



CITY OF DANIA BEACH FINANCE DEPARTMENT

TO: Honorable Mayor and Commission
FROM: Robert Baldwin, City Manager
BY: Mark Bates, Finance Director
DATE: August 23, 2011
SUBJECT: New World Systems Conference in San Antonio, TX - October 16-18, 2011

The City is conducting a successful implementation of a new, City-wide ERP system (named Logos) from New World Systems. New World is holding its annual government user conference in San Antonio Texas this October. This conference presents an excellent opportunity for our City to expand its learning about how to maximize use of the new Logos system. This conference will also provide an invaluable opportunity to establish communication networks with other City colleagues who have implemented and are already using this system.

As project manager for our Dania Beach ERP implementation, I recommend that our Controller, Frank DiPaolo attend this conference in October. Mr. DiPaolo has demonstrated a keen understanding of our City's ERP system conversion as well as the new Logos operating requirements during his months spent planning, learning and guiding City staff on the implementation of the Logos system. Attending this conference will allow Mr. DiPaolo to bring institutional knowledge of Logos back to Dania Beach, in order to create a more efficient and capable workforce.

The estimated cost for conference attendance is approximately \$1,200 with funds available in the Finance Department approved budget:

Airfare	\$ 300.00
Hotel	300.00
Conference Fee	400.00
<u>Per diem/Other</u>	<u>200.00</u>
Total	\$ 1,200.00

I request Commission approval for attendance at this October ERP System conference.



Dear Frank,

WE KNOW YOU'RE
NOT FULLY IMPLEMENTED YET,
but it is still important to attend the 2011 Conference

Join more than 50 New World Systems team members and hundreds of colleagues from across the country in San Antonio, TX at the JW Marriott San Antonio Hill Country Resort October 16-18 to make the most of **valuable networking opportunities** and maximize your software investment. This is your chance to meet with New World's Solution Consulting, Professional Services, Support, and Customer Care. There is no better way to get to know the New World staff who will be working with you during and after implementation. You will also be able to network with fellow New World customers who can offer helpful tips for successful set-up and training on your new system. The ability to learn from other organizations and make contacts to use for years to come has been cited by customers as one of the greatest benefits of attending the Conference pre-Go Live.

The 2011 Conference will help you **become more familiar with the software** before you are fully implemented. During Hands-On Labs, you will learn best practices and be able to use the latest versions of Financial Management, Human Resources, Community Development, Utility Management, eSuite, Decision Support and Business Analytics, and SSRS Reporting. Spend two and a half days familiarizing yourself with all aspects of New World's solutions, from what's available to what's coming in the near future during educational sessions. You'll also hear from other organizations about their experiences with New World's software during customer presentations and panel discussions, which will help you better understand how your software will affect your organization after Go Live.

This year, the Conference is packed with information to help you **maximize the use of your software** right from the start! In addition to hearing how other organizations are successfully using New World's solutions, you will have an opportunity to learn how to use shortcuts and often overlooked tools in New World's solutions during 'Getting the Most Out of' sessions for all applications.

More Reasons to Attend:

- A New Attendee Conference Orientation, "Getting the Most Out of the Conference" Sunday, 1:00 - 1:50 p.m., will show you how to maximize your time in San Antonio
- Learn how to get involved in the future of New World's solutions by attending "Customer Participation: How to Get Involved" Sunday, 2:00 - 2:50 p.m.
- Schedule One-on-One Consultations with New World Professional Services and Support to get your implementation and Go Live questions answered. Available Sunday, 1:00 - 5:00 p.m.; Monday, 10:10 a.m. - 5:00 p.m.; Tuesday, 9:10 a.m. - 5:00 p.m.
- Familiarize yourself with the technology behind your new solutions and how to best leverage it during nine new Technology Sessions, including Best Practices in Windows and SQL Server, Virtualization, Performance Monitoring, Installing Updates and Building Test Environments and more.
- Connect with New World's Executive Management and fellow New World customers during the Meet & Greet Welcome Dinner, Sunday, 6:00 - 9:00 p.m. and Peer-to-Peer Networking Event, Monday, 6:00 - 10:00 p.m.

REGISTER FOR THE CONFERENCE AT:

www.newworldsystems.com/2011conference/publicadmin



Frank,
Don't take our word for it! Here is what other organizations had to say about attending the Conference pre-"Go Live":

"The conference was highly recommended by other organizations as a great way for new customers to learn more about the product."

- Tualatin Valley Water District, OR (2010)

"We just signed our contract with New World, and the conference offered valuable information to help us begin planning for our implementation."

- Holland, MI (2010)

"As a new customer, we took advantage of the relationship-building opportunities at the conference."

- Calhoun County, MI (2009)

**Registration deadline is
September 9**