

Solomon Coyle NeoCon 2011 Sessions

Monday, June 13, 2:30 - 3:30 PM

Leveraging and Integrating Technology Tools for Improved Processes, Customer Experiences and Profitability

David Solomon, Solomon Coyle

Today's challenging business environment requires that Dealers find ways to increase efficiency, improve communications and reduce internal operating costs. Effective use of technology is the catalyst to not only increasing employee productivity, but also improving the customer experience and overall Dealer profitability. You will learn how leading Dealers are leveraging their investment in Design, Specification, and Business Systems, as well as CRM, Microsoft SharePoint, and other new technologies. This session will include examples of how Dealers are integrating new technologies in areas such as lead management, work order management and project management to differentiate their companies in the market, compete to win and manage business more effectively.

Track: Dealer Strategies

Target Audience: Contract Furnishings Dealers

Course Level: Intermediate

Tuesday, June 14, 9:30 - 10:30 AM

The Dealer's Role in the Integrated Project Delivery Process

David Solomon, Solomon Coyle

As the industry moves to an Integrated Project Delivery (IPD) model, savvy Dealers have the opportunity to position themselves as a trusted consultant and strategic partner to their clients, and valued member of the project team. Learn how IPD works, how Dealer fits into the project team dynamic, and how Dealers can move from being viewed as a vendor to taking an active role in the process. We will also discuss client expectations, project team roles and expectations, and ways A&D and other project team members can leverage Dealer expertise.

Track: Dealer Strategies and Professional Development

Target Audience: Contract Furnishings Dealers and A&D Firms

Course Level: Intermediate

Each educational session is \$55. To register, visit: <http://www.neocon.com/register/>

Questions? Please contact Solomon Coyle at 703.370.1902.