**NEECOM Agenda**

**Annual Fall Conference with Vendor Exhibits**

**Thursday, October 13th, 2016**

**Morning Program:**

**8:00 Registration/Continental Breakfast Plus!**

**8:30 *Annual Meeting and Opening Remarks***

**Ira Keltz, NEECOM President, Partners HealthCare System, Inc.**

**8:45 *The Value of EDI Leaders: Empower Your Company to Win Big***

**Rosemary Piraino, Business Development Manager, Adept Engineering Solutions, Inc.**

EDI leaders, let’s look at your value in your company and the potential ways you can drive more corporate success.  EDI Professionals are highly regarded and hard-to-find. We’ll look at employment statistics and consider your future job prospects.  In particular, how can you step beyond your traditional EDI role and influence areas such as Business Intelligence, Corporate Systems Integration and Omni-Channel Data Initiatives.

**9:30 *Building a Cloud B2B/E-Commerce App on Your Terms***

**Steve Davis, Chief Technology Officer, Four51, Inc.**

It is well established that companies must enter the digital age to maintain and grow their business. If we all accept that “software is eating the world” and every business needs to think of themselves more like software firms then the choices of their technology becomes the leading challenge. The opportunity to own their own commerce application introduces the flexible and nimble capability to adapt to market changes and rapidly address the needs of their buyers. In this talk we’ll cover how the API economy delivers on these promises and why experienced software developers want to work with these tools.

**10:15 Vendor Exhibits, Networking and Refreshment Break**

**10:45 *File Governance – Bringing Sanity to the Chaos***

**Mark Denchy, VP Business Partners, North America , Primeur**

**File Governance** is key to manage the increasing flow of information from emerging technologies like **Hybrid & Cloud Integration, API Management and IoT**.

In this session you will learn why File Governance is gaining momentum and becomes critical for both IT and Business Users to maintain **end-to-end visibility, control and compliance** of data.

* Common Governance/Use Cases Requirements
* Learn how to address File Governance challenges
* How to avoid major pitfalls to be successful

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**11:30 *Off-Purpose EDI Documents – Extracting More Value From Your System***

**Rick Flaute, Director of Sales and Marketing, Edict Systems**

In the early days of EDI it was a strategic advantage. EDI provided massive cost savings over standard manual processing of business transaction documents. Today EDI has become a commodity in many industries. Invention and innovation can create the advantage, but more often competitive advantage can be derived by finding new ways of using existing technology and infrastructure to dramatically increase the increase the value of these systems.

**12:15 Lunch & Vendor Exhibits (until 1:15)**

**Afternoon Program:**

**1:15  *Do You Know How Much It Costs To Process Your Customer Related Orders? A Case Study of Creativeness and Ingenuity in Streamlining the Order Entry Process***

**Steve Hatajlo, President & CEO, Faxinating Solutions**

Steve Hatajlo will present some background information on current trends in manual processing of Customer Orders and then showcase a Customer Case Study detailing ROI, process improvement and customer satisfaction results

**2:00** ***How to Avoid Chargebacks Before They Occur***

**Jacques Vigneault, Chief Sales Officer, DI Central**

We will be discussing how to avoid costly and margin-draining chargebacks if you are a vendor and manage outliers if you are a buyer.  There is a way to prevent violations of buyers’ specific business rules and to give clear visibility of your organization’s entire EDI landscape.  We will be providing tips on getting supply chain operations in gear, and examples of companies (before and after scenarios) who have taken advantage of our tips.

**2:45 Vendor Exhibits, Networking and Refreshment Break**

**3:00 *Coping with Multiple Integration Technologies***

**Barry Sponsler, Senior Solutions Architect, CLEO Communications, Inc.**

Due to a constantly changing business environment, key customer demands, tight budgets and technical staffing issues, many companies now find themselves with a patchwork B2B and application integration infrastructure. Coping with the maintenance of multiple integration technologies can present a serious challenge to your IT team as well as having a negative impact on business operations, agility, and cost. Find out how your company can develop a comprehensive strategy to implement a modernized, consolidated approach to support your current and future B2B and application integration requirements.

**3:45 Raffle & Refreshments/Exhibits/Adjourn**