



## Three Ways to Take Advantage of IPS-Sendero Training:

### Classroom Training Courses (C)

These courses offer traditional classroom-style instruction led by IPS-Sendero's experienced product specialists. This group-live instruction is hands-on to reinforce concepts and enhance software proficiency. Classroom training courses, unless otherwise noted, target new users and have no prerequisites. Courses are hosted at IPS-Sendero's training centers in Scottsdale, AZ, and Norcross, GA. These courses are denoted by (C).

### Instructor-Led Group Training Webinars (W)

Attend IPS-Sendero training without ever leaving your office! Led by our experienced product specialists, these training courses provide in-depth product instruction and Q&A opportunities via interactive web presentations. These courses are denoted by (W).

### Online Training Courses (O)

Set your own learning pace and absorb key concepts through self-study and practice. These courses offer you the most flexibility for scheduling and attending instructional training on IPS-Sendero products. These courses are denoted by (O).

## RISK SOLUTIONS

### **NEW!** Asset/Liability System & Data Management System 3.0 for Advanced Users (C)

This classroom course presents in-depth training using instrument-level processing (ILP), along with its associated composite accounts in IPS-Sendero A/L. Topics include economic value, duration, purchase/sale accounts, calls and puts, effective use of prepayment tables, the lag matrix, user rules, and the incorporation of external spreadsheets as an input source. The course also includes setting up and importing data for the ILP accounts in DMS. Attendees participate in a small group analysis of several case studies using IPS-Sendero A/L.

#### Prerequisites:

- Moderate to extensive experience using IPS-Sendero A/L
- Extensive knowledge of asset/liability management theory

CPE Credits:	25
Length:	3 days
Date/Location:	May 19-21 Scottsdale, AZ
Price:	\$1,500



### Asset/Liability System & Data Management System 3.0 Basic Course for Experienced Modelers (C)

This classroom course assumes that attendees are familiar with asset/liability (A/L) management software models. Attendees learn how to operate IPS-Sendero A/L and its data mapping tool (DMS). The course also introduces instrument-level processing for higher resolution modeling. This course targets experienced A/L users who are new to the IPS-Sendero A/L model.

#### Prerequisites:

- Moderate experience using an asset/liability model
- Moderate knowledge of asset/liability management theory
- Proficiency with Microsoft® Windows® software

CPE Credits:	25
Length:	3 days
Date/Location:	January 21-23 Scottsdale, AZ
	May 5-7 Scottsdale, AZ
Price:	\$1,500

### Asset/Liability System & Data Management System 3.0 Basic Course for New Modelers (C)

This classroom course introduces asset/liability (A/L) management theory and shows how A/L software models measure interest-rate risk. Attendees learn how to use IPS-Sendero A/L and its data mapping tool (DMS). The course includes an introduction to instrument-level processing for higher resolution modeling. This course targets new IPS-Sendero A/L users with little or no experience in A/L management.

#### Prerequisites:

- Minimal or no experience using an asset/liability model
- Limited knowledge of asset/liability management theory
- Moderate experience using Microsoft® Windows®

CPE Credits:	25
Length:	3 days
Date/Location:	February 3-5 Scottsdale, AZ
	April 15-17 Scottsdale, AZ
Price:	\$1,500

## Asset/Liability System, Funds Transfer Pricing, Data Management System 3.0 Upgrades – New Features and Security (W)

This free webinar provides a guided introduction to the new features within IPS-Sendero A/L, DMS and FTP products. The new features include enhanced security parameters, new user interface and menus, understanding the new capabilities and expansion to instrument-level processing (ILP), review callable instruments, interest credited option, Rule of 78, forecasted funds transfer pricing, new premium/discount methods, and non-maturity and annuity instruments. Attendees see the new data requirements for expanded ILP and other related changes in DMS. Also introduced will be the remaining term transfer pricing option within the FTP product.

The webinar is intended for IPS-Sendero A/L, DMS and FTP clients who are upgrading to 3.0.

Length:	3 hours
Date:	January 14
	February 11
	March 24
	April 21
	May 14
	June 17
Price:	FREE



## NEW! Funds Transfer Pricing & Data Management System 3.0 for Beginners (C)

This classroom course introduces funds transfer pricing theory and how computerized models assist in separating and measuring the components of net-interest margin. Attendees learn how to set up and operate the IPS-Sendero FTP model and its data aggregation tool, DMS. This classroom course is presented at a controlled pace for new practitioners.

### Focus areas include:

- FTP concepts/methodology
- Using DMS to gather data for the FTP system
- Setting up and maintaining the FTP system
- Entering processing support data into FTP
- Processing/pricing DMS tables in FTP
- Analysis and reporting of results
- Exporting FTP results for profitability systems and ad hoc analysis
- Using data backup/restore utility

CPE Credits:	25
Length:	3 days
Date/Location:	February 18-20      Scottsdale, AZ
	June 16-18      Scottsdale, AZ
Price:	\$1,500

## Vantage (C)

IPS-Sendero Vantage is the solution for fast, accurate budgeting and planning, reliable management reporting, and asset/liability management (A/LM). To fully reap the benefits of this solution, users need to understand how to set up quickly and efficiently. This two-day classroom course helps attendees begin using Vantage to achieve budgeting objectives, generate reports and conduct A/LM analysis with accurate data.

### Topics include:

- Overview of the application
- Security options and maintenance
- Balance sheets, income statements and statistical data
- Base rates, yield curves and prepayment speeds
- Maintaining products
- Monthly process and working with reports

CPE Credits:	14
Length:	2 days
Date/Location:	March 4-5      Norcross, GA
Price:	\$1,000

## Vantage Custom Reports (W)

In this group webinar, the instructor demonstrates how to create custom reports in Vantage. Included are a detailed look at all of the tabs of the report properties screen and an introduction to custom reporting hierarchies. Examples are created for many reports, including economic value, forecasted net-interest income statement, spread analysis, gap report and rate volume variance.

Length: 1.5 hours

Date: March 18

Price: \$225

## Vantage EV Series (W)

The instructor examines the fundamentals and theory behind using economic value as an asset/liability management tool. This webinar covers key components of the economic value calculation in Vantage, including prepayment speeds, discount rates and cash flow analysis. Also demonstrated is the suggested way to model non-maturity deposits in Vantage to get the most from your economic value calculation.

Length: 2 hours

Date: April 16

Price: \$300

## Vantage Forecasting Scenarios (W)

In Vantage, scenarios are vital to create budgets and interest-rate risk simulations. This group webinar will explain and contrast bottom-up and top-down scenarios, and provide examples of the different types of assumptions and modeling that are possible in Vantage. Copying simulation results to budget, changing scenario months, and creating interest-rate scenarios also will be explored.

Length: 2 hours

Date: June 8

Price: \$300

## Vantage Formula Reports (W)

Report formulas are an important part of the reporting support available in Vantage. While the main use is for the creation of key ratios, report formulas are also useful in creating alternative reporting hierarchies. This webinar showcases report formulas and demonstrates different ways they can be used. Sample formulas, libraries, reports, and tips and tricks for easier formula writing are included.

Length: 1.5 hours

Date: April 7

Price: \$225

## Vantage General Setup (W)

This group webinar is for new users of Vantage or those users beginning the implementation process. Understanding the relationship between classifications, products and accounts is critical to becoming a successful Vantage user. The instructor demonstrates how to set them up properly and how the information is used within the system for calculations and scenarios. The instructor also explains prepayments and the setup of companies and centers.

Length: 1.5 hours

Date: January 20

Price: \$225

## Vantage Monthly Processing for Advanced Users (W)

This group webinar starts with an explanation of the preferred method of operations, then proceeds to more advanced topics of the monthly process. Included in the discussion is how to get the most out of your extracts by examining the data fields and product setup. The instructor demonstrates how Vantage uses information to populate the instrument tables. Fields that were not available to be imported in previous versions of Vantage will be highlighted.

Length: 1.25 hours

Date: February 23

June 22

Price: \$185

## Vantage Monthly Processing for New Users (W)

This webinar focuses on monthly processing, which is the backbone for successful forecasting and financial analysis in Vantage. The instructor helps you to streamline this process by emphasizing the correct order of operations and potential pitfalls. The instructor explains the need for and use of cross references as well as common rejected record descriptions. The goal of this webinar is for attendees to become comfortable with the monthly process and to understand the implications of deviations from the preferred method.

Length: 1.25 hours

Date: February 10

May 11

Price: \$185

## FINANCIAL ACCOUNTING SOLUTIONS

### “Classic” Accounts Payable (C)

This classroom course provides detailed instruction on the features and functionality of IPS-Sendero “Classic” Accounts Payable. The course covers reporting measures, maintenance of vendors, chart of accounts, invoices, processing and posting. This classroom course addresses uploading files to the general ledger (or your main processor) using Transaction Manager. This course benefits new and experienced AP users.

CPE Credits:	12	
Length:	1.5 days	
Date/Location:	March 10-11	Norcross, GA
Price:	\$700	

### “Classic” Fixed Assets Accounting (C)

This classroom course introduces IPS-Sendero “Classic” Fixed Assets Accounting, including company setup, general ledger interface and chart of accounts setup. Attendees learn the components and general navigation of setting up and maintaining assets. Other topics include processing depreciation, year-end, and mid-quarter conversion. Attendees practice generating reports, reviewing templates and specifying report criteria. This classroom course shows participants how to create custom reports and export them to a spreadsheet. Participants also learn how to create the upload file to the general ledger (or their main processor) using Transaction Manager. This classroom course benefits new and experienced Fixed Assets users.

CPE Credits:	12	
Length:	1.5 days	
Date/Location:	March 12-13	Norcross, GA
Price:	\$700	

### Prologue Fixed Assets Accounting (C)

This classroom course introduces Prologue Fixed Assets Accounting and is designed for end users. Participants learn and practice how to maintain fixed assets, run depreciation for the internal book and tax books, and create entries that can be posted to their general ledger.

In addition, the classroom course covers the initial setup of the Prologue Fixed Assets software, fixed assets input, asset classifications, depreciation processing and detailed fixed assets reporting.

CPE Credits:	12	
Length:	1.5 days	
Date/Location:	February 12-13	Norcross, GA
	March 19-20	Scottsdale, AZ
	May 14-15	Norcross, GA
Price:	\$700	



### Prologue Fixed Assets Accounting (O)

The Prologue Fixed Assets Accounting online course provides a self-paced introduction to the system for end users. In this online course, you learn how to create an asset, classify assets, run depreciation, transfer and dispose of assets, create general ledger entries, and create reports. In addition, this course reviews the initial setup of Prologue Fixed Assets Accounting.

Length:	4-6 hours	
Price:	\$500	

To register for an online course, please contact the Training Administrator at 1-800-947-0047 (press 9).

### Prologue Accounts Payable (C)

This classroom course introduces Prologue Accounts Payable for accounts payable end users. Attendees will process vouchers and payments for vendors, and create general ledger entries that can be posted to the general ledger. This classroom course covers the initial setup of Prologue A/P, vendor and voucher maintenance, vendor payment, and detailed accounts payable reporting.

CPE Credits:	14	
Length:	2 days	
Date/Location:	February 10-11	Norcross, GA
	March 17-18	Scottsdale, AZ
	April 15-16	Norcross, GA
	May 12-13	Norcross, GA
	June 16-17	Norcross, GA
Price:	\$900	

### Prologue Accounts Payable (O)

The Prologue Accounts Payable online course is a self-paced introduction to the system for accounts payable end users. In this online course, attendees learn how to process vouchers and payments for vendors, and create general ledger entries that can be posted to a general ledger. In addition, this online course covers vendor and voucher maintenance, vendor payment, and detailed accounts payable reporting.

Length:	4-6 hours	
Price:	\$500	

To register for an online course, please contact the Training Administrator at 1-800-947-0047 (press 9).

## Prologue General Ledger (C)

This two-day classroom course is an in-depth overview of the key functions and features of the Prologue General Ledger system. Prologue General Ledger maintains general ledger accounts and balances, and provides accurate financial reporting to support business needs. The module maintains an unlimited number of years of transaction and budget history to help you analyze trends and make better business decisions. This classroom course targets clients who operate the Prologue General Ledger system on a daily and monthly basis.

### Focus areas include:

- System administration, including managing users and security access, and defining standard configurations for an existing or new system setup
- Maintaining the G/L chart of accounts
- Importing and exporting transaction and budget information
- Maintaining and processing accrual, prepaid and elimination transactions
- Creating and posting journal entries
- Maintaining the posting processes, which includes batch and real-time posting
- Daily/monthly maintenance and processing using unattended processing
- Comprehensive reporting using system-generated reports
- Introduction to creating and generating financial reports using financial report designer

CPE Credits:	14
Length:	2 days
Date/Location:	April 6-7 Norcross, GA
Price:	\$900

## Prologue Application Administrator (W)

In this group webinar, the instructor introduces the Prologue Application Administrator module. This webinar covers application navigation, managing users, user groups, user permissions, system settings and global functionality. Brief overviews of reports, module setup and system recovery procedures are also discussed.

This webinar is intended for the system administrator and/or "power user."

Length:	3 hours
Date:	February 9
	March 16
	April 22
	May 21
	June 23
Price:	\$450

## Prologue Financial Reports (C)

This full-day classroom course provides an in-depth, hands-on review of the financial designer component of Prologue General Ledger. Prologue financial reports provide accurate general ledger reporting, enabling users to reconcile balances, analyze trends and make better decisions. This classroom course targets those who create and maintain financial reports within the Prologue General Ledger module. Bring a sample financial report to this course and learn how to re-create it in class. The instructor reviews and assists attendees in creating, formatting and maintaining row, column and entity templates.

### Prerequisites:

Attendees should have an understanding of Prologue General Ledger:

- Application navigation
- Chart of account structure and maintenance
- Account balances (month-end, net activity, averages, budget amounts)
- Fiscal year and periods

CPE Credits:	7
Length:	1 day
Date/Location:	April 8 Norcross, GA
Price:	\$450

## NEW! Prologue Purchase Order and Requisition (W)

This group webinar is an introduction to Prologue Purchase Order, Prologue Requisition and the related functions of Prologue Inventory Manager. It provides detailed procedures for setting up and completing tasks efficiently. It is designed for end users responsible for processing purchase orders, requisitions and other aspects of the procurement process.

Learn how to process and maintain purchase orders and requisitions, and how to manage inventory, carrier services and shipping information. In addition, attendees learn how to create entries that can be posted to the general ledger.

Length:	Two 3-hour sessions
Date:	February 17-18
	April 13-14
Price:	\$900



## Prologue Shareholder Accounting (C)

This classroom course provides a working knowledge of the Prologue Shareholder Accounting system. Attendees learn how to increase operating efficiencies, produce reports that meet senior management demands, and save time through interface with other applications. Topics include a system overview, processing, reporting, utilities and formats. This classroom course targets individuals who process dividends, issue checks, post ACH items, and evaluate certificate and 1099 reporting.

CPE Credits:	7	
Length:	1 day	
Date/Location:	March 18	Norcross, GA
	June 9	Norcross, GA
Price:	\$400	

## PROFITABILITY SOLUTIONS

### Organizational Profitability System for Beginners (C)

This is an introduction to the IPS-Sendero Organizational Profitability System as a management accounting tool. This classroom course is basic, relating fundamental skills to practical situations. Topics include system configuration and setup, steps to importing, establishing allocation rules, macros and procedures, measuring organizational performance and cycle-end processing. This classroom course is designed for individuals, including managers and profitability/cost analysts, who are new to organizational profitability and/or have had limited exposure to the product.

CPE Credits:	14	
Length:	2 days	
Date/Location:	June 23-24	Norcross, GA
Price:	\$800	

### Product Profitability System for Beginners (C)

This classroom course is an introduction to product profitability and the IPS-Sendero Product Profitability System (PPS). Topics include basic product profitability concepts, implementation techniques for product profitability, general setup of PPS, importing data, unit cost setting, types of allocations, profitability measurement techniques, report creation and other system features. This course benefits newcomers to product profitability and PPS, including managers and profitability/cost analysts.

CPE Credits:	14	
Length:	2 days	
Date/Location:	June 25-26	Norcross, GA
Price:	\$800	

### Relationship Profitability Manager for Administrators and Users (C)

Administrative topics include software installation, system configuration, system setup and maintenance, importing, processing, and reporting. Profitability topics include relationship profitability methodology, FTP assumptions, variable and fixed expenses, and other profitability components.

In addition, this classroom course covers simulating relationship profitability for the analysis of prospective accounts, customers and relationships. This classroom course is designed for the individuals responsible for setting up and maintaining the system, including end users, end user trainers, system administrators, managers, officers and profitability analysts.

CPE Credits:	18.5	
Length:	2.5 days	
Date/Location:	April 21-23	Norcross, GA
Price:	\$1,000	

### Relationship Profitability Manager for End Users (W)

This group webinar introduces Relationship Profitability Manager as a management decision tool for increasing profitability while retaining customers. The webinar is presented on a basic level, from fundamental skills and methodology to practical situations. Profitability topics include an introduction to relationship profitability methodology, maintaining customers and relationships, and reporting. In addition, the webinar covers simulating relationship profitability for the analysis of existing and prospective accounts, customers and relationships. This webinar is designed for end users and those who train end users.

Length:	3 hours	
Date:	May 7	
Price:	\$450	



## Cancellation Policy

Cancellations made fewer than 14 days before the first day of the classroom course and 5 days before the first day of the webinars are subject to a 50 percent cancellation fee. Confirmed participants who do not attend their scheduled sessions are liable for a 50 percent cancellation fee. You may make substitutions at any time. IPS-Sendero reserves the right to cancel a scheduled classroom course with a 14-day notice and to cancel a scheduled webinar with a 5-day notice to registrants. If a course or webinar is canceled for any reason, IPS-Sendero's liability is limited to the fee.

## Extension of CPE Credits

IPS-Sendero is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Visit NASBA on the web at [www.nasba.org](http://www.nasba.org).

For suggestions or complaints regarding an IPS-Sendero training course, please contact the Training Administrator at 1-800-947-0047 (press 9).



If you have questions regarding an IPS-Sendero training course, please contact the Training Administrator at 1-800-947-0047 (press 9) or email [training@ips-sendero.com](mailto:training@ips-sendero.com).