

BWI Sheraton
Linthicum, MD
(410) 761-9400

www.fmssolutions.com

2009 CLIENT CONFERENCE

OCTOBER 7TH & 8TH



FMS 2009 Client Conference is a must attend.

This year's conference will showcase our new products as well as new additions to existing products within the FMS Suite of Applications. In addition, we will present your team with updates in the current tax and regulatory environment as well as Best Practices to be implemented to save you money and protect your assets. There are a number of significant changes in the regulatory and tax arena as well as new technologies to maximize your FMS decision support tools.

As an added benefit, we will offer both classroom and customized training on existing products and new products before and after the conference dates. These training dates are at no charge and will be on a first come basis, so sign up today.

During this year's conference we will have FMS Business Analysts on-hand to answer any questions you have about the topics presented or other areas of interest.

We look forward to seeing you in October!

Sponsors for this years conference include:



HOWARD MARTIN
& Associates, Ltd.

Conference Sessions

FMS, Where We Are Today

This introductory session will provide a brief overview of where FMS is today with its existing products and services. It will provide attendees with an opportunity to be introduced to other attendees and key FMS staff members.

FMS Best Practices

This session is designed to provide Best Practices within the accounting function, so that you may relate them to business operations. As accounting professionals, there is a lot of information available to you and your management team. What does the information mean? What should you be looking for? What operational practices need to be changed to help protect the assets of your organization or even produce higher bottom line dollars. We will be discussing topics from the front end, to pricing and advertising, to the back door and back office. After finishing this session, you should have a better grasp on what the numbers mean to your operations team and be able to provide insight and feedback.



He May Be Your Uncle, But Don't Pay the IRS More Than You Have To!

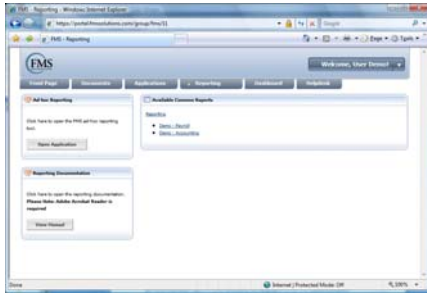
We all keep hearing how the government is spending and will soon be taxing more and more. With the 2009 Economic Recovery Act, the federal government is spending like a drunken sailor. However, where there is spending there is opportunity. Learn how to plan appropriately to take advantage of the 2009 Economic Recovery Act. Planning and knowledge are critical in executing and taking advantage of every savings available. FMS has brought in a leader in tax planning from BGBC Partners a member of BDO Seidman, the 7th largest CPA organization in the world. BGBC Partners clients include Independent Grocery Chains, Single store operators, and numerous other retail outlets. Learn how to both minimize your taxes and plan to get full advantage of the 2009 Economic Recovery Act. Brad Bell, Partner, BGBC Partners will teach you through first hand experience, knowledge, and insight how to minimize your taxes and plan to get full advantage of the 2009 Economic Recovery Act.

FMS Portal/Dashboard

Learn how the FMS Portal and dashboard can help maximize your decision support tools. The new FMS portal offers an array of new functions and delivery methods. Learn how the online drill down and graphing capabilities can improve your information flow to both senior management and store level personnel. In addition reports can be easily converted into excel, PDF, or TXT. Any FMS report can be sent to other portal users in your organization securely without the use of email.

	WEEK 1	WEEK 2	WEEK 3	WEEK 4
GROCERY SALES	\$227,751	\$223,023	\$223,009	\$229,362
GROCERY COST OF SALES	155,812	155,561	155,556	155,232
GROSS PROFIT	\$72,939	\$67,462	\$67,453	\$74,130
GROCERY SUPPLIES	351	3,029	521	1,822
GROCERY SALARIES	15,224	15,259	15,222	15,162
CONTRIBUTION MARGIN	\$58,188	\$52,614	\$52,662	\$57,878
LABOR HOURS	2,251	2,242	2,227	2,222

Conference Sessions



MRC

MRC is FMS' latest reporting tool that will enable you to create custom reports or use one of the many standard reports available. This product is a new and intuitive replacement for the IQ tool currently being used. Reports can be set up to give listings, or even graph results. MRC offers an array of output formats including web pages, PDF and Excel. MRC is a web-based solution that needs no client software, and runs over a secure internet connection.

Automated Bank Reconciliation

Tired of waiting on your financial statements or do you feel you don't have control over variances because you finish your bank reconciliations 3 weeks after the period close? Check out the FMS ABR service. Take the guess work, training and slow down of financials out of the picture. Attend this informative session on this great product and mitigate your risk when it comes to monitoring your cash.

Document Imaging

Running out of space over the freezers in your store or not enough banana boxes to store documents? The FMS document imaging tool is fully integrated with the accounts payable module, so that you never have to leave your desk to go dig through pallets in the warehouse. When vendors call simply point and click to view the document you need. Not only will you save space, but you will save time and be able to find that mission critical information without searching through pallets of banana boxes!



Utilizing Updates From Existing Applications

The Focus software has had many great updates over the past year. This session will cover some of the key enhancements and how they can be utilized to make your life easier. From using the AP Ach to pay vendors and employee reimbursements to the new retail inventory enhancements and reports. This session will provide you with a "cliff note" version of recent releases and their application in your day to day operations.



Update From Washington-NGA

With a new administration and a democratic controlled house and senate, the regulations and laws are changing quickly. This session will provide you with an overview of what has happened and what the future may hold for our industry. As the individual in charge of protecting your company's assets, it is critical that you understand what is happening both on the labor and operations regulation front.



Food Partners: Working With A Reluctant Banking Industry

In today's turbulent banking industry, it can be tough to gain access to capital. Learn the secrets of dealing with the banking industry from Food Partners, a Washington based company specializing in lending and debt placement for the retail grocery sector.

TRAINING CLASSES

FMS will be offering training classes the same week of the conference.

- **SRW (beginner & intermediate users) - Tuesday, October 6th**
- **General Ledger - Tuesday, October 6th (9:00 - 12:00)**
- **Accounts Payable/Account Receivable - Tuesday, October 6th (1:00 - 4:00)**
- **MRC - Friday, October 9th**
- **SRW/Dashboard (intermediate & advanced users)- Friday, October 9th**
- **Customized Training - Friday, October 9th**

The training classes will be held at FMS and will begin at 9:00 am and end at 4:00 pm.



SRW - This one-day course will cover the SRW application (financial reporting system) including report setup, store hierarchy selection and data export options. Additionally, new FMS Dashboard data display and information organization options will be reviewed. Attendees will create and run their own reports in a workshop mode. This course is most appropriate for upper level accounting personnel involved with financial statements and reporting applications. Basic SRW knowledge is preferred but not required.

General Ledger, Accounts Payable, and Accounts Receivable - These are 1/2 day classes that are offered as a refresher for your everyday user to ensure that they are optimizing the use of all features and are spending their time effectively. It is also a good course for new users to learn an overview of the FMS applications.

MRC and Dashboard - This one-day course will cover the MRC ad-hoc report writer and the FMS Dashboard. This course will cover basic reporting functionality, including selecting and joining files, painting, setting run-time parameters and the various output formats available. Attendees will create and run reports over their own data in a workshop mode. Additionally, the course will give an overview of the basics of the Dashboard Designer that allows you to modify existing SRW financial reports, or create new reports, to be displayed and graphed on the FMS Dashboard. The demonstration will also cover setting up reports with levels, how to graph row and column data, and how to organize reports into a tabular format. This course is most appropriate for accounting or administrative personnel involved in creating or running ad-hoc reports. Basic query knowledge is preferred but not required.

Customized Training Classes: In addition to the above classes, FMS is offering a rare opportunity to all conference participants to customize your own training class. On Friday, October 9th, we are giving you the option to tailor training to your needs. These customized classes will be available on a first come, first serve basis. Please contact Mark Dorsey at (877) 435 -9400, ext. 1204 to setup your customized training class.



FMS Client Conference Registration Form

Please complete this form and the Events Registration Form
for each conference attendee.

Email both forms to amyf@fmssolutions or fax to (410) 761-7643
Attention Administration Department by July 15, 2009

Conference Information

FMS always creates a comfortable atmosphere for attendees to share, learn and grow.
During the conference, FMS offers ample opportunities to network and trade ideas with others.
Suggested Attire is Business Casual.

Hotel Information

The conference will be held at the BWI Sheraton.
The hotel group room rate is \$129.00 plus tax (13%) per night, single or double occupancy.

Attendee Name: _____ Company Name: _____

Credit Card No. _____ Name on Credit Card _____

Expiration Date _____ E-mail address _____

 Mastercard  VISA  American Express

Please Check the Required Nights for Your Hotel Stay:

Mon 10/05	Tue 10/06	Wed 10/07	Thu 10/08	Fri 10/09	Total Nights	Single	Double	Share Room With:

Please Note: All Hotel Reservations MUST be made prior to July 31, 2009
FMS will make all hotel reservations and forward confirmation information to you.

Conference Registration Form

Attendee Name: _____

Please select the items in the shaded boxes for the events you would like to attend:

Tuesday, October 6th

9:00 - 4:00	<input type="checkbox"/> SRW Training Class at FMS (beginner & intermediate users)
9:00 - 12:00	<input type="checkbox"/> GL Training Class at FMS
1:00 - 4:00	<input type="checkbox"/> AP/AR Training Class at FMS

Friday, October 9th

9:00 - 4:00	<input type="checkbox"/> MRC Training Class at FMS
9:00 - 4:00	<input type="checkbox"/> SRW/Dashboard Training Class at FMS (intermediate & advanced users)
9:00 - 4:00	<input type="checkbox"/> Customized Training Class at FMS <i>No longer accepting registrations</i>

Wednesday, October 7th

	Meeting Room I	Meeting Room II
8:00 - 8:30	Continental Breakfast	
8:30 - 9:30	FMS, Where We are Today	
9:30 - 10:45	FMS Portal/Dashboard	
10:45 - 11:00	Break	
11:00 - 12:00	Brad Bell, BGBC Partners - New Tax Laws, Understanding and Planning	
12:00 - 1:15	Lunch	
1:15-2:15	Utilizing Updates to the Existing FMS Products	
2:15- 3:00	<input type="checkbox"/> Bank Recon	<input type="checkbox"/> SRW
3:00 - 3:15	Break	
3:15 - 4:30	Back Office Best Practices	
5:30	<input type="checkbox"/> Dinner at Inner Harbor	

Conference Registration Form

Attendee Name: _____

Please select the items in the shaded boxes for the events you would like to attend:

Thursday, October 8th

	Meeting Room I	Meeting Room II
8:30 - 9:00	Continental Breakfast	
9:00 - 9:45	FMS, Future Direction	
9:45 - 10:45	<input checked="" type="checkbox"/> David Schroeder, Banking and Lending	<input checked="" type="checkbox"/> Document Imaging
10:45- 11:00	Break	
11:00 - 12:00	<input checked="" type="checkbox"/> MRC	<input checked="" type="checkbox"/> NGA
12:00-1:00	Lunch	
1:00 - 2:00	Pulling it All Together for Maximum Decision Support	
2:15 - 3:00	Client Advisory Roundtable Discussion (by invitation)	