use by simply checking a box. This seminar will discuss some of the more popular, important and useful options and provide some guidelines on whether and when to select them.

306 CHEMPAXVB.NET RESOURCE PLANNING MODULE TRAINING   *8:30am - 9:30am*
This session will introduce you to the Resource Planning module using the VB.NET interface. In addition to fully exploring the programs available and basic functionality, the seminar will concentrate on areas where features have been added and the user experience has been improved in the new interfaces.

307 TOPICS FOR CHEMICAL DISTRIBUTORS (GROUP DISCUSSION)   *8:30am - 9:30am*
A large number of Chempax usage is by "factory pack" distributors. For these companies, the relationship with the suppliers they represent is just as critical as the relationship with the customers to whom they sell. As such, distributors have somewhat different purchasing, reporting and analysis requirements than other Chempax users. This session will provide an opportunity to focus on the needs of distributors and discuss how different Chempax users have managed and dealt with the unique requirements of this segment of the industry.

308 ADMINISTRATIVE / IT FORUM (CONTINUED)   *9:40am - 10:40am*
The Administration/IT Forum will cover topics involving Chempax maintenance and administration, including the Administration, File Maintenance and Constants menus. It will also provide an opportunity to discuss areas of IT that relate to Chempax, such as servers, remote access, printers, scheduled tasks, emailing, backup and recovery, and more.

BREAKOUT SESSION DETAILS

FRIDAY, MAY 17 CONTINUED.

309 INVENTORY POSTING AND PURCHASING WITH AP   *9:40am - 10:40am*

With the increased volatility in pricing, the need for accurately costing inventory has become a more significant issue for many chemical companies. Chempax VB includes features that allow for the simplification of the tracking of inventory costs and ensure that the different views, (Inventory, G/L, Accounts Payable and Purchasing), are all in agreement. This seminar explains how to set up the Inventory G/L Mapping and use it in conjunction with PO Receipts and AP voucher entry to achieve these objectives.

310 CHEMPAXVB.NET BATCH MANUFACTURING MODULE TRAINING   *9:40am - 10:40am*

This session will introduce you to the Batch Manufacturing module using the VB.NET interface. In addition to fully exploring the programs available and basic functionality, the seminar will concentrate on areas where features have been added or the user experience has been improved in the new interfaces.

311 OPTIMIZING THE SHIPPING PROCESS (GROUP DISCUSSION)   *9:40am - 10:40am*

Whether you use common carriers or your own fleet of trucks, getting the product to the customer involves unique challenges which have sometimes been outside the main focus of ERP systems. Chempax VB has many offerings that aim to address these challenges, including the Truck Run programs, integration with WIN Logistics, FedEx/UPS interfaces and the new Mobile Truck Delivery App. The session will provide an opportunity for an open discussion about how you are addressing the shipping process and what improvements you'd like to see.

312 CHEMPAX VB WRAP-UP   *10:50am - 11:30am*

As the final session, the Wrap-up will provide an opportunity to discuss potential future directions for Chempax VB, Datacor's services and InterAXions itself.

eCHEMPAX

313 *eCHEMPAX TRAVELER - ADVANCED*   *8:30am - 9:30am*

This advanced class assumes a general working knowledge of eChempax Traveler, the stand-alone windows application that works in unison with eChempax. We will cover a variety of topics, including:

- Sales Agents and Groups
- Importing Prospects
- Google Maps
- Outlook Integration
- Campaigns

- Energy
- Advanced Search Techniques
- Chempax Documents
- Mailing Lists
- Power BI

314 THE LITTLE AGENT THAT COULD - CHAPTER 2: ON THE ROAD AGAIN   *8:30am - 9:30am*

Our story continues as the little agent is now responsible for several large and important accounts. In this chapter, we will follow him along as he goes out on the road to strengthen his business relationships. We'll see firsthand how he uses eChempax to prepare for visits, generate and track new opportunities, and address any questions or concerns that his customers may have. Highlights include:

- Pre-Call Planning
- Trip Planning
- Proximity & Map Options
- Customer Portal

- Complaint Tracking
- Post-Call Update
- And More!

,

315 eCHEMPAX SALES & MARGIN ANALYSIS   *9:40am - 10:40am*

Learn more about how sales data is structured in eChempax, and the tools that are available to analyze performance and profitability. Topics will include:

- Summary Dashboards
- Customizing Sales Views
- Sales Reports
- Troubleshooting Sales Discrepancies

- Exporting Sales Data
- Budgets
- Sales by Supplier

316 CONTACT MANAGEMENT & PROSPECT TRACKING   *9:40am - 10:40am*

This session will focus on contact management and prospect tracking, including the following:

- Contact Organization
- Contact Types
- Contact Free Fields
- Converting Prospects to Customers/Suppliers
- Export/Import (Excel, Outlook & eChempax Traveler)

- Contact Email
- Prospect Notes & Opportunities
- Prospect Free Fields
- Adding, Changing, & Finding Contacts
- Prospect to Customer History & Analysis

317 TEST YOUR KNOWLEDGE   *10:50am - 11:30am*

After almost three days of eChempax education and training, it's time to see what we've learned! In our final class, you can test your knowledge in a fun and interactive question and answer session. Learn even more about eChempax and see where you rank among your peers (don't worry it's anonymous). Bring your tablet or laptop to participate!

REMEMBER TO FILL OUT A CLASS EVALUATION AFTER EACH SESSION!

CHEMPAX VB

www.surveymonkey.com/r/19IAXVB

CHEMPAX C/S

www.surveymonkey.com/r/19IAXCS

eCHEMPAX

www.surveymonkey.com/r/19IAXECHEM