



7:00 - 8:00

**BREAKFAST/NETWORKING - LOBBY LOUNGE**

8:00 - 8:30

Avalon I & II - General Session

**OPENING AND WELCOME**

Softvision welcomes you to the 12th user conference and previews the next few days.  
Todd Lindeman and Ray Goodman

8:30 - 9:30

Avalon I & II - General Session

**PLAN TO WIN - SOFTVISION'S FUTURE**

Softvision's leaders will present where we are going as your partner.  
Leadership

9:30 - 10:30

Avalon I & II - General Session

**BLENDING THE GENERATIONS**

"I heard what you said but what did you mean?" Each generation has it's own unique framework of reference. Can Boomer's truly understand the language of Xer's? In today's workplace we are faced with the challenge of blending multiple generations into a working unit. We will discuss different frames of reference and how it impacts on what we hear and what motivates us. We will look at the barriers and challenges by blending the generations and how different perspectives effect language, interpretation, perception and action.

Elaine Beaubien - Keynote Speaker

10:30 - 11:30

Avalon I & II - General Session

**WORKSHOP - BLENDING THE GENERATIONS**

Elaine Beaubien - Keynote Speaker

The Pantry

**SOFTVISION SUITE CAFÉ**

Staffed with experts in the Softvision Suite of products and services, the lab provides a hands-on, interactive environment for product knowledge, advice and individual support.

Avalon III

**SOFTVISION SUITE ESSENTIALS - KEY METRICS**

We will explore the metrics available in the Softvision Suite and focus on which metrics should be used in each channel and why.

11:30 - 1:00

**LUNCH/NETWORKING - LOBBY LOUNGE**

1:00 - 2:00

Avalon I & II - General Session

**NEW FEATURES IN THE SOFTVISION SUITE**

Mary will review many of the key new features and functionality in our most recent releases.  
Mary Paulson

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**SOFTVISION SUITE ESSENTIALS - MAPS BUDGETING**

Ensure that you know and can apply budgeting options in MAPS.  
This session provides a comprehensive review focused on setting and adjusting budgets, plus a few best-practice examples.

2:00 - 3:00

Avalon I & II - General Session

**SOFTVISION SUITE CUSTOMER CASE STUDY: IMPLEMENTATION OF SOFTVISION SUITE AND SUGGESTED PURCHASE ORDER AT SILVER STAR BRANDS**

Silver Star Brands has been using the Softvision Suite for two years and Suggested Purchase Order for one year. Maureen will be covering how and why they chose Softvision Suite, added Suggested Purchase Order and the results Silver Star has experienced. She will also discuss how they manage the diversity of their brands and the brand uniqueness.  
Maureen McCarthy - Sr. Forecast Analyst

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Avalon III

**SOFTVISION SUITE ESSENTIALS - STORE ASSORTMENT PLANNING**

Apollo Boardroom

**SOFTVISION SUITE ROUNDTABLE - VENTURE \*21 CUSTOMERS**

3:00 - 4:30

Avalon I & II - General Session

**ENHANCEMENT DISCUSSION AND TODAY'S TOP IDEAS**

After reviewing today's top ideas we will focus most of the session time on each company presenting their enhancement idea. A ballot will also be distributed. Lastly we will reveal the evening activity and dinner.

Todd Lindeman and Jeff Dillon

7:30 - 8:30

**BREAKFAST/NETWORKING - LOBBY LOUNGE**

8:30 - 9:30

Avalon I & II - General Session

**INTEGRATING MERCHANDISE ANALYTICS**

Merchandise Analytics and Inventory Planning are the key to business growth and profitability. It must be a collaborative process meaning all departments are on the same page. The merchandise is what the customer buys and is the company's largest expense. Proper merchandise analytics and inventory planning are critical to controlling that expense.

Kathleen Schultz - Keynote Speaker

9:30 - 10:30

Avalon I & II - General Session

**WORKSHOP - INTEGRATING MERCHANDISE ANALYTICS**

Kathleen Schultz - Keynote Speaker

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Apollo Boardroom

**SOFTVISION SUITE ROUNDTABLE - STORES AND MULTI-ECHELON**

10:30 - 11:30

Avalon I & II - General Session

**SOFTVISION SUITE CUSTOMER CASE STUDY - MANAGING THE JOURNEY OF AGGRESSIVE RETAIL GROWTH AT SOFT SURROUNDINGS**

Laura Barrett - COO

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**SOFTVISION SUITE ESSENTIALS - CURVES, HOW MUCH DO I REALLY NEED TO KNOW?**

This session provides basic introduction to demand curves and allows attendees to gain fundamental skills for utilizing them in the weekly forecasting process.

11:30 - 1:00

**LUNCH/NETWORKING - LOBBY LOUNGE**

1:00 - 2:00

Avalon I & II - General Session

**SOFTVISION SUITE EXPERT - MULTI-ECHELON, MANAGING MULTIPLE LOCATIONS**

Whether responding to increased freight costs or enabling Fulfillment By Amazon, planning for multiple inventory locations is an increasing need for Softvision Suite customers. Join this session to learn about our multi-DC and multi-echelon inventory planning capabilities.

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**SOFTVISION SUITE EXPERT - AUTOMATIC PROJECTIONS**

Automatic Projections is a powerful forecasting automation tool. Join this advanced session to learn the key features available to help you produce more accurate and timely inventory and purchasing projections.

2:00 - 3:00

Avalon I & II - General Session

**SOFTVISION SUITE CUSTOMER CASE STUDY MULTI-ECHELON: USING AND FINE TUNING - LEGENDARY WHITETAITS**

Legendary Whitetails has been using MultiEchelon for over two years. Tracy will be covering how MultiEchelon continues to aide them in their business and inventory management efforts along with fine tuning changes they have made.

Tracy Brinkmann - Planning and Inventory Manager

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Avalon III

**SOFTVISION SUITE ESSENTIALS - ALLOCATION AND PURCHASING**

3:00 - 4:00

Avalon I & II - General Session

**DO YOU HAVE STORES?**

If you only have a few stores, how can you plan for them versus planning for store growth every year. Do you have a planning method that is working for you that you would like to share? We will talk about how to best manage each situation effectively.

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**SOFTVISION SUITE ESSENTIALS - FORECASTING IN VENTURE\*21**

How do I know which methods to use on which products? We will walk through examples of how each forecasting method is best applied in each situations.

Apollo Boardroom

**ROUNDTABLE - TBA**

4:00 - 5:00

Avalon I & II - General Session

**SOFTVISION SUITE EXPERT - MAPS PRODUCT PLANNING FOCUSING ON NEW FEATURES**

As product planning requirements continue to evolve with the market Softvision has introduced several new features to help you more successfully plan your business. We will review the key additions and how they fit into the planning process.

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5:00 - 5:30

Avalon I & II - General Session

**DAILY WRAP AND ENHANCEMENT BALLOT COLLECTION**

Todd Lindeman and Jeff Dillon



7:00 - 8:00

**BREAKFAST/NETWORKING - LOBBY LOUNGE**

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8:00 - 9:00

Avalon I & II - General Session

**SOFTVISION SUITE ESSENTIALS - PRODUCT LEVEL FORECASTING AND PRODUCT VARIANCE**

This session helps users gain a basic understanding of two core features of the Softvision Suite: Product Level Forecasting and Product Variance. Mastery of these two key tools helps users create sound pre-season forecasts and quickly and accurately respond to inseason product forecast variances.

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**SOFTVISION SUITE EXPERT - VENTURE\*21 EXCEPTION REPORTING AND REACTING**

Softvision will dig deeper into Venture\*21 in this session focusing on exception reporting and addressing those exceptions.

Apollo Boardroom

**SOFTVISION SUITE ROUNDTABLE - SEASONAL PLANNING**

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9:00 - 10:00

Avalon I & II - General Session

**SOFTVISION SUITE ESSENTIALS - MASTER SCHEDULING**

Learn what Master Scheduling can do for your business. Whether you are outside the loop, new to the application, or a regular user of the Softvision Suite, this session will provide useful insights into new features and best practices.

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**SOFTVISION SUITE ESSENTIALS - FORECASTING MIX PERCENTAGES**

Facing a significant number of SKU's to plan? We will show you how both new and existing features can help you successfully plan them.

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10:00 - 11:00

Avalon I & II - General Session

**SOFTVISION SUITE - SUGGESTED PURCHASE ORDER**

Learn the many features in Suggested Purchase Order including Vendor Rules, Recurring Order Cycles and Container Volumes. See how they allow you to increase staff efficiency and reduce inventory costs in the ordering process.

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11:00 - 11:30

Avalon I & II - General Session

**SOFTVISION SUITE ROADMAP NEXT STEPS**

Ray will highlight the roadmap with details of where the Softvision Suite will be going in the future.

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11:30 - 12:00

Avalon I & II - General Session

**CONFERENCE WRAP UP AND ANNOUNCEMENT OF THE NEXT USER CONFERENCE**

What did we learn this year? We look forward to recapping the 2018 User Conference and revealing our next conference.

Todd Lindeman