

2024 EXECUTIVE NETWORKING WORKSHOP



The Imaging Network Group

NOVEMBER 12-14, 2024

THE RITZ CARLTON-LAS COLINAS, DALLAS, TX



Tuesday, November 12, 2024

4:00pm – 6:00pm

ING Board of Trustees Meeting (Closed)

Cactus Rose Boardroom

6:30pm – 8:30pm

Welcome Dinner – All attendees and paid guests

The Terrace, The Ritz Carlton

Wednesday, November 13, 2024

Members and Partners for meetings, All attendees and guests Lantana Ballroom

8:00am – 9:00am

Breakfast - Pavilion

9:00am – 9:15am

Welcome

Eric Hollingsworth, INg President

9:15am - 9:45am

Member and Partner Introductions

All Members and Partners introduce yourself, company name, location and title

9:45am – 10:30am

Panel Discussion: Choosing an ERP for production/accounting/postage and manage the huge cost and company resources for a smooth implementation

Moderator: Darryl English, President, Wolverine Solutions Group

Panelists: Ronnie Selinger, CEO, Nordis
Adam M. LeFebvre, President, SPC
Jennifer Dietz, CEO, FSSI
Mike Mulcahy, VP, COO, OBRIEN



10:30am – 10:40am

New Member Introduction: Mailing.com

10:40am – 11:00am

Break – Lantana North Entrance

11:00am – 11:30am

Managing Mail Integrity through Automation

Moderator: Henry Perez, President, FSSI

Panelist: John Kline, Bluecrest
TJ Forsyth, Ironsides



11:30am – 12:00pm

Member Case Study: Cadena

Hear about the challenges, realities and success stories of the industry in Colombia and other markets

Manuel del Corral, Executive Vice President

cadena.

Wednesday cont.

12:00pm – 1:00pm

Lunch – Pavilion



Postal Update from the Postal Regulatory Vice Chair, Thomas G. Day

The Commission is an independent agency that has exercised regulatory oversight over the Postal Service since its creation by the Postal Reorganization

1:00pm – 2:00pm



2:00pm - 2:30pm

Biggest Innovations from drupa and Printing United

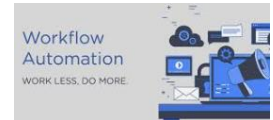
Take a look back at the biggest takeaways from drupa and Printing United. Drupa hosted over 1600 vendors over 11 days, and more than 70 of them were independent workflow solution providers. The major hardware providers brought their newest solutions and provided insights into what is coming next
Pat McGrew, The McGrew Group



2:30pm – 3:00pm

WorkFlow Automation (to include front-end preproduction automation)

John Slaney, CTO, Cathedral Corporation
Mike Ertel, Nahan



3:00pm – 3:30pm

Member Case Study: Security Incident, that immediately became a Data Breach....in other words, a nightmare.....How DMA was impacted with the “Zero Day Vulnerability of Progress Software’s, MOVEit FTP Software” and the aftermath and lessons learned.

Cleve will share a candid overview of how this impacted us, the steps we had to complete, the audits and reviews that we endured, the client and patient communication that was required, and at the end of the day, what the cost was
Cleve Shultz, President, Data Media Associates
Chris Gudzak, Practice Director, 360 Advanced



3:30pm - 4:00pm

Break - Lantana North Entrance

4:00pm – 4:30pm

Postal Update from MTAC Representatives

Kim Waltz, Cathedral Corporation

4:30pm – 5:00pm

Creating a recoverable business (incident response)

Jon Downing, CTO, Impact

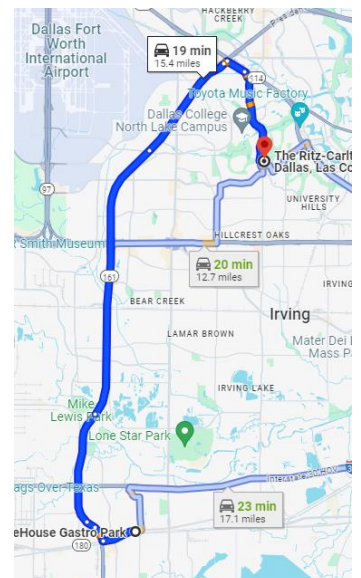
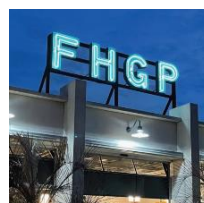
6:00pm – 9:00pm

Firehouse Gastro Park

FEATURING THE ING BAND

(buses depart at 5:45p for venue and 10p return to hotel)

321 W Main St, Grand Prairie, TX 75050



Members and Partners for meetings, All attendees and guests Lantana

Thursday, November 14, 2024

8:00am – 9:00am

Breakfast - *Pavilion*

9:00am – 9:15am

Summit Direct Mail and Tension Tour Overview

9:15am - 9:45am

Depart Ritz for tours of Summit and Tension



9:45am – 10:15am

Group 1 = Summit, Group 2 = Tension

10:30am

Board and Depart for next Tour



11:00am – 11:30am

Group 1 = Tension, Group 2 = Summit

11:45am – 12:15pm

Depart and transport back to Ritz

12:30pm – 1:30pm

Lunch – *Esperanza*

1:30pm – 2:00pm

Cost/benefit of using Inkjet Treated Papers on Ink Consumption

David Field, Midland

2:00pm – 2:15pm

Introduction to New Member Mail Metrics

Nick Keegan, CEO



2:15pm – 3:00pm

How to use AI in your Business

Moderator: Mark Vanderpool, President, IMS Inc.

Panelist: Henry Perez, FSSI

David Reilly, PrintMail Solutions

Aaron Weekes, Nahan



3:00pm

Closing Session

3:30p

Board meeting with Vendor Partners (closed session)

4:30pm

Buses Depart for **FT. WORTH STOCKYARDS**

5:00pm

Event + Dinner at **Texas Coliseum**



7:30pm

PBR STOCKYARDS SHOW

9:30pm

Buses depart to The Ritz Las Colinas

