

# AVANTI CLASSIC DAY 1

TIME PERIOD	SESSION CONTENT	#ASKAVANTI EXPERTS Avanti Classic		
8:00 AM - 8:50 AM	Breakfast and Registration			
9:00 AM - 9:15 AM	<b>Welcome Address / Conference Outline</b> Presenter: Stephen McWilliam, Avanti <i>Location: King 2</i>			
9:15 AM - 10:50 AM	<b>Keynote Address / Avanti Slingshot Update</b> Presenter: Patrick Bolan, Avanti <i>Location: King 2</i>			
10:50 AM - 11:00 AM	Morning Break			
11:00 AM - 12:00 PM (60 min)	<b>Avanti Classic Deployment Manager</b> Presenters: Zehava Tyberg, Avanti <i>with Ruzan Belubekyan, Avanti</i> <i>Location: King 1</i>			
12:00 PM - 1:00 PM	Lunch generously sponsored by Nextec			
1:00 PM - 2:00 PM (60 min)	<table border="1"> <tr> <td><b>Activity Files</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency A</i></td> <td><b>Products &amp; Kits</b> Presenter: Kahile Gondo, Avanti <i>Location: Regency B</i></td> </tr> </table>	<b>Activity Files</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency A</i>	<b>Products &amp; Kits</b> Presenter: Kahile Gondo, Avanti <i>Location: Regency B</i>	#AskAvanti Experts Regency E
<b>Activity Files</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency A</i>	<b>Products &amp; Kits</b> Presenter: Kahile Gondo, Avanti <i>Location: Regency B</i>			
2:00 PM - 3:15 PM (75 min)	<b>Road Map Interactive</b> Presenters: Zehava Tyberg, Avanti <i>with Jared Conway, Avanti</i> <i>Location: Regency A</i>	#AskAvanti Experts Regency E		
3:15 PM - 3:30 PM	Afternoon Break			
3:30 PM - 4:45 PM (75 min)	<b>Enhanced Reporting</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency A</i>	#AskAvanti Experts Regency E		
6:00 PM - 9:00 PM	Welcome Reception			

\*agenda subject to change

# AVANTI CLASSIC DAY 2

TIME PERIOD	SESSION CONTENT		#ASKAVANTI EXPERTS Avanti Classic
7:30 AM - 8:20 AM	Breakfast		
8:30 AM - 8:45 AM	<b>Welcome Address / Conference Outline</b> Presenter: Stephen McWilliam, Avanti <i>Location: King 2</i>		
8:45 AM - 10:00 AM (75 min)	<b>New Features</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency A</i>		#AskAvanti Experts Regency E
10:00 AM - 10:30 AM	Morning Break		
10:30 AM - 11:30 PM (60 min)	<b>eAccess</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency A</i>	<b>Estimating</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency B</i>	#AskAvanti Experts Regency E
12:00 PM - 1:00 PM	Lunch, including Avalara presentation		
	<b>Roundtable</b> <i>Location: Regency A</i>		
1:00 PM - 2:15 PM	<b>Automation in Classic</b> Moderator: Michelle Gelula		
2:25 PM - 3:40 PM	<b>v14 and the Future</b> Moderator: Zehava Tyberg		
3:50 PM – 5:05 PM	<b>Online</b> Moderator: Michelle Gelula		
6:30 PM - 9:30 PM	<b>Event at Hockey Hall of Fame, 30 Yonge St, Toronto, ON M5E 1X8, generously sponsored by Ricoh</b>		

# AVANTI CLASSIC DAY 3

TIME PERIOD	SESSION CONTENT	#ASKAVANTI EXPERTS Avanti Classic		
8:00 AM - 8:50 AM	Breakfast			
9:00 AM - 9:15 AM	Welcome Address / Conference Outline Presenter: Stephen McWilliam, Avanti <i>Location: King 2</i>			
9:15 AM - 10:30 AM <b>(75 min)</b>	<b>Inventory &amp; Fulfillment</b> Presenter: Michelle Gelula <i>Location: Regency A</i>	#AskAvanti Experts Regency E		
10:30 AM - 10:45 AM	Morning Break			
10:45 AM - 12:00 PM <b>(75 min)</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; text-align: center;"><b>System Administration</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency A</i></td> <td style="width: 50%; text-align: center;"><b>CRM/Job Manager</b> Presenter: Kahile Gondo, Avanti <i>Location: Regency B</i></td> </tr> </table>	<b>System Administration</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency A</i>	<b>CRM/Job Manager</b> Presenter: Kahile Gondo, Avanti <i>Location: Regency B</i>	#AskAvanti Experts Regency E
<b>System Administration</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency A</i>	<b>CRM/Job Manager</b> Presenter: Kahile Gondo, Avanti <i>Location: Regency B</i>			
12:00 PM - 1:00 PM	Lunch generously sponsored by Ultimate			
1:00 PM - 2:15 PM <b>(75 min)</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; text-align: center;"><b>Scheduling</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency A</i></td> <td style="width: 50%; text-align: center;"><b>Avanti Classic Deployment Manager (repeat)</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency B</i></td> </tr> </table>	<b>Scheduling</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency A</i>	<b>Avanti Classic Deployment Manager (repeat)</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency B</i>	#AskAvanti Experts Regency E
<b>Scheduling</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency A</i>	<b>Avanti Classic Deployment Manager (repeat)</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency B</i>			
2:15 PM - 3:00 PM	<b>Vertical Roundtables</b>  <i>Marketing Services Providers, Commercial Printers, Large/Grand Format, Print &amp; Mail and In-Plants</i> <i>Location: King 1</i>			
3:00 PM - 3:15 PM	Afternoon Break			
3:15 PM - 4:30 PM <b>(75 min)</b>	<b>Avanti Classic AMA (Ask Me Anything)</b> Panel: Zehava Tyberg, Avanti <i>with Jared Conway, Michelle Gelula, Stephen McWilliam, Avanti</i> <i>Location: Regency A</i>	#AskAvanti Experts Regency E		
6:00 PM - 10:00 PM	Open Evening			

# AVANTI CLASSIC DAY 4

TIME PERIOD	SESSION CONTENT	#ASKAVANTI EXPERTS Avanti Classic		
8:00 AM - 8:50 AM	Breakfast			
9:00 AM - 9:10 AM	Welcome Address / Conference Outline Presenter: Stephen McWilliam, Avanti <i>Location: King 2</i>			
9:15 AM - 10:30 AM (75 min)	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="background-color: #FFD700; width: 50%; text-align: center;"> <b>Printer Preferences +</b>                      Presenter: Zehava Tyberg, Avanti  <i>Location: Regency A</i> </td> <td style="background-color: #FFD700; width: 50%; text-align: center;"> <b>New Features (repeat session)</b>                      Presenter: Michelle Gelula, Avanti  <i>Location: Regency B</i> </td> </tr> </table>	<b>Printer Preferences +</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency A</i>	<b>New Features (repeat session)</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency B</i>	#AskAvanti Experts King 1
<b>Printer Preferences +</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency A</i>	<b>New Features (repeat session)</b> Presenter: Michelle Gelula, Avanti <i>Location: Regency B</i>			
10:30 AM - 10:45 AM	Morning Break			
10:45 AM - 12:00 PM (75 min)	<b>Period End Procedures</b> Presenter: Zehava Tyberg, Avanti <i>Location: Regency A</i>	#AskAvanti Experts King 1		
12:00 PM - 12:55 PM	Lunch			
12:55 PM - 3:00 PM	#AskAvanti Experts King 1			

# **Abstracts**

## **Day 1**

### **Avanti Classic Deployment Manager**

Presented by Zehava Tyberg with Ruzan Belubekyan

Location: King 1

Installing Avanti Classic updates takes time and requires technical skills. This will change with the launch of our brand new, cutting edge deployment model for the Avanti Classic platform. It has been designed from the ground up to ease the management of the Avanti Classic platform and to reduce your IT costs.

- Administer cumulative patch updates (including the databases) from a centralized location.
- Update workstations no matter where they are located from the same centralized location.
- Download the cumulative patch update on your own without our friendly product support team.
- Roll out application updates with the click of a button.

These are a few of the powerful features available in the Classic Deployment Manager. Come join us for a walk through of the Deployment Manager and let me share our progress with you.

### **Activity Files**

Presented by Michelle Gelula

Location: Regency A

Activity files are the brains for your operation, as it determines all the costing and pricing within your company. During this session you will learn how activity files are built and used in your system. Specifically, we will look at multiple windows in the activity file maintenance module and how they interact with each other.

We will also investigate other areas of the system which play a role in creating your activities; such as cost center maintenance, customer price charts and the markup module. After completing this session, you will be able to update your activities on the fly as the needs for your business evolve.

### **Products & Kits**

Presented by Kahile Gondo

Location Regency B

With Products & Kits, guesswork is minimized and efficiency is improved. This module provides accurate and streamlined production processes of tangible products. Learn about the setup and how it relates to your Activities (tasks), and understand how Order Entry and Inventory integrate Products & Kits.

Products and Kits can also be a key component to your virtual print shop. We will discuss the link between your eAccess catalogue and Products & Kits, and how it affects your FusionPro setup. Ultimately, you will learn that maintenance of this module is beneficial to your internal and external stakeholders.

## **Road Map Interactive**

Presented by Zehava Tyberg with Jared Conway

Location Regency A

This interactive session will review the planned product road map for v14.0.0 of the Avanti Classic platform. There is enormous potential to further expand Avanti Classic. Some of the ideas we are considering are Grand Format, Live Reporting, Finite Scheduling Improvements or Automating the Archive process, to name a view. Come share some of your ideas.

We will also review how customers can submit/vote for roadmap enhancements for consideration in a future release of v14, plus other major advancements planned for 2018.

## **Enhanced Reporting**

Presented by Michelle Gelula

Location Regency A

Reporting in Avanti Classic has come a long way. Avanti has integrated advanced features to improve the use of reporting in your system. During this session, we will discuss the enhanced security this module offers, as well as the new user-friendly interface. We will also look at scheduled report delivery, which allows you to automate reports to be sent via email or save to a specified folder. We have also introduced the cleanup utility, which will automatically clean up folders based on the range you prefer. You do not need to be an active user of this module to attend this session.

Join us and learn everything you need to know about reporting in Avanti Classic, from day to day tasks through to advanced setup, ensuring worry-free efficiency with less human interaction to complete the job.

## **Day 2**

### **New Features**

Presented by Zehava Tyberg

Location: Regency A

Come join us for a walk through the new modules and features that have been added to Avanti Classic version 14 over the last year. This session will include a quick review of some of the areas we have improved, like Inventory Fulfillment, eAccess, improving accessibility, plus more. See why Avanti Classic continues to be a robust and dynamic MIS solution for the print industry.

### **eAccess**

Presented by Zehava Tyberg

Location: Regency A

Web to print is a necessity in the fast-paced world that we operate in. There is a growing need to provide your customers access to your catalog of items at just the click of a mouse or touch of the screen. We will show you how eAccess can help your business reduce costs and increase customer satisfaction. Customers can submit jobs through your website using a variety of methods: online order form, templates, or fulfillment. Leveraging the use of templates and products which flow into Avanti, significantly reduces staff time during file set up and order entry.

### **Estimating**

Presented by Michelle Gelula

Location: Regency B

Estimating, in any form, is the heart of any print shop – this is where jobs first begin to travel through your workflow. Both litho and demand estimating are designed to help move new jobs through the system efficiently. During this session we will discuss the differences between the two estimating modules and when each should be used.

We will also look at the additional features that offer great value to your company but often go unnoticed. Join us in this informative session that will tell you everything you need to know about how to improve your workflow at the starting point.

### **Roundtable - Automation in Classic**

Moderated by Michelle Gelula

Location: Regency A

This roundtable discussion will focus on workflow automation in Avanti Classic.

**Roundtable - v14 and the Future**

Moderated by Zehava Tyberg

Location: Regency A

This roundtable discussion will focus on v14 and the future of Avanti Classic.

**Roundtable - Online**

Moderated by Michelle Gelula

Location: Regency A

This roundtable discussion will focus on the impact of online business/best practices in Avanti Classic.



## **Day 3**

### **Inventory & Fulfillment**

Presented by Michelle Gelula

Location: Regency A

Inventory and fulfillment are critical modules to help keep all your stocked and finished goods items in check. During this session, we will look at the workflows relating to each of these modules individually as well as how they work together.

We will discuss how inventory is tracked throughout your workflow and review the features that allow integration with many other areas in your Avanti system. Specifically, we will look at purchasing, receipts, order entry and shipping integrations that help keep track of all your items. A review of system controls, to further automate your workflow, will prove to be beneficial in improving efficiency when it comes to keeping all your inventory up to date.

### **System Administration**

Presented by Zehava Tyberg

Location: Regency A

We will review the user setup and role-based security settings, explore system activity and usage status, and review key reports. We will also learn how to copy customer codes to a new customer code and review some of the areas needed to setup new employees, user-defined fields and much more.

### **CRM/Job Manager**

Presented by Kahile Gondo

Location: Regency B

The Avanti CRM module is more than just a data management program. It is a collective and robust system for any individual within an organization. Important information such as key job details, a customer directory, cost analysis and marketing/campaign goals, are featured in this module.

The objectives of this presentation will be to address some of the best practices for getting the most out of your CRM. This includes filtering and sorting data to increase speed and efficiency. We will review the GP Dynamics integration and how this can benefit your organization's Finance department. There will also be a discussion on the costing and marketing capabilities available to you and learn about managing your CRM to nurture business decisions.

## **Scheduling**

Presented by Michelle Gelula

Location: Regency A

Scheduling is the oil that helps print shops run seamlessly, so why not have it fully integrated to your Avanti system? Join this informative session on how the scheduling module can be used to help keep everyone at your company on the same page, and tracking shop floor activity. We will discuss how your job can get on the schedule board to process, then automatically drop from the board once it is completed.

We will also take a look at how your activities and milestones are used to automate the processing time for each unique job, at every step of your workflow. A number of new features have been added to the scheduling board, and we will dive into how these features can make you see scheduling in a whole new light.

## **Avanti Classic Deployment Manager**

Presented by Zehava Tyberg

Location: Regency B

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## **Avanti Classic AMA (Ask Me Anything)**

Panel including Zehava Tyberg, Jared Conway, Michelle Gelula, Stephen McWilliam

Location: Regency A

In Reddit style, this open and unscripted session will allow attendees to ask any question as it relates to Avanti itself, to the industry, to the Avanti Classic product platform, it's future, or anything else you would like to hear our honest opinion on. The diverse background of the panel should ensure a lively discussion.

## **Day 4**

### **Printer Preferences +**

Presented by Zehava Tyberg

Location: Regency A

Learn all about the Printer Preferences Module in Avanti Classic. With this new tool you are now able to direct your reports from all modules to have different default printers, default the number of copies of a report, as well as lock down whether a user can reset the default printer. We will also cover some of the other printing areas of the system, like printing multiple job tickets, invoices and more.

### **New Features**

Presented by Michelle Gelula

Location: Regency B

Come join us for a walk through the new modules and features that have been added to Avanti Classic version 14 over the last year. This session will include a quick review of some of the areas we have improved, like Inventory Fulfillment, eAccess, improving accessibility, plus more. See why Avanti Classic continues to be a robust and dynamic MIS solution for the print industry.

### **Period End Procedures**

Presented by Zehava Tyberg

Location: Regency A

In this session we will review the Avanti processes needed to close your month or year. We will cover WIP reports as well as all areas of the system that need to be processed before period end procedures can be activated. We will explore the difference between month and year end processes, then review key reports for this area.

## **Bios**

Jared Conway

GM Technology and Software



Jared Conway is a senior IT thought leader living in Toronto, Canada. With 21 years of diverse experience in software development, he joined Avanti in January, 2014, and leads the Avanti Slingshot technology teams and the Avanti Classic business.

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

Jared has achieved the MCSD, MCAD and MCDBA designations. His passions include gaming, software design and programming. Another innate love is travel. Having visited 31 countries and most of North America, Jared thrives on diversity of cultures and experiencing the world's wonders first-hand with his wife Jenny.

Zehava Tyberg

Product Manager, Avanti Classic



Zehava Tyberg is the Product Manager of the Avanti Classic product with over 20+ years of experience working in the graphics arts printing industry. Her knowledge of the Classic platform is unmatched. She is responsible for managing the Classic Road Map and works closely with the Product Support and Development teams to expand and improve functionality of the product. She also has vast experience working with the Classic and Dynamics databases with the use of Crystal and SQL. Zehava lives in Toronto with her husband and three children and in her spare time enjoys cooking, photography and nature walks.

Michelle Gelula

Product Support Manager, Avanti Classic



Michelle graduated from the Graphics Communication Management program from Ryerson University in 2013, earning a Bachelor of Technology. During her studies, she learned about the various areas in the printing industry, from prepress to postpress. Michelle was hired by Avanti as a Product Support Specialist in 2013 and, in 5 short years, is now the Avanti Classic Product Support Manager. During this time, she has mastered the Avanti Classic system excelling in the estimating, inventory and activity maintenance modules.

Michelle's top priority is customer satisfaction - she enjoys working closely with her customers to determine their top objectives and knock down any obstacles in the way of achieving them.

Ruzan Belubekyan

Development Manager, Avanti Classic



Ruzan Belubekyan is the Development Manager for the Avanti Classic product platform. She brought more than 15 years of experience across various industries such as semiconductor, banking and printing. Along with her academic achievements (two Master's degrees) and a number of years of US work history, Ruzan made a significant impact by improving the processes surrounding the development of the product.

She started at Avanti in 2014 and her leadership/dedication to success has led to three promotions over that time. Ruzan is responsible for all aspects of the development and maintenance of the Avanti Classic applications and lives in Toronto, Canada.

Kahile Gondo

Product Support Specialist, Avanti Classic



Kahile Gondo joined Avanti in April of 2017 as a Product Support Specialist. Since then, Kahile has familiarized herself with the Avanti Classic product and its customers. She enjoys assisting customers to troubleshoot issues in their environment. Prior to joining Avanti, she attended and graduated the Graphic Communications Management Program at Ryerson University where she gained knowledge in print production, industry software and management trends.

Outside of her professional life, Kahile is a new mom and lives in Toronto with her partner and loving pets.

Kurt Sagurit

Product Support Specialist, Avanti Classic



Kurt Sagurit studied Graphic Communications Management at Ryerson University and is a Product Support Specialist from the Avanti Classic team at Avanti Computer Systems. He enjoys having an active lifestyle, doing some kind of activity whenever there is time available. As a result, he will always try to make time to go dancing, kendo, and his recent passion in bouldering.