

# VIRTUAL CONFERENCE AGENDA

## Monday, November 9th

### 4:00pm – 5:30pm Evening Activity - Virtual Olympics

- > This exciting virtual experience will feature a series of games and mini challenges designed to be silly, high energy, and engage players in lighthearted competition. Our virtual hosts will squeeze in as many games and challenges as they can into this 90 minute session. The itinerary will include icebreakers, warm-up practices, I-Spy guessing games, Family Feud face-offs, and will conclude with an awards ceremony.

## Tuesday, November 10th

### 8:30am – 9:45am General Session - Greenstone Technology Focus

#### 10:00am – 10:45am Track 1

- > **CINCH Statement of Direction** – This session will share Greenstone’s strategic direction for Dynamics GP and CINCH and give participants a strong sense of Greenstone’s focus and priorities.
- > **What’s New in AGRIS and What’s Next!** – Get a detailed look at 2020 enhancements to AGRIS and an inside look at what is coming next. Hear the latest about our partnership with R.J. O’Brien and what it means for AGRIS and MyGrower. Most importantly, enjoy the chance to share ideas of what you would like to see next in AGRIS! NOTE: For your convenience, this popular session is being offered at multiple times.
- > **Basic Active Forms** - Learn how to easily design professional forms for your customer.
- > **Schedule a Pro** (*one slot available for each topic*) - Want some 1:1 time with a Greenstone product pro to address your specific questions or concerns? Schedule a Pro is for you! This is a scheduled session that you must sign up in advance for through the registration portal. Participants will be able to pick a package and schedule one-on-one time with a pro on one of the topics below:
  - Grain
  - Agronomy
  - CINCH
  - Upgrade Questions
- > **AGRIS Sales and Warehouse App** – Participants will experience a live demo of the app that reduces time and effort to understand the quantity of an item on-hand at locations where quantities exist, improves the ability to make deal and order fulfillment more efficient, and maximizes the ability to determine inventory transfer needs in a timely manner. NOTE: For your convenience, this popular session is being offered at multiple times.
- > **What’s New with oneWeigh** – Learn about all the new enhancements we have developed for you in 2020.
- > **Round Table Discussion** - Customer Support

#### 11:00am – 11:45am Track 2

- > **CINCH Roadmap** – Participants will have a front row seat as the CINCH team lays out the vision and roadmap for CINCH.
- > **Maintaining Healthy Data** – Do you have data management processes that help or hinder your business? This session will review functionality within the AGRIS system to help you maintain healthy data. We will show tools that can help speed up reporting and accessing data, reduce dataset size from your production dataset, exporting and importing data ideas, new System Security features, and new enhancements.
- > **Tips and Tricks for Upgrading your AGRIS System** - Learn tips to improve your upgrade experience when upgrading to a new version of AGRIS.

- > **Schedule a Pro** (*one slot available for each topic*) - Want some 1:1 time with a Greenstone product pro to address your specific questions or concerns? Schedule a Pro is for you! This is a scheduled session that you must sign up in advance for through the registration portal. Participants will be able to pick a package and schedule one-on-one time with a pro on one of the topics below:
  - Inventory
  - AR/AP
  - CINCH
  - oneWeigh/binSight
- > **MyGrower** – Participants will experience a live demo of the leading grower engagement platform that enables growers to access real-time account information from AGRIS anywhere, anytime. NOTE: For your convenience, this popular session is being offered at multiple times.
- > **Driver Self-Check In** – Do you want to eliminate miscommunication between your scale operator and drivers? Learn how Driver Self Check-In allows scale operators to focus on the most important tasks in the scale house. This session will also teach participants how to transition basic data collection from the scale operator to the driver.
- > **oneWeigh 101** – Are you new to oneWeigh or just need a refresher? This session will cover everything from the buttons at the bottom of the screen to the keyboard shortcuts you could be using to make oneWeigh work best for you and your operators.
- > **Round Table Discussion** - Innovation

12:00 pm – 12:55pm **Lunch**

1:00pm – 1:45pm **Track 3**

- > **What's New in GP/CINCH** – Participants will have a front row seat to explore some of the latest enhancements in Microsoft Dynamics GP and CINCH.
- > **What to Do When AR is Out of Balance** – This session will review what to do when the A/R subsidiary does not balance to the ledger trial balance. Participants will learn the steps used to find the documents or entries that have caused the ledger and subsidiary to not balance and walk away with a list to follow that will make month-end easier to close.
- > **How to Email Documents to Your Patrons** - This session will teach participants how to set up AGRIS to email forms such as A/R Statements, grain contracts, or invoices to your customers. Participants will also learn how to set up AGRIS to email reports to company employees on-demand or by a scheduled timing.
- > **Schedule a Pro** (*one slot available for each topic*) - Want some 1:1 time with a Greenstone product pro to address your specific questions or concerns? Schedule a Pro is for you! This is a scheduled session that you must sign up in advance for through the registration portal. Participants will be able to pick a package and schedule one-on-one time with a pro on one of the topics below:
  - Grain
  - Inventory
  - GP
  - Upgrades
  - oneWeigh/binSight
- > **eSign for AGRIS** – This session will cover the eSign integration to AGRIS and how it can make running your business easier when it comes to every aspect of contract management.
- > **Biometrics and Driver's License Scanner** – Learn how to secure ticket entry functions and remove the need for a signature pad in this interactive session. Participants will learn how to secure and track critical tasks performed at the scale using biometrics and enforce business and safety rules with absolute identification of the driver.
- > **Round Table Discussion** - Understanding Confluence

2:00pm – 2:45pm

#### Track 4

- > **Tips 'n Tricks for GP and CINCH** – This interactive session will share the must-know Microsoft Dynamics GP and CINCH tips and tricks that every user should have up their sleeve.
- > **Cross Country Ticket Entry** – This session will teach participants how to enter both inbound and outbound tickets on one screen, how to automatically adjust weights and grades on both tickets, and how to link both tickets with the ticket number from the receiving location while maintaining the ticket number sequence.
- > **All About ACH and Positive Pay** - The goal of this session is to teach participants how to use the standard ACH Report with bank requirements in order to create an upload file that will move funds from your bank accounts to your patron, vendor, or employee. This session will also walk through the use of Positive Pay to limit your fraud risk. The Positive Pay option must be purchased.
- > **Schedule a Pro** (*one slot available for each topic*) - Want some 1:1 time with a Greenstone product pro to address your specific questions or concerns? Schedule a Pro is for you! This is a scheduled session that you must sign up in advance for through the registration portal. Participants will be able to pick a package and schedule one-on-one time with a pro on one of the topics below:
  - Basic Active Report Writing
  - Financials
  - CINCH
  - oneWeigh/binSight
- > **All About Transfer Plus** - If you are struggling with keeping the books balanced in regards to intercompany transfers and looking to decrease wait time at the scale, this session about TransferPlus is a must. NOTE: For your convenience, this popular session is being offered at multiple times.
- > **DRS/Ticket Post** – This session will show participants how to keep oneWeigh up-to-date with current data from the AGRIS system and get away from oneWeigh ticket imports by using the DRS and Ticket Post options. NOTE: For your convenience, this popular session is being offered at multiple times.
- > **Round Table Discussion** - Open Conversation with the Greenstone Senior Leadership Team

3:00pm – 3:45pm

#### Track 5

- > **Smartlist Builder** – Let's take a deep dive into modifying or creating new SmartLists with SmartList Builder. This session will cover usage of GP Tables and/or CINCH Tables, as well as creating a SmartList from an SQL Script or SQL View.
- > **Grain Reopen/Reclassify** – Learn the difference between Reopen and Reclassify. This session will show participants how to efficiently make corrections to paid settlements without voiding, as well as reduce chances of keying errors and reduce the risk of voiding a settlement where the check has cleared. NOTE: For your convenience, this popular session is being offered at multiple times.
- > **Attach Too** - Participants will learn the general process flow of AttachToo (how to turn on and add attachment from scanner) from an AGRIS printed document. We will also move through the document storage screen and discuss common errors in AttachToo.
- > **Schedule a Pro** (*one slot available for each topic*) - Want some 1:1 time with a Greenstone product pro to address your specific questions or concerns? Schedule a Pro is for you! This is a scheduled session that you must sign up in advance for through the registration portal. Participants will be able to pick a package and schedule one-on-one time with a pro on one of the topics below:
  - Grain
  - Agronomy
  - CINCH
  - oneWeigh

- > **oneFreight 101** – oneFreight is the first TMS (Transportation Management System) specifically created for the grain elevator industry that completely integrates with the physical grain locations and back office ERP system. If your business is looking to increase synergies between the transportation, grain, and freight accounting departments, you won't want to miss this session.
- > **AttachOne** – Did you know that scale operators can now attach scale and truck-related documents to oneWeigh scale tickets? Learn how to capture Origin Tickets, Clean Out documents, Bills of Lading, and other related documentation at the scale and link them to the scale ticket for future retrieval from oneWeigh and AGRIS in this interactive session. NOTE: For your convenience, this popular session is being offered at multiple times.

#### 4:00pm – 4:45pm Track 6

- > **Third-Party Products** – Is there something you want to do that Microsoft Dynamics GP doesn't offer out of the box? We will highlight some of the cool tools some of our third-party vendors provide.
- > **Contract Costings** - Contract management made easy! Participants in this session will learn how to automatically create vouchers from discounts on contracts and link expenses to contracts without affecting the price on the contract.
- > **Improving Efficiencies at Month-End** – This session will feature activities that can be done prior to month-end that can assist in facilitating a quicker month-end process.
- > **Schedule a Pro** (*one slot available for each topic*) - Want some 1:1 time with a Greenstone product pro to address your specific questions or concerns? Schedule a Pro is for you! This is a scheduled session that you must sign up in advance for through the registration portal. Participants will be able to pick a package and schedule one-on-one time with a pro on one of the topics below:
  - Inventory
  - ACR/ACP
  - CINCH
  - oneWeigh
- > **MyGrower** – Participants will experience a live demo of the leading grower engagement platform that enables growers to access real-time account information from AGRIS anywhere, anytime. NOTE: For your convenience, this popular session is being offered at multiple times.
- > **All About bulkWeigh** - This session will provide an overview of bulkWeigh and walk participants through how to utilize all of its available tools such as tag readers, load out reports, utilizing the Rail Car Database, and much more.

## Wednesday, November 11th

#### 8:30am – 9:45am General Session - Innovation & Technology Focus

#### 10:00am – 10:45am Track 7

- > **Data Deep Dive with Light SQL** - This session will focus on analyzing CINCH/GP data in SQL Server. We'll cover table structures, relationships, and how to view data using select statements.
- > **What's New in AGRIS and What's Next!** – Get a detailed look at 2020 enhancements to AGRIS and an inside look at what is coming next. Hear the latest about our partnership with R.J. O'Brien and what it means for AGRIS and MyGrower. Most importantly, enjoy the chance to share ideas of what you would like to see next in AGRIS! NOTE: For your convenience, this popular session is being offered at multiple times.
- > **Administering Agris** – This session is an absolute MUST for those in charge of IT administrative functions! Participants will learn tips and tricks for security, error logs, purging, and more.

- > **Schedule a Pro** (*one slot available for each topic*) - Want some 1:1 time with a Greenstone product pro to address your specific questions or concerns? Schedule a Pro is for you! This is a scheduled session that you must sign up in advance for through the registration portal. Participants will be able to pick a package and schedule one-on-one time with a pro on one of the topics below:
  - Inventory
  - Grain
  - CINCH
  - oneWeigh
- > **binSight** – This session will focus on the latest enhancements to binSight, our automated bin management system that maintains accurate and immediate quality and quantity information for all of your bins and provides quality reports based on ticket data from oneWeigh.
- > **DRS/Ticket Post** – This session will show participants how to keep oneWeigh up-to-date with current data from the AGRIS system and get away from oneWeigh ticket imports by using the DRS and Ticket Post options. NOTE: For your convenience, this popular session is being offered at multiple times.

#### 11:00am – 11:45am **Track 8**

- > **Mobile Apps and CINCH** - Participants will get to experience a live demo and see the exciting things happening with CINCH-based mobile apps.
- > **Balancing Inventory Detail to the Ledger** – This session will review what to do when the Inventory subsidiary does not balance to the Asset account of the ledger trial balance. Participants will learn the steps used to find the documents or entries that have caused the ledger and subsidiary to not balance and walk away with a list to follow that will make month-end easier to close.
- > **Grain Discounts 101** - Participants will learn how to Add/Edit Discount Tables to ensure proper Discounts/Premiums are automatically calculated on each settlement, and then review how to set the Default Discount Tables per Commodity.
- > **Schedule a Pro** (*one slot available for each topic*) - Want some 1:1 time with a Greenstone product pro to address your specific questions or concerns? Schedule a Pro is for you! This is a scheduled session that you must sign up in advance for through the registration portal. Participants will be able to pick a package and schedule one-on-one time with a pro on one of the topics below:
  - Report Writing
  - CINCH
  - Agronomy
  - Upgrades
  - oneWeigh/binSight
- > **MyGrower** – Participants will experience a live demo of the leading grower engagement platform that enables growers to access real-time account information from AGRIS anywhere, anytime. NOTE: For your convenience, this popular session is being offered at multiple times.

#### 12:00 pm – 12:55pm **Lunch**

#### 1:00pm – 1:45pm **Track 9**

- > **E-mailing Within CINCH/GP and Texting Scale Tickets** – Stop taking extra steps to email outside of your GP/CINCH system! Participants in this session will learn how to utilize these standard functionalities and start saving time and effort immediately.
- > **Inventory Price Levels, Schedules** – This session will demo how to use inventory price levels and schedules to control the prices onto an item at the time of invoicing. Participants will learn how to set up and maintain the inventory prices, as well as how to set them to default by Ship to Name id on invoicing documents.

- > **Year-End Preparation for Patronage Tax Reporting** - This session will review the steps for loading in your Patronage Pass Thru Credits and Qualified Payment amounts. These amounts, along with the patronage refund, must be reported on the PAT-1099 forms.
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- > **Round Table Discussion** - The Direction of CINCH

**2:00pm – 2:45pm Track 10**

- > **Reconciling in GP & CINCH/Best Practices for Report Dictionaries** – This session will discuss and demonstrate the reconcile functionality in CINCH and GP.
- > **Balancing Bank Detail to the Ledger** – This session will review what to do when the bank subsidiary does not balance to the bank asset accounts in the ledger trial balance. Participants will learn the steps used to find the documents or entries that have caused the ledger and subsidiary to not balance and will walk away with a list to follow that will make month-end easier to close.
- > **Grain Reopen/Reclassify** - Learn the difference between Reopen and Reclassify! This session will show participants how to efficiently make corrections to paid settlements without voiding, as well as reduce chances of keying errors and reduce the risk of voiding a settlement where the check has cleared. NOTE: For your convenience, this popular session is being offered at multiple times.
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- > **All About Transfer Plus** - If you are struggling with keeping the books balanced in regards to intercompany transfers and looking to decrease wait time at the scale, this session about Transfer Plus is a must. NOTE: For your convenience, this popular session is being offered at multiple times.

**3:00pm – 3:15pm Conference Wrap Up**

**3:30pm – 4:40pm Digital Community Screening of SILO**