

Color Coded by Subject

Parts	Service	Sales/Rental	Finance/Admin	Integrated Solutions	Dealer Principal/Management	IT	General	Effective Mgmt & Leadership	Vendors
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Dealer Solutions JDUG Summit 2017 Agenda "Solutions to Win"

Mon 2/20	Lone Star A1	Lone Star A2	Lone Star A4	Dallas Ballroom A	Dallas Ballroom B	Dallas Ballroom C	Dallas Ballroom D1	Dallas Ballroom D2	Dallas Ballroom D3	San Antonio Ballroom	Houston Ballroom	State Room 1	State Room 3
1:00 PM	Employee Engagement	Parts Systems Roadmap	What Not To Miss (Guided Tour)	Generations in the Workplace	Financial Basics	John Deere Sales Center Introduction & Overview	Centralizing Management of IT Resources	John Deere Precision Ag Solutions	C&F JDQuote2 Overview	Centralized Management for Your Mobile Fleet	Showroom Solutions: Next Level Showroom - 101	JDAim: Winning Customers with Information	C&F Delivering John Deere Ultimate Uptime with SvAP
2:15 PM	Rewards & Recognition		EQUIP™ Sales - Get the Facts About Sales	John Deere Connected Support & Machine Health	EQUIP Month-End / Year End Processing	John Deere Sales Center Introduction & Overview	How to Setup Intranet for SharePoint in the Dealership	John Deere Warranty System	C&F CRM Key Account Sales Management	Service Operations Roadmap	Creating Installment and Lease Finance Offers	Microsoft - Office 365 – Getting the Most Out of Your Investment	Fastlane Media - 5 Ways You Are Ruining Your Social Media Presence
3:15 PM	*** Break & Vendor Display***												
3:45 PM	Roundtable: Retention Strategies	EQUIP™ Parts Tips & Tricks	Queries and Tables for Custom Service Reporting	Solutions to Win with Showroom Measurement - 301	Filing Your Own 1099 MISC Form - Refresher	Sales/Rental JDF Settlements	Windows Server 2016 & Deere Applications Infrastructure Licensing & Lifecycle	Barcode 2.0	John Deere Financial - A Resource to Help You Sell Equipment	Ag & Turf MachineFinder Pro™ - Improving Efficiency Workshop	Workplace Planning	Paperless? Why Would I?	C&F Delivering John Deere Ultimate Uptime with SvAP
5:30 PM	General Session in Lonestar Ballroom Keynote Speaker: John Lagemann, Senior Vice President, Ag & Turf Sales and Marketing, Regions 3 & 4												
6:45 PM	Dealer Reception 6:45 - 9:00												

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Dealer Solutions JDUG Summit 2017 Agenda

"Solutions to Win"

Tue 2/21	Lone Star A1	Lone Star A2	Lone Star A3	Lone Star A4	Lone Star C1	Lone Star C2	Lone Star C3	Lone Star C4	Dallas Ballroom A	Dallas Ballroom B	Dallas Ballroom C	Dallas Ballroom D	Houston Ballroom
8:00 AM	AT&T - FlexWare: Next Generation Virtualized Networking	Machinery Pete - Use Real-Time Industry Eq. Pricing Data and Farmer Demographic Info	Electronic Signature with DocuSign at Your Dealership	Parts ADVISOR™ The Future of Parts	Service Operations Roadmap	Network Performance Optimization	A&T Leadership Presentation	C&F Leadership Presentation	Emotional Intelligence	What's New In Cash Management?	Learn to Drive Service ADVISOR™ 5	Ceres™ Roundtable	EQUIP™ Sales - Get the Facts About Sales
9:00 AM	*** Break & Vendor Display***												
9:30 AM	CustomerTrax - CRM Simplified and Handle 2.0	Sedona - 201 DealerCustomerPortal.com User Group Q&A	Yes! Improved Communication Can Impact Your Bottom Line	Introduction to JDPRISM	John Deere Warranty System	Mobile Device Management	Support Center...A New WebHelpR	Dealer Leadership Dealer Solutions Session	Employment Development	Financial Roundtable 201	Change Management	EQUIP™ Rental 101 Basic Training	Unlock the Power of RDB EQUIP™ Data
10:45 AM	Foresight - Transform your Business into a High Performance Company	Sedona - 201 Reducing IT Headaches with Dealer CROPS	Proactive Customer Support	Barcode 2.0	Case & Contact Management System (CCMS) - Keys to Winning with Customers	Server 2012 RemoteApp vs. Citrix	HASTCO - Facility Design, Renovation & Construction	Data Security in Today's Insecure Environment				EQUIP™ Rental 201 Rental Reality	
11:45 AM	*** Lunch & Vendor Display***												
1:00 PM	Microsoft - Office 365 - Getting the Most Out of Your Investment	Geometry Global - Dealer Panel: Digital Marketing in Action	Let's Stay Connected! How Connected Machines Make More Money	Dealer Inventory Tracking	Sales Admin Best Practices	Filing Your Own 1099 MISC Form - Refresher	Security Roundtable	Parts Pricing Admin	John Deere Sales Center Introduction & Overview	HR Department of One	Service Admin Portal/Solutions Agreement Roundtable	C&F JDQuote2 User Group	Queries and Tables for Custom Service Reporting
2:15 PM	K-Coe - Flourishing, Functioning or Flailing?	Foresight - Maximize Uptime & Increase Customer Loyalty with IATC	Reserved	Data Security in Today's Insecure Environment	Paperless? Where Do I Begin?	Out of Balance? How Do I Fix It?	Ag & Turf MachineFinder Pro™ - Improving Efficiency Workshop		Centralized Management for Your Mobile Fleet				Windows Server 2016 & Deere Applications Infrastructure Licensing & Lifecycle
3:15 PM	*** Break & Vendor Display***												
3:45 PM	HASTCO - Facility Design, Renovation & Construction	Satisfyd - Mapping the Customer Journey in Your Dealership	Mixed Fleets? EVERY Customer Has One. But How Can I Help?	JDPRISM Optimization	Sales/Rental JDF Settlements	EQUIP Month-End / Year-End Processing	Rewards & Recognition	Parts ADVISOR™ The Future of Parts	Centralized Dealer Operations 301 Workshop	Roundtable: Performance Management	Showroom Solutions: Next Level Showroom 101	John Deere Sales Center Introduction & Overview	How to Setup Intranet for SharePoint in the Dealership
5:00 PM	On your own												

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Dealer Solutions JDUG Summit 2017 Agenda "Solutions to Win"

Wed 2/22	Lone Star A1	Lone Star A2	Lone Star A3	Lone Star A4	Lone Star C1	Lone Star C2	Lone Star C3	Lone Star C4	Dallas Ballroom A	Dallas Ballroom B	Dallas Ballroom C	Dallas BallroomD	Houston Ballroom
8:00 AM	Corporation Service Company - Conducting Effective UCC Searches	Let's Stay Connected! How Connected Machines Make More Money	Proactive Customer Support	Yes! Improved Communication Can Impact Your Bottom Line	Learn to Drive Service ADVISOR™ 5	Ceres™ Roundtable	Centralizing Management of IT Resources	Employee Engagement	Rental Roundtable	Emotional Intelligence	Out of Balance? How Do I Fix It?	Solutions to Win with Showroom Marketing - 301	EQUIP™ Parts Tips & Tricks
9:00 AM	*** Break & Vendor Display***												
9:30 AM	K-Coe - Has your Buy-Sell Agreement been stress tested for today's volatile environment	Easy On Hold - Leveraging Customer Hold Time for Affordable Marketing	John Deere Warranty System	Support Center...A New WebHelpR	JDAim: Winning Customers with Information	C&F Sales Tools Roundtable for non-EQUIP Dealers	Security Roundtable	The Candidate Experience	EQUIP Sales Roundtable	EQUIP™ Parts Best Practices	What's New In Cash Management?	Service Admin Portal/Solutions Agreement Roundtable	Unlock the Power of RDB EQUIP™ Data
10:45 AM	Team SI - The Digital Almanac: Predictions and Challenges in 2017	CustomerTrax - CRM Simplified and Handle 2.0	Case & Contact Management System (CMS) - Keys to Winning with Customers	Paperless? Where Do I Begin?	Mixed Fleets? EVERY Customer Has One, But How Can I Help?		Server 2012 RemoteApp vs. Citrix				Centralized Dealer Operations 301 Workshop		
11:45 AM	*** Lunch & Vendor Display***												
1:00 PM	Machinery Pete - Use Real-Time Industry Eq. Pricing Data and Farmer Demographic Info	Tax Favored Benefits - Fiduciary Duties	Electronic Signature with DocuSign at Your Dealership	John Deere Sales Center Introduction & Overview	Parts ADVISOR™ The Future of Parts	Yes! Improved Communication Can Impact Your Bottom Line	Network Performance Optimization	Change Management	Financial Roundtable 301	John Deere Connected Support & Machine Health	Parts Barcode 2.0 Roundtable	Service Operations Roundtable	Sedona - 201 Sales Workflow Tips & Tricks
2:15 PM	TractorHouse - Sandhills Cloud	Reserved	Sedona - Overcoming Challenges in the Dealership	John Deere Financial - A Resource to Help You Sell Equipment	JDRISM Optimization	C&F CRM Key Account Sales Management	Mobile Device Management			Foresight - Fleet View	Generations in the Workplace		Sedona - 201 Performa Enterprise User Group Open Discussion
3:15 PM	*** Break & Vendor Display***												
3:45 PM	Reserved for Private Breakout	Foresight - IATC Best Practices Roundtable	John Deere Precision Ag Solutions	Creating Instalment and Lease Financing Offers	Reserved for Private Breakout	Dealer Inventory Tracking	Reserved for Private Breakout	Support Center...A New WebHelpR	Reserved for Private Breakout	Reserved for Private Breakout	Workplace Planning	Learn to Drive Service ADVISOR™ 5	Reserved for Private Breakout
5:00 PM	Adjourn												