



AVANTGARD AMERICAS SUMMIT AGENDA

BALTIMORE, MARYLAND | MAY 13 - 15, 2012



SUNGARD®

WELCOME

We invite you to attend the 2012 AvantGard Americas Client Summit. As you may know, I was appointed president of AvantGard in April of 2011. My single mission is to provide a positive customer experience.

It is our belief that the customer experience goes beyond a technical support call, or a training session, it encompasses literally all aspects of our relationship. From how you purchase and consume our solutions to how easy they are to use, how much value they deliver, to how they are delivered and upgraded. For this reason, we are investing heavily in product development and service delivery.

We are also engaging in an active client outreach program, from client surveys to site visits and phone interviews. We are very interested in your feedback. Our summit gives us an opportunity to meet with you to hear your ideas and to understand your current and future requirements. It also offers the opportunity for networking amongst your peers; to share best practices and learn about industry trends.

Enclosed please find the 2012 AvantGard Americas Client Summit agenda. Our aim is to have 80% or more of our sessions featuring customers discussing how they have leveraged technology to help solve common business problems. You will see that this year there is a strong line-up including Ameriprise, BlueTarp Financial, Boeing, CertainTeed, Nidec-Motor and PUMA. You will be able to hear from various perspectives on how the industry is evolving and what your peers are doing to improve their management of liquidity and risk.

In addition to the practical usage sessions of Day 1, there are specific sessions dedicated to our latest product updates and innovations in the full day user group sessions on Day 2. In addition, there will be plenty of networking opportunities provided during the welcome cocktail and the customer appreciation dinner. We look forward to having you join us in Baltimore for the 2012 AvantGard Americas Client Summit.



Scott Coffing
president, corporate liquidity
SunGard's AvantGard



AGENDA AT A GLANCE

Sunday, May 13, 2012

1:00PM – 6:30PM

Registration

6:30PM – 9:30PM

Welcome Cocktail Reception

Monday, May 14, 2012

7:30AM – 8:30AM

Breakfast & Registration

8:30AM – 10:30AM

General Session - Welcome Remarks / Strategic Vision

10:30AM – 11:00AM / 12:00PM – 1:30PM / 3:30PM – 4:00PM

Networking Break / Lunch / Networking Break

11:00AM – 5:00PM

Best Practice Sessions

6:00PM - 10:00PM

Customer Appreciation & Networking Dinner

Tuesday, May 15, 2012

8:00AM – 9:00AM

Breakfast & Registration

9:00AM – 4:00PM

User Group Sessions

10:30AM – 11:00AM / 12:00PM – 1:30PM / 2:30PM – 3:00PM

Networking Break / Lunch / Networking Break

Wednesday, May 16, 2012

8:00AM – 9:00AM

Breakfast & Registration

9:00AM – 3:00PM

Optional Product Training (*Lunch and Networking Breaks Included*)

AGENDA

DAY ONE – Monday, May 14, 2012					
7:30AM – 8:30AM	Breakfast & Registration				
8:30AM – 8:50AM	General Session – Welcome Remarks / Strategic Vision Speaker: Scott Coffing, President, Corporate Liquidity, SunGard				
8:50AM – 9:30AM	Customer Experience: Service Delivery Speakers: Mike Kresse, SVP Payments & Managed Services, SunGard Bent Benjaminsen, SVP Professional Services, SunGard				
9:30AM – 10:20AM	Customer Experience: Product Innovation Speakers: Xiaolong Hao, CTO Product Development, SunGard David Crellin, EVP Treasury & Connectivity Solutions, SunGard CJ Wimley, EVP Trade Receivables Solutions, SunGard Steve Evans, MD Payment Solutions, SunGard				
10:20AM – 10:30AM	Regional Welcome Address Speaker: Michelle Barone, MD Americas, SunGard				
10:30AM – 11:00AM	Networking Break				
11:00AM - 12:00PM	Technology Strategy Session: Quantum	Technology Strategy Session: Integrity	Technology Strategy Session: ICMS, Globe\$, TWS, ResIQ, GTM	Technology Strategy Session: GETPAID	Technology Strategy Session: APS
12:00PM – 1:30PM	Networking Lunch				



“Thank you again for a wonderful Summit. I believe the biggest value from this Summit is networking. It is especially great to be able to approach resources at SunGard and have such candid discussions .”

-Brooke Wald, Senior Treasury Analyst, TransCanada Pipelines Limited



DAY ONE (CONTINUED)					
1:30PM – 4:50PM	Best Practice Sessions: <i>(Descriptions Located on Page 6)</i>				
	Session 1:	Session 2:	Session 3:	Session 4	Session 5:
1:30PM – 2:20PM	Smithfield Foods Improving Bank Communications with Adoption of eBam and Bank Fee Analysis	Next Step in ePayments Adoption: Earn Revenue via Virtual Card Programs	Nidec-Motor's Best Practices Measuring KPIs and Collector Performance	CertainTeed Automates Asset Based Lending To Optimize Liquidity	Beyond the Cloud: Reducing Total Cost of Ownership
2:30PM – 3:20PM	Gaining a Holistic View of Treasury & Risk	Ameriprise Financial Introduced Payments Automation for Increased Control and Improved Visibility into Daily Cash Position	BlueTarp Financial Incorporated Statistical-Modeling to Reduce Past-Due A/R & Improve Collector Effectiveness	Beyond the Cloud: Reducing Total Cost of Ownership	Boeing's Effective Strategy for Short-term Cash Management
3:30PM – 4:00PM	Networking Break				
4:00PM – 4:50PM	Smithfield Foods Improving Bank Communications with Adoption of eBam and Bank Fee Analysis	Next Step in ePayments Adoption: Earn Revenue via Virtual Card Programs	Integrating Electronic Billing & Collections at PUMA	CertainTeed Automates Asset Based Lending To Optimize Liquidity	Boeing's Effective Strategy for Short-term Cash Management
6:00 PM – 10:00PM	Customer Appreciation & Networking Dinner				

(Best Practice Descriptions Located on Page 6)



"The 2011 SunGard AvantGard Summit was excellent - the best yet. The Summit provides a great opportunity for users to network as well as learn about new releases and make our voice heard about future enhancements. It's a small investment that will reap a large return."

-Brenda Jalowiec, Global Director of Credit, Nidec Motors





BEST PRACTICE SESSION DESCRIPTIONS:

Smithfield Foods Improving Bank Communications with Adoption of eBam and Bank Fee Analysis

Speaker:

Cathy Whitley, Corporate Cash Manager, Smithfield Foods

Smithfield Foods manages over 70 bank accounts that each have multiple signers across a decentralized treasury environment. Adding, removing or editing signers as well as opening and closing bank accounts for over 70 accounts has been a manual, time-consuming and costly process. Additionally, reviewing bank fee revisions and manually keying in bank fees was time-consuming. By automating both the bank account management and bank fee analysis processes, the company's treasury department has gained visibility into their bank accounts, can more easily analyze bank fees, improved operational efficiencies, and reduced risk. The company will also be connecting the bank account management solution to their bank to help further streamline their processes. Attend this session to hear Smithfield Foods discuss their challenges, goals and results around bank communications and learn how automating your bank account management and fee analysis processes can save your company time and effort. Additionally learn how the IRS requirements to report Foreign Bank and Financial Accounts (FBAR) can affect your organization and how you can meet this regulatory requirement.

Gaining a Holistic View of Treasury & Risk

Risk Management plays a crucial role in ensuring a company has access to sufficient liquidity and that it is managed efficiently. In an increasingly global marketplace, corporations are more susceptible to risk than ever before. Movements in foreign currency markets and interest rates can have a substantial impact on a company's revenue, income and earnings. Corporations need to be able to identify exposures around credit, liquidity and market risk and manage them effectively. To do so, corporations require a holistic view of risk from an integrated dealer desktop that combines market risk management and performance measurement capabilities across all the positions that the treasury department manages is an effective. Attend this session to learn how corporations can gain a holistic view of risk to help achieve greater efficiency, transparency and control over risk.

Next Step in ePayments Adoption: Earn Revenue via Virtual Card Programs

Finance departments are under continued pressure to reduce costs and improve operational efficiencies. One of the easiest ways to do this and earn additional revenue is by migrating check printing to electronic payments. It is no secret that migrating paper checks to ACH can help you reduce costs and risk as well as improve operational efficiencies. However, migrating paper checks to a virtual card rebate program is a hidden gem that finance departments are now discovering and adopting. Virtual card technology generates single-use unique card numbers with set credit limits based on the company's payment instructions. This approach safeguards each virtual card against unauthorized use and simplifies reconciliation. A company can earn rebates from check disbursements that are migrated to card payments based on a defined percentage of their total monthly spend. Attend this session to hear how one company migrated their checks to a virtual card program and is now earning revenue for their company.



BEST PRACTICE SESSION DESCRIPTIONS (Continued):

Ameriprise Financial Introduced Payments Automation for Increased Control and Improved Visibility into Daily Cash Position

Speaker:

Debra Dahl, Director, Treasury Operations, Ameriprise

Ameriprise Financial, a financial services organization with a network of financial advisors and asset management, advisory and insurance capabilities, required a solution to standardize their outgoing payments – specifically wire transfers. Wire transfer requests were coming in from multiple business units via multiple channels – i.e. email, fax. The treasury department was not able to properly document the requests and lacked control over approvals. The organization also required a central location to house prior day bank activities that could be accessed by multiple business partners at one time in order to have visibility into the daily cash position. Additionally, the organization wanted to easily provide daily reports on prior day bank activities. Attend this session to hear how Ameriprise introduced payments automation into their treasury processes which helped the company tighten controls and improve the approval processes around wire transfers. You will also learn how they were able to gain visibility into their daily cash position and improve reporting.

Nidec-Motor's Best Practices Measuring KPIs and Collector Performance

Speaker:

Brenda Jalowiec, Global Director of Credit, Nidec-Motor

Nidec-Motor's collections team is decentralized in the United States and Manila and had inconsistent processes which made measuring key performance indicators (KPIs) and tracking collector performance difficult. Once the company introduced automation and standardized their processes, they were able to easily track and measure KPIs and collector performance. Today the collectors are measured and held accountable for percentage of past-due receivables, cash collected, collector effectiveness and percentage of queue completion. There is also a small monthly incentive in place if they reach their goals. Attend this session to learn best practices in measuring KPIs and collector performance and how credit risk and dispute management play a role. You will also hear about the advantages and disadvantages of incentive programs.

How BlueTarp Financial Incorporated Statistical-Modeling to Reduce Past-Due A/R & Improve Collector Effectiveness

Speaker:

Tracey Richardson-Newton, Director of Credit Risk Management, Blue Tarp Financial

BlueTarp Financial, a full-service commercial credit provider to building materials and hardlines dealers and their commercial customers, has introduced statistical-based scoring into their credit & collection processes, which leverages customer payment history and a company's internal accounts receivable data in order to help predict the likelihood of a severe delinquency and bad debt. The company uses the statistical model to drive collection strategies and manage credit lines. As a result, BlueTarp has reduced past-due A/R over 90 days by more than 50% and have achieved additional benefits. Attend this session to hear how BlueTarp Financial utilized statistical-based scoring to drive collection strategies and better manage existing customer credit lines with limited resources.



BEST PRACTICE SESSION DESCRIPTIONS (Continued):

Integrating Electronic Billing & Collections at PUMA

Speaker:

Brian Good, Director of Customer Relations, PUMA

PUMA automated its Order-to-Cash cycle but was still printing paper invoices in-house. The invoice process was costly and caused delays getting invoices to customers and ultimately paid in a timely manner. The company wanted to reduce costs, improve operational efficiencies, and reduce its dependency on the US postal service which has been cutting back on mail services. The company is now outsourcing the invoice process to a solution provider who has helped them already migrate 40% of its customers to EIPP through its strategic enrollment program and reduce costs by 80%. The remaining 60% of the invoices are even delivered to customers faster from multiple regional mail houses. Attend this session to learn how PUMA gained internal buy-in, implemented the solution and is achieving results. Additionally, here how PUMA acquired a company and automated its Order-to-Cash cycle and migrated its paper invoicing to electronic within just a few months.

CertainTeed Automates Asset Based Lending To Optimize Liquidity

Speaker:

Susan Delloiacono, Director of Credit Services, CertainTeed Corporation

CertainTeed, a manufacturer of building material and subsidiary of industrial manufacturer Saint Gobain, recognized the benefits of Asset Based Lending, specifically borrowing against their receivables to help fund company initiatives. The company however, has embarked on a project to improve operational efficiencies and eliminate time-consuming manual processes related to monthly reporting of their receivables portfolio to the lending bank. As part of this project, CertainTeed is introducing automation and will be able to pull data from their GETPAID solution into a single portal and easily provide a monthly report to the bank. Attend this session to hear directly from CertainTeed to learn about the steps they are taking to automate their asset based lending.

Beyond the Cloud: Reducing Total Cost of Ownership

As the world embraces cloud computing, the convergence of Financial Technology and IT is changing how services are delivered and consumed. From managed bank connectivity to more comprehensive treasury, receivables and payments functions, companies are reducing total cost of ownership and deploying software in hosted and cloud environments. Attend this session to learn about the implications and benefits to finance professionals and the latest innovations and trends in cloud computing. You will also hear a practitioner's experience with the private cloud and managing a project in this environment

BEST PRACTICE SESSION DESCRIPTIONS (Continued):

Boeing's Effective Strategy for Short-term Cash Management

Speaker:

Ed Saavedra, Treasury Manager, Boeing

Boeing, a leading aerospace company and manufacturer of commercial jetliners and military aircraft, rotorcraft, electronic and defense systems, missiles, satellites, launch vehicles and advanced information and communication systems, required a solution to help them diversify their short-term investments, enhance returns and better manage cash holdings across the organization. Through a single portal, Boeing is able to research, analyze, trade and report on hundreds of money market funds and short-term cash investments. The company has also improved straight-through-processing and operational efficiencies by integrating the portal with their treasury management system. Boeing pulls data from the portal into the treasury management system to process the wires and invest in the funds. Additionally, the company is able to aggregate counterparty and security types from multiple fund data providers and analyze risk. Attend this session to hear how Boeing has been able to increase transparency, improve straight-through processing and mitigate risk around short-term cash management. You will also hear the latest trends in short-term cash management from a leading money market fund provider.



"I am a GETPAID client and found the user session at the client summit particularly valuable as we had a chance to see the latest version coming to general release.

I was extremely happy to see that many of the enhancement ideas that CN has offered SunGard over the last two years have been incorporated into the new version.

This proves to me that SunGard indeed listens to its clients and makes efforts to improve products based on the feedback received. Thank you for a great client summit and look forward to seeing you next year."

-Laura O'Neil, Manager Web Operations, Canadian National Railway



DAY TWO – Tuesday, May 15, 2012

8:00AM –
9:00AM

Breakfast & Registration

9:00AM –
4:00PM

Product User Group Sessions

Quantum, Integrity, ICMS, Globe\$, TWS, APS2, GETPAID,TRAX

Quantum

Product Roadmap

Quantum 5.0 (released 12/31/11)

- Taskbar
- 2. New adhoc reporting capability
- 3. Integrated dashboard
- 4. Cash Management enhancements
- 5. Front office enhancements
- 6. System and General enhancements

Quantum 5.1

- Basis swaps
- Hedge Accounting enhancements
- Net migration
- System and General enhancements

New offerings:

- Bank Fee Analysis
- BAM
- Bank Connectivity
- Market Feeds

Customer Case Study: Best Practices

Open Forum / Q&A

Integrity

Opening Session

- State of Services
- Goals for the Last Year
- What Worked
- Focus for 2012

Product Roadmap

- Integrity 8.1
 - New report writer – how to build reports and dashboards
- Integrity 8.2
 - New report writer – how to build reports and dashboards

State of Development

- Quality and Testing - Automation and Coverage
 - Changes over the last 12 months, and future plans
- Support – Process and Organization
 - Impact of the changes introduced over 2011 and further enhancements planned
- Technical Changes
 - Review the technical changes to the product and the Implications for customers

Customer Case Study: Best Practices

Getting the Most Out of Client Services

Cash Predictor, Fee Analysis, and eBAM-Capabilities and Integration with Integrity

VB6 Update: Converting the Current VB6 code base to .NET and What it Means to Customers

Open Forum / Q&A

DAY TWO (Continued)

<p>ICMS</p> <p>Product Roadmap</p> <p>Workstation Optimization</p> <ul style="list-style-type: none"> • Macro Functionality • GL Filter Functionality • Accounting Control Report • Tips and Tricks <p>Data Access</p> <ul style="list-style-type: none"> • Ad Hoc Report Writer • Enhanced Data Navigator/Pre-Navigation Filters <p>Recent Trends in System Usage</p> <ul style="list-style-type: none"> • Achieving bank connectivity Advanced data enrichment using the GL Filter module • Expanded use of the Recon module for accounting purposes (E.G., Book to Bank, Checks Recon, etc.) • Forecasting data management and reporting • Payment processing – system acknowledgments <p>Customer Case Study: Best Practices</p> <p>Open Forum / Q&A</p>	<p>ResIQ</p> <p>Product Roadmap</p> <p>Workstation Optimization</p> <ul style="list-style-type: none"> • ResIQ2 Directories & Databases Configuration • SmartSheets / CashSmartSheets • Scanner File Maintenance/Transaction Keys • Cash Ledger Module • Bank to Cash Ledger Process <p>ResIQ Administration</p> <ul style="list-style-type: none"> • Configuration • Security & Administration/IQ2Util • ResIQ2 User Technical Environment • ResIQ2 Directories & Databases Configuration <p>Customer Case Study: Best Practices</p> <p>Open Forum / Q&A</p>
<p>TWS</p> <p>Product Roadmap</p> <p>Workstation Optimization</p> <ul style="list-style-type: none"> • Tips and Tricks • Bank Import Configuration <p>Bank Fee Analysis</p> <p>Customer Case Study: Best Practices</p> <p>Open Forum / Q&A</p>	<p>Globe\$</p> <p>Product Roadmap</p> <p>Workstation Optimization</p> <ul style="list-style-type: none"> • Tips and Tricks • User Defined Fields <p>Reporting</p> <ul style="list-style-type: none"> • Ad Hoc Report Writing • Infomaker <p>Customer Case Study: Best Practices</p> <p>Open Forum / Q&A</p>

DAY TWO (Continued)

<p>APS2</p> <p>Product Updates / Optimization</p> <ul style="list-style-type: none"> • WEB Version functionality/reporting • Use of Data Extract to create reports/downloads • FDIC Reporting • FASB157 Reporting • Limits Reporting • Custodial Reconciliation • GASB31 Reporting • GASB40 Reporting • Money Market/Demand Deposit processing and reporting • NCUA 5300 Call Report • MBS Estimated Cash Flow Projections • Deferred Status Transactions • Repo/Reverse Repo processing and reporting • Options reporting <p>Open Forum / Q&A</p>	<p>GETPAID</p> <p>What's New at AvantGard Receivables?</p> <ul style="list-style-type: none"> • Organizational Review • Services Update <p>Customer Innovations - Best Practices and Case Studies Customers share ideas, experiences and best practices of the use of GETPAID</p> <p>Product Innovations - Technology Updates and Releases</p> <ul style="list-style-type: none"> • Receivables Roadmap • Trade liquidity Roadmap • Receivables Analytics • Invoice Delivery, Presentment, and Connectivity <p>Open Forum / Q&A</p>	
<p>GTM</p> <p>Product Updates / Optimization</p> <ul style="list-style-type: none"> • Product Roadmap • Long-term Strategy • Bank Connectivity <ul style="list-style-type: none"> ○ Bank fee analysis, eBam/Bam, Bank statement aggregation • Managed services • Training/PS/Upgrades <p>Open Forum / Q&A</p>	<p>TRAX (Held During Lunch – 12:00PM – 1:30PM)</p> <p>Product Roadmap</p> <p>Benefits of TRAX 5.1</p> <p>Open Forum / Q&A</p>	
<p>10:30AM – 11:00AM</p>	<p>Networking Break</p>	
<p>12:00PM – 1:30PM</p>	<p>Networking Lunch</p>	
<p>2:30PM – 3:00PM</p>	<p>Networking Break</p>	
<p>4:00PM -</p>	<p>Departures <i>(Unless Staying for Optional Product Training on Wednesday, May 16, 2012)</i></p>	

(OPTIONAL)

DAY THREE – WEDNESDAY, MAY 16, 2012	
8:00AM – 9:00AM	Breakfast & Registration
9:00AM – 3:00PM	Optional Product Training Sessions Quantum, Integrity, ICMS, Globe\$, TWS, APS2, GETPAID,TRAX
Quantum The AvantGard Quantum optional product training will cover Inquiries and Reporting. Reporting in Quantum consists of both on screen inquiries, which are created using tools with the product itself, and professional reporting via Crystal Reports. The reports and inquiries training is an introductory-level training session to help you understand how to build inquiries, view and create reports, on your organization’s database — all without bombarding you with industry jargon and overly complex technical explanations. Quantum inquiries allow the quick creation of multi-level inquiries which allow the user to drill down from high level information to individual transaction levels. Crystal Reports, a market-leading third party report writer, allows you to develop sophisticated, professional quality reports. Training Objectives: <ul style="list-style-type: none">• Session 1 - Inquiry based reporting (non-Crystal) – 4 hours<ul style="list-style-type: none">○ Reporting Engines○ Parameter Formats○ Format Screens○ What you can do without Crystal• Session 2 – Crystal Reporting for Dummies – 2 hours<ul style="list-style-type: none">○ Logging On○ Add, Delete and Format Fields○ Grouping○ Conditional Formatting• Open Forum / Q&A	Integrity The AvantGard Integrity product training has been distilled down to the three most commonly-requested and critical topics: Cash Management, Accounting and Reporting. The Cash Management session will focus on how to use Integrity to gain the maximum visibility to your current cash position and future needs. The Accounting session will serve as an overview, covering everything from setting up the accounting rules to the process of exporting the journal entries to the General Ledger. The Reporting session will be the longest and will focus on how to use all of Integrity’s reporting and querying tools to extract and disseminate key data from the system. Training Objectives: <ul style="list-style-type: none">• How to best utilize bank reporting data to fit your cash positioning, accounting and reconciliation requirements.• How to maximize the use of automated processes to save time and increase efficiency.• Understanding the many options for cash forecasting.• Reviewing all of the types of accounting entries that Integrity can produce.• Learning how to set up some basic accounting rules.• Covering the creation, querying and exporting of journal entries.• Understanding the standard reports and the process of report generation.• Reviewing the standard queries and database views.• Using the Query Setup tool and the Query Wizard to create your own queries.• Learning about report distribution methods.• Open Forum / Q&A

DAY THREE (Continued)

ICMS

The ICMS product training will provide insight for the newcomer and innovations for the experienced user. The training will cover a general overview of the system functions and highlight system integration between modules.

Training Objectives:

- Gain an overview of the system integration with an emphasis on “single point data entry”, spanning cash, investment, and debt.
- Discover the power of dynamic reporting. Reporting in ICMS has taken on a new dimension by allowing results to be transformed using cube-enabled technology. With simple drag and drop techniques you will be able to take simple lists and transform into robust reporting (e.g., producing pivot tables, changing report axis, adjusting group hierarchies, etc.).
- Learn new ways to enrich your data. This session will provide user-friendly techniques to maintain centralized data enrichment rules that address visibility, auto journal assignment, and general enhancement of you actual and forecast cash flows.
- Expand the use of your recon tool. Learn robust techniques for reconciling daily cash, and other advanced topics, including payments and receipts reconciliation.
- Learn about System Utilities and general ways to improve workflow for day-to-day operations.
- Find out how In House Banking can be a big win for accounting.
- Open Forum / Q&A

Globe\$

As is the case in the real world, the emphasis for Globe\$ improvements rests solidly in the area of Security. Product training will include an in-depth discussion of new configuration options within the Dual Approval for Users and or Static Data elements of AG-Globe\$. Treasury department staff members can now be both creators, and approvers of users/static data without violating segregation of duty rules. In lean economic times, this modification benefits organizations that have small treasury departments. Additionally, changes in the Security Administration module will satisfy any Auditor requirements with the introduction of validation routines that prevent a user from approving their own changes.

Participants will also receive a demonstration of new data elements that have been added to reporting that include *Last Approver* and *Editor*. These changes are available both in the general reporting module as well as Audit Reporting. As always, we will include discussions on topics such as General Ledger interfacing with multiple third party packages, as well as Cash Management and Accounting best practices.

Training Objectives:

- General overview of system
- Understand the new security design enhancements
- Incorporate treasury best practices in your organization
- Open Forum / Q&A

DAY THREE (Continued)

ResIQ

The AvantGard ResIQ (ResourceIQ) optional product training is designed to help the treasury analyst with their cash management functions but also assist them with technical issues that they can perform without the help of IT.

The main portion of the class will cover a variety of ResourceIQ modules that help streamline the daily activities of the cash manager such as SmartSheets, Investment/Debt SmartPages, Cash Ledger, and Reconciliation. The second portion of the class will cover system maintenance topics and upgrades along with new features.

Training Objectives:

- SmartSheet (Cash Worksheet) design and maintenance / SmartPage (Invest/Debt) design and maintenance
- How Scanners work and what customer support needs for effective troubleshooting
- Open Forum / Q&A

TWS

As part of the AvantGard TWS product training we will demonstrate the latest functionality including Security Enhancements for Payments Processing, enhanced Reporting and integrating the SGN short-term cash management portal. Engage in discussions geared toward the analysis and optimization of treasury management principles. From flow customization to Ad Hoc reporting, we will explore the new features of TWS and illustrate how organizations can maximize operational efficiencies.

Training Objectives:

- Overview of the system
- Review product enhancements
- Track Money Market investments in the System with STN Integration
- Discover the Value of using Account Analysis Module to track Bank Fees
- Open question and answer
- Open Forum / Q&A

APS2

The AvantGard APS2 optional product training will provide an informational overview of the core features and functionality available within the APS 2 product. Topics will include:

- New WEB Version
- MBS run-off estimated projection
- Limits reporting
- Stock Option
- Interest Rate Swaps
- Regulatory reporting (FDIC, CREDIT UNIONS, FASB157, GASB31, GASB40)
- New Fields for Data Extract
- Custodial holding and payment reconciliations

Training Objectives:

- Participate in hands on training on WEB / GUI version of the product
- Review new enhancements of the product
- Open Forum / Q&A

GTM

The AvantGard GTM product training will cover advanced topics including the Security set-up options and ongoing Security maintenance within your system. The session will also focus on ongoing accounting maintenance with an emphasis on how other modules within the system impact accounting and a review of how deal or accounting setup changes affect the ending journal entries.

Training Objectives:

- Security Manager (Entity and Role based)
- Status Based Security
- Administrative Security
- Panel based security applications
- Understanding the general ledger in Intrex and Contract Modules
- Review of static data requirements
- Chart of Account Setup & debit/credit entries
- Rules for applying the various accounts to your transactions
- Open Forum / Q&A

DAY THREE (Continued)

GETPAID

The AvantGard GETPAID optional morning product training is designed to provide a high level of understanding in regards to the Collections and Disputes Administrator Application. Recommendations and discussions regarding optimization of each individual aspect of the functionality will be included. An additional focus will be placed on changes to strategies and templates, and tracking the effects of configuration on user activity. The optimization of Dispute Resolution and Escalation setup is also included in the session.

Training Objectives:

- Learn the Administrator capabilities of the AvantGard GETPAID system
- Discuss each function of the GETPAID Collections Administrator
- Learn tips and techniques to optimize Collections and Dispute Management
- Learn how to best utilize the Work Queues within the AvantGard GETPAID system
- Learn how to track user activity and effects of configuration by using activity reports
- Participate in an open question and answer forum

The afternoon product training will also focus on the Optimization of the Credit Risk Management Administrator within the AvantGard GETPAID product. The credit review process will be covered and templates will be addressed. Additional information will be provided regarding the Data Import, Score Cards, Credit Limit Policy, and Bad Debt Reserve.

Training Objectives:

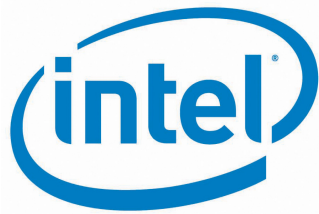
- Optimizing Credit Risk Analysis / Improving Collections Effectiveness
- Configuring the Credit Review Process
- Designing a Credit Review Policy
- Optimizing Credit Score Cards within AvantGard GETPAID
- Setting Bad Debt Reserves & Credit Limits

Open Forum / Q&A

10:30AM – 11:00AM	Networking Break
12:00PM – 1:00PM	Networking Lunch
3:00PM	Departures

THANK YOU TO OUR SPONSORS

Platinum:



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