



USER CONFERENCE 2008

Hard Rock Hotel - Universal Studios Orlando

Agenda

Sunday, September 14th

Events:

- **Golf at Shingle Creek**
- **Universal Studios & Adventure Island Parks**

8-10pm Jimmy Buffett's Margaritaville Reception Dinner and Beverage Service in City Walk just a short distance from hotel (The 12 Volt Bar and Balcony area)

Monday, September 15th

7:30-8:30am Breakfast (Velvet room)

Maximizing the value of your TMS (8:30-9:45am, Avalon I & II) So you have invested in MercuryGate and completed the implementation. Now you want to leverage the data that you collecting to maximize the investment in your TMS. This session will incorporate experiences from several customers where they have both enhanced the value of the data within MercuryGate and in the process have realized significant savings.

Managing your Supply Chain from "Cradle to Cradle" (10:00-11:15am, Avalon I & II)

One of the best ways to ensure a green supply chain is to reduce waste and inefficiencies throughout the fulfillment process. This discussion will be a customer presentation of incorporating both the outbound and inbound transportation supply chain. We will focus on what efficiencies may be gained by closely linking the order process with the transportation management process.

HOW IT ALL WORKS! (11:30am-12:30pm, Avalon I &II) or “How I learned to stop worrying and love the configuration help text!”. There is a lot involved in molding the TMS application into a solution that supports your processes. The molding process involves all aspects of the TMS from users and roles to configurations and codes tables. This session will focus on how to make the TMS an effective tool for all aspects of your business from transportation determination to customer support. We’ll even show you some of that elusive documentation!

12:30-1:30pm Lunch (Velvet Room)

Mojo Methodologies (1:30-2:30pm, Avalon I &II) Learn the secrets of optimization with one of the Mojo architects. See how a methodical approach of input simplification can tackle difficult optimizer problems. Submit a request to see a live optimization demonstration of your data.

How to Test (1:30-2:30pm, Avalon III) Expect what you inspect. Words of wisdom that describe how you can be assured that the latest changes you’ve requested will actually accomplish what you want them to do. In this session we will look at how to define test scripts and achieve the expected results before the latest release is moved into a production environment. We will focus on how to approach testing for many of the typical changes such as custom rule sets and documents highlighting the items that are frequently not considered during the testing process.

How to Use Optimization (2:45-3:45pm, Avalon I & II) This session is for those of you that aren’t sure what you would do if you got your Mojo. We’ll show you the different ways the optimizer supports your business and how you can use it to not only reduce costs but also win business. We will drill into detail use cases and the implications of different input parameters and files.

Reporting using View and Edge (2:45-3:45pm, Avalon III) MercuryGate continues to improve the robust reporting functions by added a new end-user reporting workbench, MercuryView. MercuryView allows you to setup unique reporting templates that may be customized dynamically by customers without fear of compromising data. Come see what View is all about as well as some new features of MercuryEdge.

Rating (4:00-5:15pm, Avalon I & II) Mercurygate has one of the most robust rating architectures in the industry. This session will focus on the various rating options available. We will demonstrate best practices for managing contracts. Learn how to setup complex contracts using rate table options, negotiated lanes and accessorials. We will also review rating management shortcuts such as copying contracts, copying negotiated lanes and, our newest feature, accessorial profiles. This topic will also include rating configuration options, such as limiting rating results, re-rating, allocations and route guide.

KEYNOTE (5:15-6:00pm) Information will be forthcoming.

7:30pm Dinner at Palm Restaurant inside Hard Rock Hotel

Tuesday, September 16th

7:30-8:30am Breakfast (Velvet Room)

Inconvenient Truths about 'Green' Supply Chains (8:30-9:30am, Avalon I & II)

Adrian Gonzalez, Director, Logistics Executive Council, ARC Advisory Group

If you go back a year or two, just about every magazine and newspaper had an article about the environment, talking about how we're in the midst of a 'green' revolution that corporate giants were not only supporting, but actually leading the charge. But the headlines are starting to change. "Little Green Lies" was the cover story in last October's *Business Week*, "The Dark Side of 'Green' Bulbs" in the *Wall Street Journal*. What's going on here? In this presentation, Gonzalez will discuss the current state of green supply chain initiatives and success stories, along with some inconvenient truths that every company and consumer must recognize in order to create green supply chains that are truly sustainable.

Procurement/Bid (9:45-10:30am, Avalon I & II) This session will present a first look at the forthcoming MercuryBid product and explain the roles of carriers, lanes, rate tables, and bids within the system. Two case studies will be used to show how to accommodate situations where either historical/actual shipment data is used vs. the use generation of dynamic shipment on-the-fly. Additional functionality and product release dates will also be discussed.

Going Global (10:30-11:15am, Avalon I & II) This session will focus on the value that our partner, TradeBeam, can bring to your global shipping and receiving needs. We will discuss the integration between TradeBeam and the MercuryGate TMS as well as provide a demonstration of the TradeBeam system. We will also discuss the integration between the MercuryGate TMS, ocean carriers and INTTRA.

Controlling Your Process (11:30am-12:30pm, Avalon I & II) Are you controlling your process or is it controlling you? We will discuss how to define processes necessary to your business. Then we will take these processes and show you how to utilize TMS features to enforce it. A well-implemented process will allow for you to gather quality data, which in turn will produce better information. Some features that will be covered include reporting, activities, GPS411 and DAT.

12:30-1:30pm Lunch (Velvet Room)

System Architecture (1:30-2:30pm, Avalon I & II) Enjoy a behind-the-scenes technical look at running and maintaining the MercuryGate TMS. Witness the magic of system monitoring, logging, backup strategies and network architecture. Get a sneak-peek of the newest system logging reports just released in the latest build.

Messaging (1:30-2:30pm, Avalon III) Whether is it EDI, XML, EXCEL, SAP BAPI/IDOCs – messaging is the backbone for getting data into and out of MercuryGate. This discussion will focus on best of breed processes for integration with carriers and ERP systems.

Technical Panel (2:45-3:45pm, Avalon I & II)

Settlements (2:45-3:45pm, Avalon III) This track session will focus on the settlement process. Learn how to effectively process carrier invoices by using variances. We will review options available for creation of customer and carrier invoices. Many customers have specific requirements which must be met prior to invoicing such as POD, BOL Document, and references. Learn how rulesets can be used to manage the process to ensure all requirements have been met before invoicing. This track will also include best practices review of accruals and integration to your financial package.

Customer Support & Product Direction (4:00-5:30pm, Avalon I & II)

7:30pm Meet in hotel lobby for transportation to dinner

8:00pm Dinner at Timpano Chophouse & Martini Bar