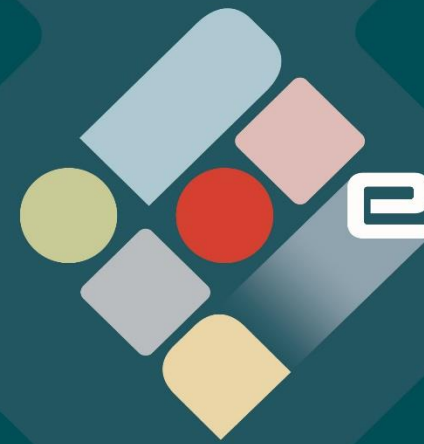


Eclipse

Extended Education

Insights 2023 - May 14-15

Mandalay Bay, Las Vegas, NV



Sunday May 14, 2023

8:00 AM –
12:00 PM

EE9: Eclipse Pricing Fundamentals –
Using Price Matrixes to Your Advantage

1:00 PM
5:00 PM

EE18: Eclipse Pricing Fundamentals –
Why is My Product Priced This Way?

Monday May 15, 2023

8:00 AM –
12:00 PM

EE27: Eclipse System Admin – Utilities,
Logs, and File Importing

1:00 PM–
5:00 PM

EE36: Eclipse System Admin – Branch,
Territory, and User Maintenance

EE 9: Eclipse Pricing Fundamentals — Using Price Matrixes to Your Advantage

Learn how the Eclipse Sell Matrix is structured and used in Sales Order Entry. This session will teach you about pricing structures using sell matrixes allowing you to be as profitable as possible, create sell matrixes and understand matrix types, and explore quick sell matrixes and pricing matrix hierarchies.

Cost: There is an additional \$325 fee to attend this session.

Objectives:

- Understand the theory of a sell matrix
- Learn what the X-Axis and Y-Axis consist of
- Learn to create sell matrixes and use different types of matrixes
- Navigate the Quick Sell Matrix
- Understand the Pricing Hierarchy

Audience:

- Pricing or Purchasing Managers

Program Level: Beginner

EE 18: Eclipse Pricing Fundamentals — Why is My Product Priced This Way?

Learn about pricing matrix hierarchies, quote matrixes, velocity pricing, and rebates in sales order entry. This session will teach you about pricing structures using sell matrixes allowing you to be as profitable as possible.

Cost: There is an additional \$325 fee to attend this session.

Objectives:

- Understand the Pricing Hierarchy and know which matrix is used on an order.
- Use a Quote Matrix for an order.
- Determine how to use Velocity Pricing to calculate prices based on ranks.
- Investigate Rebate Pricing used in a sales order.
- Use a Branch Specific Matrix

Audience:

- Pricing or Purchasing Managers

Program Level: Beginning/Intermediate

EE 27: Eclipse System Admin — Utilities, Logs, and File Importing

Learn everything you need to manage system administration in Eclipse. From file importing, merging, and purging, to sessions, handling employee information, and user management, this class will give you the tools you need to effectively administer your Eclipse system.

Cost: There is an additional \$325 fee to attend this session.

Objectives:

- Analyzing and using system logs
- Understanding phantom processes
- Using Merge/Purge utilities
- Import File Processing
- Variable Dating

Audience:

- System Administrator

Program Level: Beginner/Intermediate

EE 36: Eclipse System Admin — Branch, Territory, and User Maintenance

As your business grows, you need to add branches and territories to your system. Learn the best practices for managing your branches and territories for the most effective administration.

Cost: There is an additional \$325 fee to attend this session.

Objectives:

- Setting up new branches and territories
- Adding users, customers, and vendors to new branches
- Using authorization keys and templates
- Employee record cleanup

Audience:

- System Administrator

Program Level: Beginner/Intermediate