YOU ARE INVITED TO ALLIANT SYSTEMS’ ANNUAL CUSTOMER CONFERENCE
October 16th - 18th, 2013
The Worthington Renaissance Fort Worth Hotel | Ft. Worth, TX
ALLIANT BREAKOUT SESSIONS

• **PRODUCT UPDATE** – The product update session will review new features and enhancements added to the Alliant product suite over the past year. This session will cover enhancements to the basic route accounting module, A/R, work orders, stockroom and Alliant Mobile for Android™.

• **PRODUCT FEATURES** – The product features session will focus on using the existing application more effectively. This session will focus on ways users can improve daily tasks such as account entry, customer entry and billing setup. In addition, Alliant personnel will demonstrate some great tips and shortcuts to help users get even more out of the system.

• **CRM MODULE** – In 2012, we gathered details from Alliant customers on what was desired from a new and improved CRM module. This year, we will spend more time reviewing key features that have been developed. Specifically, we will introduce the concept of “system events”. System events are key events that occur for each organization such as the fulfillment of a new order, an increase or decrease in a customer’s inventory, or a customer’s A/R balance rolling from “over 30” to “over 60”. Identifying the system events that are important to your organization will be a key component when implementing the CRM module.

• **ASK ALLIANT** – The Ask Alliant session will be conducted in a group setting and will begin by taking questions from the audience as well as reviewing questions submitted by attendees that may be of interest to all. If time permits, we will break into individual groups to cover topics that may be of interest to specific attendees.

GAINING A COMPETITIVE EDGE THROUGH TECHNOLOGY

THE PREMIER INDUSTRY EVENT FOR INDEPENDENT OPERATORS

PLEASE JOIN ALLIANT SYSTEMS’ ENTIRE STAFF AND OTHER INDUSTRY PEERS AT THIS YEAR’S CONFERENCE FOR AN INFORMATIVE AND PRODUCTIVE MEETING. WE’LL REVIEW UPDATES TO OUR CURRENT PRODUCTS, PROVIDE TRAINING SESSIONS, AND INTRODUCE SOME NEW THINGS, TOO!

PLEASE REGISTER BY SEPTEMBER 18TH, 2013
SUPPLIER BREAKOUT SESSIONS

• PERFORMANCE MATTERS – At this year’s conference, Performance Matters will present methods for you to measure, analyze and optimize your company’s performance. Stay tuned for more details!

• AUTOMATION DYNAMICS – “The next generation of host and count station software” and “Mobile Technology: Bringing tablets to the soil room”

• POSITEK RFID – The leading supplier of RFID enabled sorting and tracking software will demonstrate and answer questions about the latest RFID technology.

GUEST SPEAKER, RICH SWEENEY – “LEADING WITH CERTAINTY.....IN UNCERTAIN TIMES”

• Rich Sweeney is the Founder and CEO of R.H. Sweeney Associates, a Dallas-Ft. Worth based consulting and training firm. Over the past twenty years, Rich has been a constructive catalyst, a “game changer”, for thousands of executives and people managers who want to improve themselves as leaders, while favorably impacting the top and the bottom line performance of their companies. Sweeney’s energetic communication style is magnetic as he imparts his passion for identifying innate potential and genius within people, while clearing away the perceived roadblocks that hold leaders back from achieving strategic results.

• In this lively session, Rich Sweeney will present some members of the audience with the opportunity to learn how their own natural habits of behavior in the workplace impact the productivity of the people they lead every day. Sweeney steps the members through a variety of practical applications where members receive an objective way of knowing:

  - If their own behaviors are actually promoting the culture they want for their company.

  - If communication between themselves and their key associates is open and easy or if there may be some inherent behavioral barriers that they can proactively remove.

  - The natural drives and motivations of their associates and how they, as leaders, can leverage the natural behaviors to the benefit of the company’s goals and the associate’s greater satisfaction. Sweeney’s ability to use the science-based, graphical data to immediately speak to the specific dynamics of a member's team is amazing. Each member’s self-awareness is heightened in a constructive, non-invasive manner that encourages self-driven change without conflict.
AGENDA

WEDNESDAY, OCTOBER 16TH
7:00 – 9:00 PM        Welcome Reception

THURSDAY, OCTOBER 17TH
7:00 – 8:00 AM        Breakfast Buffet
8:00 – 9:15 AM        General Session
9:15 – 9:30 AM        Break
9:30 – 10:30 AM       Alliant Breakout Session I
10:35 – 11:35 AM      Supplier Breakout Session I
11:35 – 12:45 PM      Lunch & Phone Break
12:45 – 1:45 PM       Alliant Breakout Session II
1:50 – 2:50 PM        Supplier Breakout Session II
2:50 – 3:00 PM        Break
3:00 – 4:00 PM        Alliant Breakout Session III
4:00 – 5:00 PM        Alliant Breakout Session IV
7:30 PM

FRIDAY, OCTOBER 18TH
7:00 – 8:00 AM        Continental Breakfast Buffet
8:00 – 9:00 AM        Alliant Breakout Session V
9:05 – 10:05 AM       Supplier Breakout Session III
10:10 – 11:10 AM      Alliant Breakout Session VI
Adjourn Conference