



Annual User Conference Agenda

Hosted by Vrakas/Blum Computer Consulting, LLC

2023 Agenda

8:00 AM | Registration

We invite you to check in and enjoy a delicious breakfast spread that we've prepared just for you. It's the perfect way to start the day off right. Take your time, mingle with fellow attendees, and get ready for an engaging and inspiring day ahead.

8:30 AM | Welcome

To kick off the day and set the tone for an incredible learning experience, we will hear from President Joe Jenders and our valued sponsors who have generously supported this event. Get ready to be inspired, informed, and motivated!





9:00 AM | Opening Keynote “Our Future is “BRIGHT”!

We are thrilled to share updates on the direction and growth of our incredible team with you. When we say "OUR future is bright", we truly mean yours too — because you, our valued clients, are an integral part of our success story! By attending you'll gain a deeper understanding of how our dedication and improvements have positively impacted the services and value we provide.

Opening Keynote

Our Future is “BRIGHT”!

10:00 AM | Choose Your Track

Sage Tips and Tricks	Sage Partner Cloud	AP, Workflow Automation and Doc Management	1099s, What You Need to Know	Sage Intacct
Don't miss this opportunity to unlock the power of Sage and discover valuable tips and tricks. Get ready to elevate your financial management skills and take your organization's operations to new heights. Let's dive in and learn together!	80% of IT resources are spent on maintenance, not adding new value. SWK provides Secure Cloud Hosting, IT infrastructure, cybersecurity, and software solutions for the SMB market. Their expertise in Sage ERP allows for a diverse range of IT and cloud solutions, featuring cutting-edge cyber-secured cloud hosting and infrastructure options crafted exclusively to cater to your Sage ERP requirements.	Streamlining Success: Empowering your enterprise with A/P Automation, workflow efficiency, document management, and seamless Sage 100 integration. See how you can optimize your workflow with 2 times the efficiency using our INBOOKS A/P, Workflow, and Document Management Automation tools. Watch side by side while two INFODYNAMICS team members perform the same exact process –manually vs. using INBOOKS.	Explore the exciting world of Form 1099-MISC and 1099-NEC. What you need to know to file.	As a true cloud product, Sage Intacct empowers you and your business to transform how you handle your financials. Through streamlined workflows and automated processes, Sage Intacct enables you to make decisions and adapt confidently based on your business needs. Sage Intacct's core functionality works well for a range of industries including general business, distribution, construction and many more!
Presented by Justin Teague with VBCC	Presented by SWK	Presented by InfoDynamics	Presented by Mary Ellen Michaelson with Vrakas CPAs + Advisors	Presented by Linda Pinion with Sage

11:00 AM | Choose Your Track

Sage CRM	IN-SYNCH - Real-Time Integrations	Sage Data & Analytics	Tax Planning and Support	Sage Distribution & Manufacturing Operations
Sage CRM offers a range of features and functionalities that help you manage customer interactions, track sales activities, and streamline your business processes. By utilizing this tool, you can effectively organize and access vital customer information, allowing you to better understand their needs and preferences.	Most businesses using Sage 100 maximize the power of their ERP. In this session we will explore options for taking your business productivity to the next level using IN-SYNCH. Discover how one VBCC client automates transactions with Sage 100 and integrates to other solutions for a winning formula.	Sage Data & Analytics for Sage 100 is the best-priced data management, BI, and analytics solution.. Get fast, efficient financial and operational reporting. Add insight from additional data sources like CRMs, add-ons, and Excel. And enjoy a no-code alternative to hand-built data warehouses and data management.	Guiding you through the maze and complexities of changing tax laws is a challenge that we welcome. Tax considerations are a major element in business and individual financial planning. Our goal is to maximize your after-tax dollars by using the law to your advantage while avoiding the pitfalls.	Be the first to get a preview of Sage Intacct's new distribution and manufacturing solution, Sage Distribution and Manufacturing Operations (SDMO). See how the purpose-built, cloud-native ERP simplifies complex business processes using embedded best practices and flexibility, helping you knock down efficiency barriers to improve business performance and thrive.
Presented by Don Grubor with Effective Solutions	Presented by ROI	Presented by ZAP	Presented by Will Bares with Vrakas CPAs + Advisors	Presented by Darin Steward with Sage



1:00 PM | Attract, Engage and Retain Talent

Attracting, engaging, and retaining top talent is crucial for the success of any organization. We understand the importance of this topic and have prepared a panel discussion specifically focused on sharing best practices to help you achieve just that. Our expert speakers will share their knowledge on attracting and retaining talented individuals who align with your organization's values and goals.

Afternoon Keynote

Moderator: Tara Tomter, Director of Talent with Vrakas CPAs + Advisors

2:00 PM | Choose Your Track

Sage Alerts & Workflow	Sage AP Automation	Seamless Integration: CAD/PDM/PLM to Sage 100	Turn Your Business into an eCommerce Engine	Sage Intacct
Sage Alerts and Workflow- Meet your new remote co-worker whose main goal is to make you look like a superstar! Always be in the know of what is happening within Sage 100 and be aware of potential problems with this "set it and forget it" monitoring tool.	Sage AP Automation empowers your accounting team by reducing data entry and invoice approval follow-up, making your accounts payable more cost-effective and less prone to errors. Strengthen controls with approval workflows, approve invoice and payment details from anywhere, and instantly find any AP document.	Increase productivity, Bill of Material data accuracy and cost savings with the real-time, two-way link between engineering design and Sage 100. See production benefits from drawing information identical to work order documentation.	Learn how an ERP eCommerce integration streamlines the online ordering process, automates manual processes, and improves data accuracy. Rafael Avetisyan at CertiPro specializes in streamlining operations through increased automation as well as eCommerce and inventory counting solutions.	As a true cloud product, Sage Intacct empowers you and your business to transform how you handle your financials. Through streamlined workflows and automated processes, Sage Intacct enables you to make decisions and adapt confidently based on your business needs. Sage Intacct's core functionality works well for a range of industries including general business, distribution, construction and many more!
Presented by Dana Halpin with VBCC	Presented by Quadient	Presented by QBuild	Presented by CertiPro	Presented by Linda Pinion with Sage

3:00 PM | Choose Your Track

Sage Tips and Tricks	Cloud Hosting, Take Your Software to New Levels	Tax Compliance Software	Scanco Presents...	Sage Distribution & Manufacturing Operations
Don't miss this opportunity to unlock the power of Sage and discover valuable tips and tricks. Get ready to elevate your financial management skills and take your organization's operations to new heights. Let's dive in and learn together!	Travel or work from home often? Summit Hosting has you covered. Conveniently access your Sage 100 software on a secure dedicated server from anywhere, whenever. All you need is a device (PC, Mac, iOS, Windows or Android) and an internet connection to get started.	Avalara helps reduce the hassle and complexity of tax compliance at every stage – no matter the industry or size of business. With an integrated suite of cloud-native technologies, plus access to tax content and experts, Avalara helps businesses automate and manage sales and use tax, GST, VAT, customs and duties, registrations and exceptions, and other tax types, such as excise and communications taxes.	For over 28 years, Scanco has been on the forefront of developing mobile warehouse and manufacturing automation solutions. By replacing manual processes (pen & paper) with barcode scanning, employees can quickly and accurately record transactions. This allows employees to focus on their daily tasks, and less on administrative processing.	Be the first to get a preview of Sage Intacct's new distribution and manufacturing solution, Sage Distribution and Manufacturing Operations (SDMO). See how the purpose-built, cloud-native ERP simplifies complex business processes using embedded best practices and flexibility, helping you knock down efficiency barriers to improve business performance and thrive.
Presented by Justin Teague with VBCC	Presented by Summit Hosting	Presented by Avalara	Presented by Scanco	Presented by Darin Steward with Sage

4:00 PM | Choose Your Track

The REAL Value of Scanning Automation	Get Paid Faster with Fortis	Instadocs, Document Management	You CAN Be Your Auditor's Best Friend	IT Network and Cybersecurity
Get ready to get out of your seats and understand what the REAL value of scanning automation is for your organization. Join Kristen Baumgartner as she hosts a no-holds-barred look at the ROI of scanning for Sage 100.	Activate the integrated payments features within Sage 100 to provide real-time cash-flow visibility, speed up remit times, and simplify your back office. With Fortis, accept payments however your customers want to pay – any time, any place.	Instadocs: Unlock an era of effortless documentation with Instadocs enhancement for Sage 100, where powerful innovation meets intuitive simplicity. InstaDocs is the first and only embedded document management solution designed for Sage 100 ERP. This unique document storage solution allows electronic documents to be stored, viewed and accessed directly within Sage 100, and provides easy access to documents relating to specific records.	Audits can sometimes leave you feeling bewildered and overwhelmed. But fear not, my friend! Kara Schiller is here to help you navigate your next audit with confidence and clarity. Let's dive into some key points to know before your next audit so that you can relax knowing you're well-prepared.	River Run provides unmatched technology experiences for our clients. We transform the reliability and security of your network through our R-Managed IT Program and R-Team Model. We measure your happiness through continuous communication, cost-effective and tailored solutions, and our feedback program. Experience IT at its best!
Presented by Kristen Baumgartner with VBCC	Presented by Fortis	Presented by DSD Enhancements	Presented by Kara Schiller with Vrakas CPAs + Advisors	Presented by River Run



5:00 PM Happy Hour

Grab a drink, find a cozy spot, and let the conversations flow. It's the ideal moment to reflect on the day's learnings, celebrate your accomplishments, and forge new connections. We're here to ensure you have a memorable happy hour experience. Cheers to a successful day and an inspiring future!