



For NADITA 2020, we’ve worked closely with our business partners to bring you ‘Bootcamp’ style sessions (as indicated by a * symbol on the agenda). These sessions will provide in-depth training and discussion on topics that are relevant to our dealerships today and in the future. These series of individual breakouts are designed to build upon one another. It is *strongly recommended* that if you are planning on attending one session that you attend them all. Because of attendee limits, dealer participants that sign up for all sessions will be given preference over those signing up for individual breakouts.

Monday, April 6, 2020

Time:	Event:	Location:
7:00 AM- 5:30 PM	Check in and Registration- Continues throughout conference in same location	Registration Desk A/B
800AM- 1200PM	Business Partner Educational Sessions	Salons (see Session info)

<p><u>How to transform your business into a new digital world.- FIT CAT Dealer Business solution</u></p> <p>900AM-1100AM Salon 9</p> <p>SAP S/4HANA best in class CAT Dealer Business Solution - keep your focus on your business, operation and utilize high-end, most innovative SAP-based ERP solutions tailored to address the specific requirements, processes, best practices of CAT dealers.</p> <p>Benefitting from PMC - Partner Managed Cloud concept deployment was never so agile, streamlined, where Fiori user interface brings the user experience, process control, and mobility to new levels.</p>	<p>LADITA Meeting 700AM- 1100AM Salon 3</p> <p>Agenda to be Determined later</p>	<p>Robotic Process Automation at CAT Dealers</p> <p>8:00AM—9:00AM Salon 14</p> <p>Find out more about how your fellow dealers are leveraging Robotic Process Automation in their business during this session. Demonstrations of actual production “bots” at dealers will be shown, along with updates on where this technology is headed and how it can drive a myriad of benefits within your dealership.</p> <p>Speaker Info: Jeff Saathoff (jeffrey.t.saathoff@accenture.com)</p> <p>Food & Beverage: Coffee and light breakfast snacks provided</p>
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<p>Introducing DBX: What's with the X? / From DBS to DBX</p> <p>9:00AM- 11:00AM Salon 14</p> <p>Kick off your week at NADITA with Accenture. Join us to find out what the system can do that caused us to leave version numbers behind. Come see how Accenture is leveraging the full breadth of our capability to make the leap to a whole new level with DBS. See a sneak peek and let's have a discussion about what it means for our Dealer Partners. Get a visual. Ask your questions. We're ready.</p> <p>Speaker Info: Matt Ulrich (matthew.d.ulrich@accenture.com)</p> <p>Food & Beverage: Coffee and light breakfast snacks provided</p>	<p>How to Deliver Seamless and Agile Hybrid Cloud Services</p> <p>Pure Storage 830AM-930AM Salon XX</p> <p>Learn how to bridge the differences between your private and public cloud environments while providing consistent data services, automation and APIs to give your apps and data seamless hybrid cloud mobility. By extending native storage services into the cloud, Pure Cloud Block Store brings all the goodness that Pure users have come to expect including reliability, high data reduction ratios, instant space-saving snapshots and ActiveCluster sync replication capabilities. Pure will also spend a few minutes on the company vision and exciting consumption models.</p> <p>Contact person: Brian O'Neill (309) 453-2977 boneill@purestorage.com</p> <p>Please RSVP at the following website: Register for Event</p> <p>We will have giveaways for all attendees</p>	<p>Unit 4/CODA TBD</p>
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1100AM- 1215PM

Lunch- Market Deli Buffet - Sponsored by NADITA

Salons 5/6/7



Salad Bowl, Three Potato Salad, Cole Slaw and Mixed Olive Salad, Egg Salad and Tuna Salad, Deli Sliced Meats and Cheese, Streusel Topped Apple Pie

1215- 1230PM

Welcome- Steve Seidner- NADITA President

Ballroom C

1230PM- 130PM

General Session (s)- Keynote- CAT Digital Strategy Council

Ballroom C

Peter Holt- Holt CAT

Chair- Yancey- Steve Seidner

130PM-230PM

General Session- Right Equipment, Right Place and the Right Time - Big Picture

Ballroom C

Presidio/Delta Bravo

Chair- Mike Nash- Ohio CAT

230PM- 300PM

Break- The Cookie Jar- Sponsored by NADITA

Foyer C



Assorted Fresh Baked Cookies, Gourmet Salted Carmel Brownies, Half Pints Milk / Bottled Water



300PM- 400PM

Breakout Session 1

- **B1A- From Mobile Device Control to Data Management: MDM and Beyond** Salon 11
 - LINQ/ Alban-Nancy Shilling
- **B1B- Enhance Intelligent Capture – Artificially? Yes, with AI.** Salon 10
 - Revolution Data Systems/ Milton CAT- Rod Ford
- **B1C- DR Strategy and Process- iSeries Approach's** Salon 8
 - Huber and Associates/Ohio CAT-Mike Nash
- **B1D- Innovating at the Dealership- Creating a Center of Innovation** Salon 12
 - Accenture
- ***B1F- Presidio Security Bootcamp- GRC- How to Build a Compliance Roadmap** Salon 3
 - Presidio/Partner
- ***B1G- EPC Group Bootcamp - Microsoft Teams "Chat, meet, call & collaborate all in one place"** Salon 13
 - EPC



400PM- 500PM

Breakout Session 2

- **B2A- Best Practices for Business Partner Contracts** Salon 11
 - Fabick CAT- Bob Lambrecht
- **B1B- Enhance Intelligent Capture – Artificially? Yes, with AI (TENTATIVE)** Salon 10
 - Revolution Data Systems/ Milton CAT- Rod Ford
- **B2C-. Microsoft Tool and Technology Roadmap** Salon 8
 - Microsoft- Joe Clark/Kelly Tractor- John Rose
- **B2D- CAT Reserved** Salon 9
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- ***B2F- Presidio Security Bootcamp- Borderless Security- It's all About the Data** Salon 3
 - Presidio/Partner
- ***B2G- EPC Group Bootcamp - Microsoft Teams "Chat, meet, call & collaborate all in one place"** Salon 13
 - EPC
- **B2H- Innovating at the Dealership- Creating a Center of Innovation** Salon 12
 - Accenture





500PM- 630PM

Reception- Sponsored by NADITA

Foyer C



Tuesday April 7, 2020

700AM- 800AM

Breakfast- The Magnolia Buffet- Sponsored by NADITA

Salons 5/6/7



Fresh Squeezed Juices, Sliced Fruit and Berries, Tropicana Smoothies, Cold Cereals, Crispy Bacon and Sausage, Egg, Chorizo and Monterey Jack Breakfast Wrap, Potato Pancakes, Streusel Coffee Cake, Bagels / Cream Chees

800AM- 900AM

Breakout Session 3

- B3A- **From Mobile Device Control to Data Management: MDM and Beyond**
 - LINQ/Kelly Tractor- John Rose
- B3B- **Microsoft Licensing and Your EA**
 - PC Connection Business Solutions/Microsoft
- B3C- Open
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Salon 11

Salon 10

Salon 8



- **B3D- Mobility Applications and Efficiencies** Salon 9
 - Record360/Milton CAT- Rod Ford
- ***B2E- Microsoft 365 Bootcamp- A Day in the Life (90 minutes)** Salon 4
 - Sean Loftis/Lindsay Taylor- Microsoft
- ***B3F- Presidio Security Bootcamp- SEIM- Building the Cybersecurity Machine** Salon 3
 - Presidio/Partner
- ***B3G- EPC Group Bootcamp - Microsoft Teams "Chat, meet, call & collaborate all in one place"** Salon 13
 - EPC
- **B3H- Managed Detection and Response- Discussion** Salon 14
 - Secuvant/Wheeler CAT- Shawn Archibald

900AM- 1000AM

Breakout Session #4

- **B4A- Dealer Data Management Strategy** Salon 11
 - CAT/Kelly Tractor- John Rose
- **B4B- How to get started with reporting tools, governance, and report creation best practices** Salon 10
 - Targit/Dealer A
- **B4C- Authoring IT Policies** Salon 8
 - Fabick CAT- Kim Schweizer
- **B4D- Replacing MPLS with EP-LAN, the Journey** Salon 9
 - Spectrum Enterprise/ Ohio CAT- Mike Nash
- ***B4E- Microsoft 365 Bootcamp- Day in Lift (cont.); The Power Platform (930AM Start)** Salon 4
 - Microsoft Speaker
- ***B4F-Presidio Security Bootcamp- EDR- Detect and Respond- Active vs Passive** Salon 3
 - Presidio/Partner
- **B4G- Mobile Reinvention with IBM & Salesforce** Salon 13
 - IBM and Salesforce
- **B4H- Tada and Dealer Analytics** Salon 14
 - Tada/Puckett Machinery- Bill Glassen



1000-1015AM

Break- Down to Size- Sponsored by Huber

Foyer C



Fruit Smoothie, cubed Cheese, Mixed Nuts, Raw Vegetable and Ranch Dip, Chocolate Covered Raisins and M&Ms, Various Beverages

1030AM- 1145AM

***Microsoft 365 Bootcamp- Identity Management**

Salon 4

- Shannon Fritz- Microsoft

1015AM- 1145AM

Motivational Speaker- Paul Marks- Bets Test Improv (Need to get formal summary)

Ballroom C

Paul has spent several years researching and studying corporate culture, team building, and presentation skills to see if there was a synergistic relationship between his improv philosophy and the business world. Confident of the connection, in early 2012, Paul opened the Over The Counter improv Business Division (Now called Beta Test improv) to teach the benefits of improvisation and right brain thinking. Within seven months, Paul was featured in an article for the Charlotte Observer regarding the benefits of improv in the corporate world; and in 2013, he was selected as the Keynote speaker on leadership in New Orleans for 700 college students.

Paul's unique style of laughter, leadership, and right-brain thinking has led companies such as Daimler Trucks, Wells Fargo, Ingersoll Rand, Duke Energy, Bank of America, Red Ventures and many others to use his training workshops.

1145AM- 100PM

Lunch- South of the Boarder

Salons 6/7/8



Chilled Mexican Gazpacho, Sonoran Salad Bowl, Nacho Station, Fish Tacos, Chicken Enchiladas, Pork and Bean Chimichanga
Sopapillas - Powder Sugar Dusted Chips



100PM- 200PM

Breakout Session 5

- **B5A- HELIOS and CDDW Platform Connectivity Review** Salon 11
 - CAT
- **B5B- Why you need a SIEM** Salon 10
 - CDW/NMC- John Dickmeyer
- **B5C- Microsoft Power Platform** Salon 8
 - Microsoft Speaker
- **B5D- AI and Machine Learning at the Dealership- Inventory Case Study** Salon 9
 - Presidio/Delta Bravo Team, Fabick CAT- David Kramer
- ***B5E- Microsoft 365 Bootcamp- Windows 10 and Modern Device Management** Salon 4
 - Shannon Fritz- Microsoft
- ***B5F- Presidio Security Bootcamp- SOAR- Security Orchestration Automation and Response** Salon 3
 - Presidio/Partner
- **B5G- Preventing a Ransomware Attack- NOT CONFIRMED** Salon 13
 - Billtrust/STIGroup

200PM- 300PM

Breakout Session 6

- **B6A- CAT Dealer IT & Digital Integration** Salon 11
 - CAT
- **B6B- Why you need a SIEM** Salon 10
 - CDW
- **B6C- Cloud Migrations of Key Workloads** Salon 8
 - WSM/Connectria/Ohio CAT- Mike Nash



- **B6D- Governing your Data and Systems** Salon 9
 - Accenture
- ***B6E- Microsoft 365 Bootcamp- Securing the Enterprise- Threat Protection** Salon 4
 - Dan Orum, Microsoft
- ***B6F- Presidio Security Bootcamp- EUBA-AI-ML- The future of Cybersecurity** Salon 3
 - Presidio/ Partner
- ***B6G- EPC Group Bootcamp - Microsoft Teams "Chat, meet, call & collaborate all in one place"** Salon 13
 - EPC



300PM- 330PM

BREAK- The Ice Cream Truck

Foyer C



Assorted Ice Cream Treats

330PM- 430PM

Breakout 7

- **B7A- IBM iSeries Power Roadmap and Platform** Salon 11
 - Huber and Associates
- **B7B- Drones and the Modern Dealer Equipment Yard** Salon 10
 - Mustang- David Young/Puckett Machinery- Bill Glassen
- **B7C- Business Process Automation through BOTs** Salon 8
 - Accenture- Agrim Shah/Fabick CAT- David Kramer
- **B7D- Preventing a Ransomware Attack- NOT CONFIRMED** Salon 9
 - Billtrust/STIGroup
- ***B7E- Microsoft 365 Bootcamp- Compliance and Information Governance** Salon 4
 - Dan Orum, Microsoft
- ***B7F- Presidio Bootcamp- Q&A/Open Discussion** Salon 3
 - Presidio/Partner
- **B6G- CAT Reserved** Salon 13
 - Open



445PM- 600PM

Reception

Poolside



Mini Angus Cheeseburgers, Shrimp Tempura/Sweet Chili Sauce, Mini Jalapeno Cheese Arepa, Sushi and California Rolls
Vegetable Spring Rolls with Duck Sauce, Assorted Beverages and Cocktails

630PM- 930PM

FDC Dinner- Open to all Dealer and CAT Inc. Employees-- Maggiano's Italian (Pointe Orlando)



FDC is pleased to extend an invitation to all Caterpillar dealer and Caterpillar Inc. conference attendees to join us for a dinner celebration at Maggiano's Little Italy. Come prepared to enjoy an evening of festive camaraderie replete with libations and scrumptious Italian food served family style. The restaurant is located within the Pointe Orlando development and an easy walk from the Rosen Plaza. Please RSVP in advance at: joandsouza@fdcsolutions.net.

Wednesday April 8, 2020

700AM- 800AM

Breakfast- The Magnolia

Salons 5/6/7



Fresh Squeezed Juices, Sliced Fruit and Berries, Tropicana Smoothies, Cold Cereals, Crispy Bacon and Sausage Egg, Chorizo and Monterey Jack Breakfast Wrap, Potato Pancakes, Streusel Coffee Cake, Bagels / Cream Cheese

800AM- 900AM

Breakout 8

- B8A -DBS User Group- Progress, Potential, and Brainstorming for the Future
 - Bob Lambrecht- Fabick CAT
- *B8B- Digital Transformation- Powered by VMWare

Ballroom C

Ballroom D



800AM- 930AM

Breakout 8- Bootcamps

- ***B8C- Microsoft Bootcamp- Modern Workplace- Exchange, Office, Teams, OneDrive SharePoint, and Managing the Admin Portal** Salon 4
 - Sean Loftis, Lindsay Taylor- Microsoft
- ***B8D- EPC Group- Microsoft Teams Deep Dive** Salon 13
 - EPC



900AM- 1000AM

Breakout 9

- **B9A- Right Equipment, Right Place at the Right Time - CAT Dealer Case Study** Ballroom C
 - Delta Bravo and Fabick CAT- David Kramer
- ***B10B- VMWare Hyperconverged & Hybrid** Ballroom D
 - Dell/VMWare

930AM- 1030AM

Breakout 9- Bootcamps

- ***B9C- Microsoft Bootcamp Planning your Microsoft 365 Deployment/Wrap Up** Salon 4
 - Steve Burger- Microsoft
- ***B9D- EPC Group Bootcamp - Microsoft Teams "Chat, meet, call & collaborate all in one place"** Salon 13
 - EPC





1000AM- 1200PM

Breakout 10

- B10A- **Demystifying 5G (100AM-1100AM)** Ballroom C
 - AT&T/ NMC- John Dickmeyer
- *B10B- **VMWare Workforce and Security Transformation (1000AM-1100AM)** Ballroom D
 - Dell/VMWare
- *B10B- **VMWare and SDWAN (1100AM- 1200PM)** Ballroom D
 - Dell/VMWare

1100AM- 100PM

Lunch in Business Partner Expo

Ballroom A/B

1100AM- 330PM

Business Partner Expo

Ballroom A/B



Lunch in Expo Hall: Big Bend Garden Salad, Cucumber and Tomato Salad, Garden Pasta Salad, Crispy Honey-stung Chicken Grilled Hamburgers and Jumbo Hot Dogs, Cookies

Appetizers and Light Refreshments: Granola Bars, Blondies with Cho Chips, Fruit Kabobs, Mixed Nuts, Individual Bags of Chips, Candy and Power Bars

Open Bar- Beer, Wine and Beverages

600PM- 900PM

Topgolf hosted by Dell Technologies & Accenture

Dell Technologies & Accenture invite all CAT Dealer and Caterpillar Inc. attendees to join us for a BBQ dinner with dessert, drinks, raffle prizes, and Topgolf! Whether you are looking to warm-up your game before the tournament or get tips from a dedicated Topgolf Coach, players of all skill levels and non-players alike will have a blast. The private, air-conditioned second floor Signature Room will provide plenty of seating and space for you to relax and reconnect with your colleagues from across the continent. Transportation to/from the Rosen Plaza Hotel lobby (530PM) will be provided. Be sure to RSVP (gabe_mcguinness@dell.com) by March 23rd, and stop by the Dell Technologies booth at the Vendor Fair to be entered in the door-prize raffle!

 Dell Technologies

 accenture



Thursday April 9, 2020

715AM- 845AM

Breakfast- The Jasmine

Salons 5/6/7



Fresh Squeezed Juices, Sliced Fruit and Berries, Tropicana Smoothies, Cold Cereals, Crispy Bacon and Sausage, Egg, Chorizo and Monterey Jack Breakfast Wrap, Potato Pancakes, Streusel Coffee Cake, Bagels / Cream Cheese

845AM- 945AM

Breakout 11- ERP Open Sessions

- B11A- ERP DBS FDC- Ohio CAT/Mike Nash Salon 2
- B11B- ERP DBS Accenture Salon 3
- B11C- ERP AX- XAPT Salon 4
- B11D- ERP AX- Avanade Salon 5
- B11E- ERP SAP -How to transform your business into a new digital world Salon 6
 - Fit Global- SAP/HANA Partner
- B11F- ERP Infor Salon 8

945AM- 1045AM

Breakout 12-ERP Closed Sessions- User Communities

- B12A- ERP DBS FDC- Closed- Ohio CAT- Mike Nash Salon 2
- B12B- ERP DBS Accenture- Closed Salon 3
- B12C- ERP DBS AX- Closed Salon 4
- B12D- Open Salon 5
- *B12E- EPC Group Bootcamp - Microsoft Teams "Chat, meet, call & collaborate all in one place" Salon 13



1045AM- 1100AM

Wrap Up- Drawing

Ballroom C





12:00 PM- 7:00 PM

Lloyd Gurley Memorial Golf Tournament- Shingle Creek

Meet in Lobby at 12PM; 1:30 PM Shotgun Start; 7:00PM Buses will return to the Rosen

Sponsored in part by:



James Lloyd Gurley, Jr.

April 6th, 1951 – August 21st, 2015

Lloyd worked with Gregory Poole Equipment Company for 36 years, most recently as Chief Information Officer. He began working with NADITA back in 1981 when it was known as CODE/CTC (Cooperative Dealer Exchange / Core To Core). Over the decades, NADITA went through several phases to become the great organization it is today thanks to Lloyd and several others. Anyone who was lucky enough to know Lloyd over the years will remember his infectious smile and laugh. You always walked away from an encounter with him feeling a little better and more positive.





Breakout Session Planning Details:

Attendee Expectations:

- **Registration via the conference app is REQUIRED for each session you plan to attend.**
- Preregister and attend the session you register for---you are securing a seat that someone else may want
- Have a story or experience and be willing to share that story- this conference is for you and your opinion matters and expected to be heard!
- Listen and provide input but don't dominate the room---let others share
- Keep the conversation constructive and on topic
- Moderators will guide the conversation with key topics but don't be afraid to ask questions and spur discussion
- If you share cost, please do so carefully and in consideration of the business partner.
- **Our goal is facilitating sharing of successes and learn from our challenges.**

Business Partner Expectations:

- Business Partners will follow the same guidelines and expectations as given to the Dealer attendees
- Business partners are **welcome to attend** any session not marked 'Closed' on the agenda
- During the session, business partners are encouraged to provide their expertise and experiences.
- Business Partners have a key voice- we encourage your input.
- At no point, should the discussion turn into a 'sales' pitch for a product or service.
- Business Partners should not use this process to build a list of future customers—those conversations should be reserved for the Business Partner Expo or private, one-on-one discussions

NEW IN 2020

- Business Partner Lead Session- A non-sales pitch-based discussion on an IT topic that is led by the Business Partner. Dealers will have an active role in explaining how their company is leveraging the technology in support of the partner.
- Bootcamps - Devote an entire week to learning around an IT topic- Each Bootcamp consists of 4+ breakout sessions that require attendance at each one. These will be Business Partner lead within depth dealer discussions.



Breakout Session Topics and Key Discussion Points

From Mobile Device Control to Data Management: MDM and Beyond This session will address and demo the Top 10 most common scenarios where technology can help secure and manage your mobile investment. Using a Microsoft Intune (now Microsoft Endpoint Manager) demo you will see the benefit of universal, standard MDM features as well as where an MDM falls short monitoring mobile data usage and traffic. As a bonus, we'll also demo Wandera's unified cloud security product for monitoring and securing your mobile device usage.

Cloud Migrations of Key Workloads Join the WSM (A Connectria Company) CTO, Jeremy Steinert, discuss best practices and how to overcome the common challenges of migrating workloads to the cloud. In this session, you will learn about the five core components of a migration project: (1) advisory and planning (2) project management (3) migration engineering (4) migration tooling and scripting and (5) rehosting, replatforming and upgrading. Within the core components, you will be able to realize the benefits of a secure, compliant, on-time, and a budget friendly migration into the cloud

Innovating at the Dealership - Creating a Center of Innovation Learn how to leverage cross functional collaboration combined with the latest in innovation to drive business value. You will hear about our design thinking led approach to value identification and opportunity prioritization to confirm and capture that value.

Enhance Intelligent Capture – Artificially? Yes, with AI. Exploring intelligent capture versus artificial intelligence and presenting use cases for practical application of each for your dealership. Identifying where machine learning and business intelligence fit in. Stimulating healthy discussions with your peers on best practices for applying each technology.