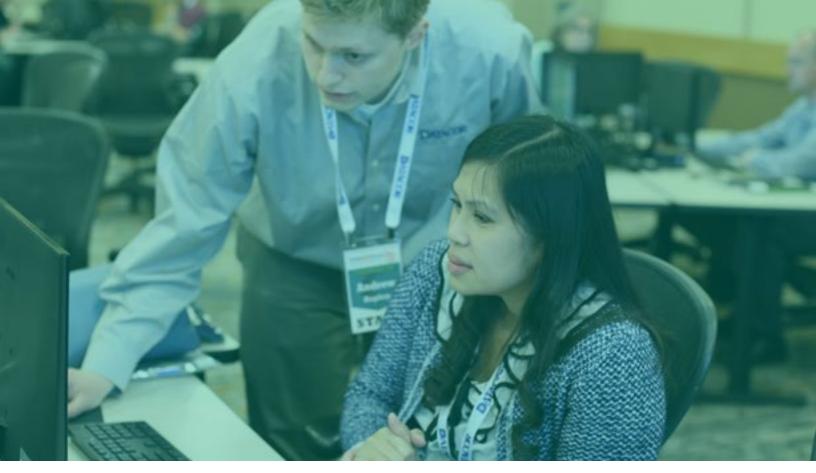
MAY 12-15, 2020 | FLORHAM PARK, NEW JERSEY interaxions Tomorrow's Vision Today Presented by **datacor CONFERENCE BROCHURE**



For over 25 years, Datacor's Annual User Conference, InterAXions, has provided customers with the chance to learn more about Datacor ERP and Datacor CRM and drive product development. Whether you are a new or veteran user, three intensive days of hands-on training, networking opportunities, and one-on-one time with the Datacor team is time well-spent.

Join us in Florham Park, New Jersey for InterAXions 2020 as we look at TOMORROW'S VISION, TODAY.



WHO SHOULD ATTEND

DATACOR ERP AND DATACOR CRM USERS WHO WILL BENEFIT FROM ATTENDING INTERAXIONS 2020 INCLUDE, BUT ARE NOT LIMITED TO:

- Accounting
- Administrative Manager
- CEO
- CFO
- Chemist
- Compliance Coordinator
- Controller
- Customer Service Manager
- Database Administrator
- Director of Finance
- · Director of Material Management
- Director of Sales
- · Enterprise Resource Manager
- Financial Analyst
- Global Supply Chain Manager

- Inventory Control Manager
- IT Personnel/Manager
- Logistics Manager
- Marketing Manager
- Manager Sales Administration
- Office Manager
- Owner
- Operations Manager
- President
- Project Engineering Manager
- Product Coordinator
- Purchasing Manager
- Sales Coordinator
- Treasurer
- Vice President

BENEFITS OF ATTENDING INTERAXIONS 2020

- If you are just starting to use Datacor ERP and/or Datacor CRM, you can take advantage of the many training and breakout sessions to improve your learning curve.
- Even if you have used atacor ERP and/or Datacor CRM for a number of years, you will
 discover new ways the system(s) can assist with activities you perform every day.
- New features are added to Datacor ERP and Datacor CRM on a regular basis and InteraAXons is the best place to learn how to put them to use for your business.
- In both breakout sessions as well as interactions with other users, you will learn the
 most recent best practices to ensure you are using Datacor ERP and Datacor CRM more
 efficiently.
- We continue to expand our support tools to better serve our clients. InterAXions is the perfect place to learn the latest enhancements and meet the Datacor Team.



SCHEDULE AT-A-GLANCE

TUESDAY, MAY 12

3:30 pm - 8:00 pm 6:00 pm - 9:00 pm Registration Packet Pick-Up InterAXions 2020 Welcome Party

WEDNESDAY, MAY 13

6:45 am - 8:30 am Breakfast

7:30 am - 8:30 am Registration Packet Pick-Up 8:30 am - 9:00 am Registration Packet Pick-Up InterAXions 2020 Kick-Off

9:00 am - 9:10 am Break

9:10 am - 12:10 pm Morning Breakout Sessions (Times vary by Platform)

12:00 pm - 1:10 pm Lunch (Times vary by Platform)

1:15 pm - 2:15 pm Breakout Sessions

2:15 pm - 2:25 pm Break

2:25 pm - 3:25 pm Breakout Sessions

3:30 pm - 3:45 pm Broadway & Explore NYC Trips Check-In

3:30 pm - 5:00 pm One-on-One Support Sessions 4:00 pm - 6:00 pm Community Service Event

6:00 pm - 9:00 pm Dinner

THURSDAY, MAY 14

6:45 am - 8:30 am Breakfast

8:30 am - 9:30 am Breakout Sessions

9:30 am - 9:40 am Break

9:40 am - 10:40 am Breakout Sessions

10:40 am - 10:50 am Break

10:50 am - 11:50 am Breakout Sessions

11:50 am - 12:50 pm Lunch

1:00 pm - 2:00 pm Breakout Sessions

2:00 pm - 2:10 pm Break

2:10 pm - 3:10 pm Breakout Sessions

3:10 pm - 3:20 pm Break

3:20 pm - 4:20 pm Breakout Sessions

5:00 pm - 9:00 pm Datacor Tomorrowland Party

FRIDAY, MAY 15

6:45 am - 8:30 am Breakfast

8:30 am - 9:30 am Breakout Sessions

9:30 am - 9:40 am Break

9:40 am - 10:40 am Breakout Sessions

10:40 am - 10:50 am Break

10:50 am - 11:30 am Breakout Sessions

11:30 am - 12:30 pm Lunch

12:30 pm Conference Adjourned

EDUCATION OVERVIEW

ENGAGING BREAKOUT SESSIONS

MORE SESSIONS & MORE FLEXIBILITY

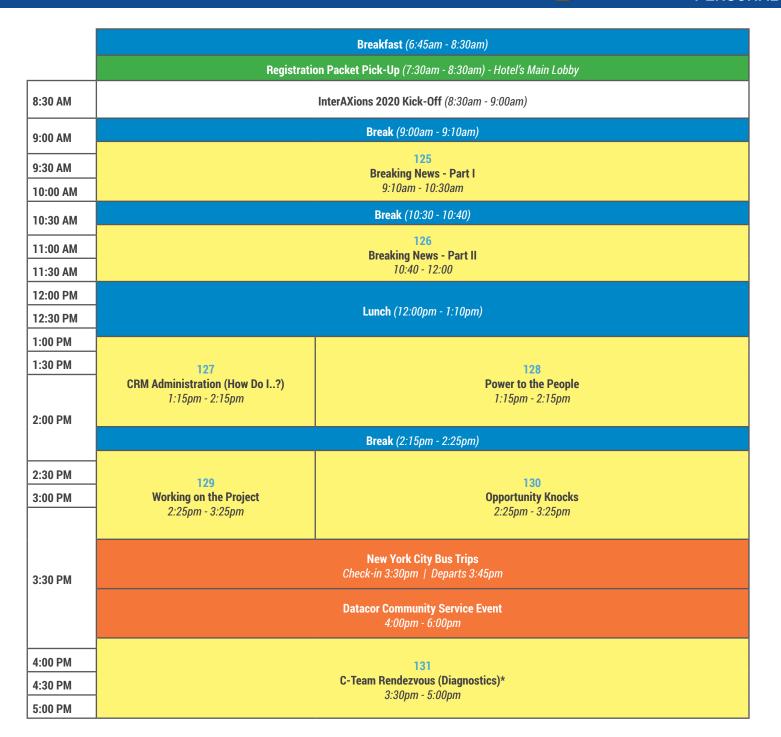
With over 100 educational breakout sessions, there's a lot to learn at InterAXions 2020. From interactive sessions, hands-on workshops, small group seminars, panel discussions, diagnostic sessions to one-on-one training, there is something for everyone. Attendees will have the flexibility to customize their schedules to fit their specific needs and interests. Potential breakout session topics include:

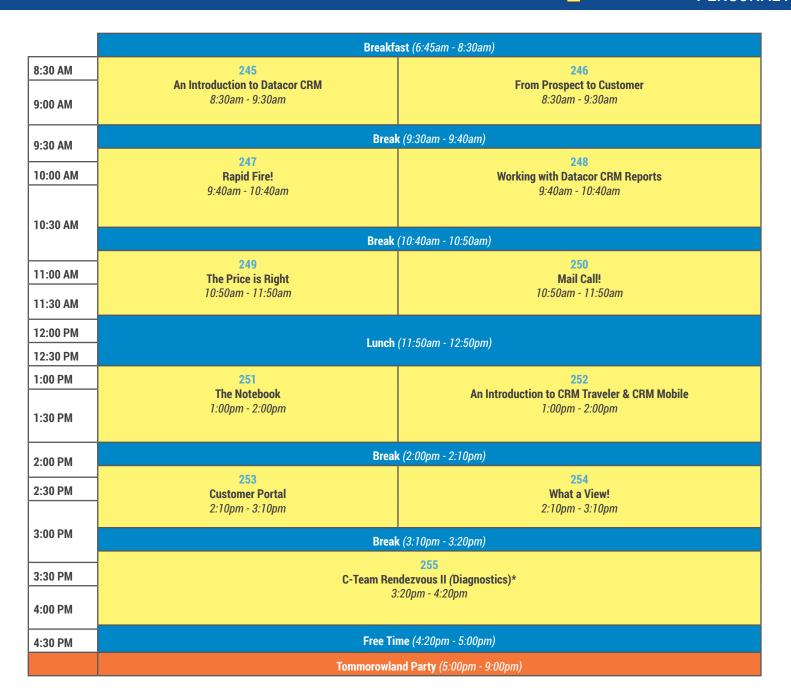
- Accounting
- Administration Maintenance
- Barcoding
- CRM
- Customer Service
- Customizing Reports
- Customizing Screens
- Document Management
- DOT NET
- Financial Statements
- Forecasting
- GHS
- Implementing New Features

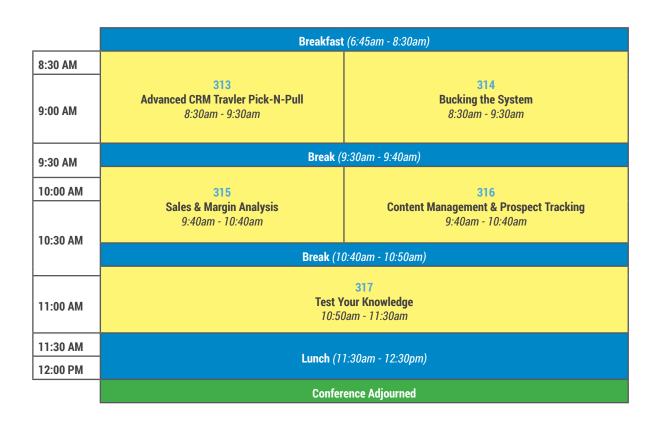
- Inventory Management
- ISO Compliance
- Latest Features
- Logistics
- Manufacturing
- Module Controls
- MS Access
- MS Word & Excel
- Operations
- Order Entry
- Plant Maintenance
- Portals

- Personalization
- Price Changes
- Quick Tasks
- Reconciling
- · Reporting & Analytic Tools
- Sales Analysis
- Table Columns & Table Alerts
- Transaction Tracking
- Workflow
- · And Much More...









CRM CLASSES

WEDNESDAY, MAY 13, 2020

125 BREAKING NEWS PART I

9:10 AM-10:30 AM

The opening sessions will feature a review and demonstration of new enhancements and functionality in Datacor CRM and CRM Traveler.

126 BREAKING NEWS PART II

10:40 AM-12:00 PM

The opening sessions will feature a review and demonstration of new enhancements and functionality in Datacor CRM and CRM Traveler.

127 CRM ADMINISTRATION, HOW DO I ...?

1:15 PM-2:15 PM

Find the answers to a variety of everyday CRM Administration related questions. For example, How do I...

- Manage users that have retired or left the company?
- · Address customer, supplier, product, codes that have been renumbered in Datacor ERP?
- Update the list of recipients for the contact change notification email?
- · Review all user permissions at once?
- Give a user access to an account that is not explicitly assigned to them by sales agent code?
- Determine if the Datacor CRM data is current?
- See what my sales agent user sees?
- Change a password?
- Review user activity?
- Track potential suppliers?

128 POWER TO THE PEOPLE WORKSHOP

1:15 PM-2:15 PM

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 Datacor CRM, grids exported from CRM Traveler, or the CRM database itself, Power BI Desktop is a valuable tool for exploring the data with striking interactive visualizations. Due to the workshop format, seating is limited, so be sure to sign up early for this one!

129 WORKING ON THE PROJECT

2:25 PM-3:25 PM

Datacor CRM projects can be used to track various internal processes 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 CRM Administration, giving you full control of content and behavior. Topics will include:

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

130 OPPORTUNITY KNOCKS

2:25 PM-3:25 PM

Knock knock. Who's there? It's a new business opportunity! CRM 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 potential business. Learn more about these features:

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

131 C-TEAM RENDEZVOUS I

3:30 PM-5:00 PM

In 1999, a crack technical unit was banished by a governing board for bugs they didn't submit. These men promptly escaped from a maximum-security mainframe system to the New Jersey underground. Today, still wanted by the establishment, they survive as programmers of fortune. If you have a problem... if no one else can help... and if you can find them... maybe you can use... The C-Team.

We have it on good authority that this clandestine group will be in the area for the 2020 conference. Don't miss the opportunity to meet personally with M.C. "Howlin' Mad" Hora, Mr. Tse, and the rest of the team in a lab environment to discuss any questions you may have about Datacor CRM products. You are encouraged to bring your laptop or tablet device. All conversations are top secret and confidential.

THURSDAY, MAY 14, 2020

245 AN INTRODUCTION TO DATACOR CRM

8:30 AM-9:30 AM

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 Datacor CRM, a state-of-the-art web application for customers, customer service, and your management and sales teams. Datacor CRM is specially designed for your industry and constructed with the most current and reliable Internet technologies to ensure that the key elements of eBusiness are satisfied. Learn more about our comprehensive CRM application in this course, which is intended for those that may be less familiar with it:

- Setup and Installation
- Data Synchronization
- Sales Force Automation
- Notes, Tasks, & Opportunities
- Prospect Tracking
- Scheduling
- Datacor ERP Integration

246 FROM PROSPECT TO CUSTOMER

8:30 AM-9:30 AM

Build better and lasting business relationships using Datacor CRM and CRM Traveler! In this session, we will examine the full cycle of managing a prospect from initial contact to when they become a valued buying customer:

- Importing Contacts & Email from Outlook
- Managing 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

247 RAPID FIRE! 9:40 AM-10:40 AM

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

- The Campaign
- It's an election year! Learn how to use, manage, and analyze your campaigns!
- Note Templates and Quick Text
- A review of how to take advantage of these time saving features in Datacor CRM and CRM Traveler.
- BCC Mail Option
- Transfer and save your customer and prospect email to Datacor CRM from any device, without CRM Traveler.

248 WORKING WITH DATACOR CRM REPORTS

9:40 AM-10:40 AM

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

- · CRM vs ERP Reports
- The Importance of Report Names
- Setting Report Permissions
- Submitting a Report
- Price Quote Reports
- Sending Reports
- Downloading the CRM Database

249 THE PRICE IS RIGHT 10:50 AM-11:50 AM

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 Datacor ERP, 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 Datacor CRM? Well, come on down!

- Price Book
- Customer Pricing
- Margin Views
- Price History
- · Price Sheet Setup Options
- Price Worksheets
- Price Changes
- Approval Process
- Price Sheets & Datacor ERP

250 MAIL CALL! 10:50 AM-11:50 AM

Datacor CRM includes numerous options that allow users to communicate with customers, prospects, suppliers, and co-workers using email. It also has the capability to 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 CRM email and Outlook. Topics will include:

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

251 THE NOTEBOOK 1:00 PM-2:00 PM

This critically acclaimed feature was first released in 2005 to CRM audiences worldwide. The CRM 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

252 AN INTRODUCTION TO CRM TRAVELER AND CRM MOBILE

1:00 PM-2:00 PM

Out of the office? No Internet connection? No problem. Take your valuable business information with you, wherever you go. CRM Traveler is a stand-alone Windows application that works in unison with Datacor CRM, offering access to customers, prospects, products, pricing, suppliers, notes, opportunities, call reports, schedules, and other data in a disconnected environment. We will provide a high-level, introductory review of its benefits and capabilities, such as exchanging information with Outlook, importing contacts from Excel, generating mailing lists, and mapping customers and prospects.

Traveling with just your phone? No problem. This course will also cover the setup and use of CRM Mobile, a lite version of Datacor CRM designed for the smaller screens on modern smart devices, such as Android and iPhone.

253 CUSTOMER PORTAL 2:10 PM-3:10 PM

Datacor CRM offers a secure and accessible portal that your customers can use to view product information, pricing, SDS, spec sheets, 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 Customer Portal and how your business can take advantage of its timesaving features:

- Customer Setup & Security
- Account Information (Products, Pricing, Orders, Invoices, A/R, Sales)
- Entering Orders in Datacor CRM

- Processing CRM Orders in Datacor ERP
- Order Notification & Confirmation
- Order Templates & Reminders
- Product Catalog

254 WHAT A VIEW! 2:10 PM-3:10 PM

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 team in the notebook, Datacor CRM and CRM 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

255 C-TEAM RENDEZVOUS II

3:20 PM-4:20 PM

In 1999, a crack technical unit was banished by a governing board for bugs they didn't submit. These men promptly escaped from a maximum-security mainframe system to the New Jersey underground. Today, still wanted by the establishment, they survive as programmers of fortune. If you have a problem... if no one else can help... and if you can find them... maybe you can use... The C-Team.

We have it on good authority that this clandestine group will be in the area for the 2020 conference. Don't miss the opportunity to meet personally with M.C. "Howlin' Mad" Hora, Mr. Tse, and the rest of the team in a lab environment to discuss any questions you may have about Datacor CRM products. You are encouraged to bring your laptop or tablet device. All conversations are top secret and confidential.

FRIDAY, MAY 15, 2020

313 ADVANCED CRM TRAVELER PICK-N-PULL

8:30 AM-9:30 AM

This advanced class assumes a general working knowledge of CRM Traveler, the stand-alone Windows application that works in unison with Datacor CRM. There are a lot of topics to cover... a lot more than we can fit into one hourlong seminar. So, the audience will pick from a list and we'll pull it off the board for review!

- Sales Agents and Groups
- Importing Prospects
- Google Maps
- Business Position
- Note Word Templates
- Outlook Integration
- Campaigns
- Energy
- Advanced Search Techniques

- Datacor ERP Documents
- Mailing Lists
- Power BI
- And More!

314 BUCKING THE SYSTEM

8:30 AM-9:30 AM

Datacor CRM includes hundreds of system level options that control the general behavior of the application. We will review some of the more popular settings and discuss how they can impact your business:

- Security
- Order Processing
- Lots
- Alerts
- Save Warnings
- Menu Options
- Administrator User Switch
- Inactive Items
- · Mandatory Fields
- And More!

315 SALES & MARGIN ANALYSIS

9:40 AM-10:40 AM

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

- Summary Dashboards
- Customizing Sales Views
- Sales Reports
- · Exporting Sales Data
- Budgets
- Sales by Supplier
- Troubleshooting Sales Discrepancies

316 CONTENT MANAGEMENT & PROSPECT TRACKING

9:40 AM-10:40 AM

This class will focus on contact management and prospect tracking, including:

- Contact Organization
- Contact Types
- Contact Free Fields
- · Adding, Changing, & Finding Contacts
- Contact Email
- Export/Import (Excel, Outlook & CRM Traveler)
- Prospect Notes & Opportunities
- Prospect Free Fields
- Converting Prospects to Customers/Suppliers
- Prospect to Customer History & Analysis

317 TEST YOUR KNOWLEDGE

10:50 AM-11:30 AM

After almost three days of Datacor CRM 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 seminar. Learn even more about Datacor CRM and see where you rank among your peers (don't worry it's anonymous). Bring your tablet or laptop to participate!



and Resource Center

INTERAXIONS 2020 WELCOME PARTY

TUESDAY, MAY 12 6:00 PM - 9:00 PM | INCLUDED IN REGISTRATION

Get the week started in style with the official InterAXions 2020 Welcome Party! Join us Tuesday evening for some hors d'ouevres and drinks to kick off the conference at the Vanderbilt's Sports & Spirits Lounge. This is a perfect place to get reacquainted with old friends and make some new ones!

BROADWAY SHOW - AIN'T TOO PROUD - THE LIFE AND TIMES OF THE TEMPTATIONS

WEDNESDAY, MAY 13 3:30 PM - 11:00 PM | \$150 PER PERSON

Ain't Too Proud is the electrifying new musical that follows The Temptations' extraordinary journey from the streets of Detroit to the Rock & Roll Hall of Fame.

Five guys. One dream. And a sound that would make music history. With their signature dance moves and unmistakable harmonies, they rose to the top of the charts creating an amazing 42 Top Ten Hits with 14 reaching number one. The rest is history — how they met, the groundbreaking heights they hit, and how personal and political conflicts threatened to tear the group apart as the United States fell into civil unrest. This thrilling story of brotherhood, family, loyalty, and betrayal is set to the beat of the group's treasured hits, including "My Girl," "Just My Imagination," "Get Ready," "Papa Was a Rolling Stone," and so many more.

This outing includes refreshments, snacks, box dinner and deluxe motor coach transportation to NYC and back to the hotel. The cost to attend this event is \$150. Check-in begins at 3:30 PM in the Wyndham Hamilton Park Hotel Lobby and bus will depart promptly at 3:45 PM.

EXPLORE NEW YORK CITY

WEDNESDAY, MAY 13 3:30 PM - 11:00 PM | \$50 PER PERSON

Have you been to New York City or as some people call it "The Big Apple"? It truly is a spectacular place to visit. That is why we are offering attendees the opportunity to explore this amazing city and experience first-hand the many different things it has to offer. If you want to attend, but do not know where to start your adventure, do not worry! Datacor is happy to provide some suggestions of New York City hotspots. The only requirement besides having fun is to return to the bus at the designated departure time or you will be responsible for your own transportation back to New Jersey.

This outing includes refreshments, snacks, box dinner and deluxe motor coach transportation to NYC and back to the hotel. The cost to attend this event is \$50. Check-in begins at 3:30 PM in the Wyndham Hamilton Park Hotel Lobby and bus will depart promptly at 3:45 PM.

Interfaith Food Pantry

NEW! COMMUNITY SERVICE EVENT

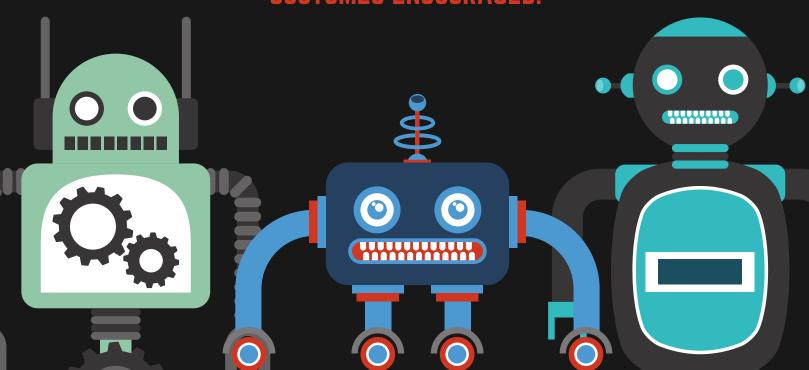
WEDNESDAY, MAY 13 4:00 PM - 6:00 PM | \$25 DONATION PER PERSON

Attendees gather at the hotel will have the opportunity to pack "Brown Bag Buddy" lunch bags with meals for area children through the Interfaith Food Pantry of Morris County. Each bag will be filled with kid-friendly, accessible, shelf-stable foods. Datacor will match participant contributions dollar for dollar, and all donations support the Interfaith Food Pantry of Morris County Brown Bag Buddy Program.



105.14 THURSDAY | 5:00 PM - 9:00 PM WYNDHAM HAMILTON PARK HOTEL FLORHAM PARK, NEW JERSEY

COSTUMES ENCOURAGED!





INTERAXIONS 2020 CONFERENCE PASS: \$1,599

RATE OF REGISTRATIONS RECEIVED AFTER FEBRUARY 29, 2020.

Included in Registration:

- Access to Datacor team
- Over 100 specialized breakout training sessions
- All event meals and refreshment breaks
- InterAXions 2020 Welcome Party & Tomorrowland Party
- InterAXions 2020 Documentation (Printed and/or Digital)
- Discounted hotel room rates at Wyndham Hamilton Park Hotel & Conference Center





EARLY BIRD SUPER SAVER: SAVE \$150 | \$1,449

REGISTER BY FEBRUARY 29, 2020 @ 11:59 PM EST

The Early Bird Super Saver rate expires 2-29-2020 at 11:59 PM EST. The standard rate (\$1,599) will apply to any registrations received after this date.

LATE REGISTRATION FEES

A \$100 late registration fee is assessed to any registrations completed after April 30, 2020 (11:59 PM EST).

TRANSFER FEES

To transfer a registration you need to email the name of the old registrant and the new registrant's name and email to interaxions@datacor.com. If you transfer a registration before April 30, 2020, there is no fee. If you transfer a registration after April 30, 2020, there is a \$100 transfer fee.

GUEST(S) REGISTRATION: \$499/PER GUEST

Includes all event meals, InterAXions 2020 Welcome Party and Closing Party. Breakout training sessions are not included.



REGISTER NOW!
VISIT WWW.DATACOR.COM/INTERAXIONS

HOTEL & TRAVEL

HOTEL ACCOMMODATIONS

WYNDHAM HAMILTON PARK HOTEL & CONFERENCE CENTER

175 Park Avenue, Florham Park, NJ 07932

INTERAXIONS 2020 ROOM RATES

Single Occupancy: \$224 + tax / per night

Double Occupancy: \$129 + tax / per night, per person



* Extend your stay with a special weekend rate of \$134 + tax / per night (Includes Breakfast).

HOW TO MAKE HOTEL RESERVATIONS

In order to make hotel reservations, you must be a registered conference attendee. Once registration is confirmed, you will be sent additional information on booking your room(s). Room availability is on a first come, first-serve basis and we recommend booking your hotel as soon as possible.



HOTEL RATE DEADLINE: APRIL 17, 2020

REGISTER EARLY TO BOOK YOUR ROOM

We recommend booking your rooms early. The hotel block often sells out before the deadline. We cannot guarantee room availability prior to or after April 17, 2020 if all rooms in the block are sold out.

AIRPORT



The closest major airport to Wyndham Hamilton Park Hotel & Conference Center is the Newark Liberty International Airport (EWR). It's approximately a 30 minute shuttle ride from airport to hotel.

GROUND TRANSPORTATION

For ground transportation information, contact Meetings 2000 at (610) 458-1103 or email edellapietra@meetings2000.com.



GENERAL INFORMATION

CANCELLATION & REFUND POLICY

- Cancellations requested prior to March 1, 2020 will be granted a full refund, less a \$50 processing fee.
- Cancellations requested between March 1, 2020 and April 1, 2020 will be refunded 35% of the package price.
- Cancellations requested between April 2, 2020 and April 30, 2020 will be refunded 20% of the package price.
- No refunds will be given for any cancellations received after April 30, 2020.

QUESTIONS?

For more information regarding InterAXions 2020, please contact Caitlin O'Donnell.

- Phone: +1 (973) 822-1551
- Email: <u>interaxions@datacor.com</u>

HOPE TO SEE YOU THERE!

