

DATA SPECIALISTS, INC.
2010 CUSTOMER CONFERENCE
PRELIMINARY CLASS SCHEDULE

DSI Statement of Direction – This general session will provide our customer with an insight into DSI events of the past two years, outline the future of DSI's application development and updated offerings and introduce the DSI staff to attendees.

Who should attend: Users, CEO's CFO's, Plant Managers, Technical Staff

Management/Executive Track

- **Dairy Liquid Costing (Sunday afternoon only)** – The DSI actual costing module for dairy liquids is now available. This session will discuss many of the issues surrounding costing of dairy liquids from different sources, federal/state orders, tests and terms and show how the DSI costing module addresses these. We will cover purchases of milk and other liquids such as cream and juices. This session will focus solely on dairy liquids. The new Dairy Tracker costing to be debuted.
- **Actual Production Costing (Sunday afternoon only)** – This course will focus on costing production accurately. It will use both the information from dairy liquids, but also cover variables such as labor, utilities and explain how you can create costing entries on demand. How to allocate actual costs for various items and explain the inner workings of the costing module. This course will also discuss options for standard and actual costing and how the DSI/Great Plains purchase order interface can help you with costing. We will also be reviewing some of the reports from the costing system.
- **Pooling 101 Course** – Have you always known about pooling and wanted someone to explain it to you in English? We will unlock the mysteries surrounding Milk Pooling – this will include introduction to key terminology and the history behind the pooling concept.
- **Pooling 201 Course** – Back by popular demand, this course will build upon the concepts in the Pooling 101 course. We will cover how individual producer associations run through the DSI pooling reports, common approaches to de-pooling via the application and answer questions on the process..
- **Dairy Costing Done Right** – The cost of milk has repercussions throughout the dairy supply chain whether you are a manufacturer, a distributor, or involved in by-products. Add the other variables such as labor, utilities, logistics, etc. and you quickly realize how critical real-time information becomes to manage your bottom line. You need to have the ability to compare standard vs. actual costs, the tools to perform a true mass balance, and the information for an accurate dairy ingredient reconciliation. Take this opportunity learn about the software tools available to help you achieve 'costing done right'.
- **Bar Code Basics for Dairy** -This presentation will cover the basics behind developing and implementing effective barcode strategies for an entire operation from raw ingredient and packaging materials receiving and "put away" to production staging to finished goods inventory management and order picking / shipping. Several key functional considerations will be reviewed along with typical types of hardware, software, barcode label data definitions, and typical data networks. A working demonstration of a fluid milk plant will also be presented where pallets are moved from one location to another. Finally, a listing of several ROI considerations will be presented.

- **Plant Optimization Applications**
- **Recall & Traceability**
- **Reporting Services**

Operations Track

Procurement

- **New Release of Producer Payroll** - Come see the enhancements made to date in the all new V1R8M4 release. Enhancements range all across the system from new reports via the Reporting Services data input, increased interfaces to the Advanced Hauler Payment changes and allow users to be prepared for the procurement roundtable.
- **Informal Q&A/Demo for Producer Payroll & Equity**
- **Informal Q&A for Equity** – Our Equity experts will be available to answer any questions our Equity module. There is no prepared presentation – sessions will be driven by attendee requests.
- **Round Table – Requested Enhancement Review** - Attendees will be asked to vote for the enhancements they would like to see from DSI during the next year.

Manufacturing & Distribution

- **New Releases of Distribution, Inventory and Production** – Enhancements include areas of Route Accounting, improved QA functionality and reporting, via integration to Reporting Services amongst others.
- **Purchase Order – Integration Review** –
- **Informal Q&A/Demo** – These sessions will be driven by attendee requests.
- **Round Table – Requested Enhancement Review** - Spend some time in an informal setting with key DSI staff members and your peers, discussing our Distribution, Inventory/Production applications. Share ideas regarding future enhancements to existing packages as well as new development considerations. Customers will vote for the enhancements they would most like to see in the next year.

Financials

- **Microsoft Dynamics GP 2010 – New Release**
- **Microsoft FRx – Report Writing Training** - Here is your opportunity to spend quality time with an FRx expert to augment your report writing skills.
- **Microsoft Dynamics GP 2010 Smart List** – Learn the amazing features to Smart List including how to use the SmartList feature to inquire your DSI data. Through the use of templates, learn how to create ad hoc reports that are formatted to your specifications.

- **Informal Q&A/Demo** –These sessions will be driven by attendee requests.

Cross Application

- **eDSI** – This session will provide real-life examples of customers interfacing applications with DSI data via the eDSI interface. This module allows for interfacing floor PLC's to scales to outside systems and vendors with DSI to streamline data entry and increase efficiencies.
- **Introduction to Microsoft Reporting Services** – Retrieving data for personalized listings and reports will be the focus of this session. Whether you are an infrequent user or a seasoned 'techie', there is a method of data retrieval to suit you.
- **Microsoft Reporting Services Training** – Be able to unlock the data from the DSI database into a variety of formats. In an effort to try and help everyone increase their knowledge of not only Reporting Services, but not tie everyone into a single level, we are offering a Reporting Services lab area where each person can sit with DSI developers and work on actual reports they wish to create. The report writers will help show where the data lies and how to use Reporting Services.

Technical Resource Center

Take advantage of the Resource Center and Lab to meet with various DSI staff for one-on-one time to ask questions that are not covered in the other sessions. This area will be open during the entire conference, and a schedule will be posted as to which DSI staff will be available throughout the two days.

Guest Speakers - (Tentative)

- **Dr. Robert Cropp** – Director of University of Wisconsin Center for Cooperatives and Dairy Marketing and Policy Specialist with University of Wisconsin Cooperative Extension, both at the University of Madison.

Dr. Cropp is frequently called upon to provide expert testimony on federal dairy policy issues at U.S. Congressional hearings. Dr. Cropp facilitates strategic planning sessions for cooperatives, assists with business structural changes and organizing new cooperative businesses.
- **Paul Reinhard** – T. C. Jacoby & Company provide innovative approaches to serve all integrated aspects of the dairy industry both domestically and globally. Some of the key emerging technologies they are involved in are the Ultra-Filtration and Reverse Osmosis pioneered and patented by NAMP -the first of its kind in the US. The design and development of a Milk Protein Concentrate facility.
- **Roger Stauter** – Roger Stauter is an inspiring and entertaining Motivational Humorist. He draws on lifetime of experience with people, in selling, motivating and succeeding – keeping it all in perspective with humor. He has delighted over 600 audiences throughout the United States. He graduated from UW-Madison where he was a championship debater. Roger is also a successful Realtor in Madison, WI and has served as President of the NSA, Chairman of the Wisconsin Real Estate Examining Board, Board of Curators, and Wisconsin State Historical Society.

Classes and Descriptions are Subject to Change