



# CWG North American Spring Conference 2025

Monday April 28<sup>th</sup> 2025

Time	Room Salon BC
8:00 - 8:30 AM	President and Chairman Address – Kevin Meyer & Marin Ukalovic
8:30 - 9:15 AM	SAP Variant Configuration and Pricing – Overview and Updates - Michael Zarges   SAP SE – via Zoom
9:15 - 9:45 AM	Break/Networking
9:45 - 10:45 AM	Solution Bundling and Configuration with SAP CPQ – Christopher Weckler   SAP
10:45 - 11:30 AM	Solution Modeling and Selling with SAP Solution Sales Configuration – Mark Kleber   SAP SE
11:30 AM - 12:00 PM	SAP CPQ with SAP S/4HANA Cloud - Luka Pilipovic   SAP
12:00 - 1:00 PM	Lunch
12:30 - 1:00 PM	<i>Sponsor Roundtable - CLARITY: AI Strategy: From Quick Wins to Long-Term Value</i>
1:00 - 1:45 PM	Steelcase's MDM for AVC: Authoring the Commercial Model (Live Demo) - Ethan Vince and Steve Silvey   Steelcase Inc.
1:45 - 2:30 PM	From Paper to Profit: Real-World Success Stories in IDP in Q2C - Sergey Jermakov and Karyna Mihalevich   CLARITY
2:30 - 3:30 PM	Break/Networking
3:00 - 3:30 PM	<i>Sponsor Roundtable – Aspire Digital: Empowering Sales Teams: Seamless Configuration Workflows with SAP CPQ</i>
3:30 - 4:15 PM	Using AI to boost your SAP AVC / VC / SSC modeling productivity - Daniel Naus and Dung Nguyen   ConfigAir
4:15 - 5:00 PM	CTO+ - CTO with ETO Special Requests: CPQ, Cideon Conify, CAD, S/4HANA Order BOM - Harald Reitz and Lars Kiel   SAP Labs, Cideon

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Time	TRACK A - Room Salon BC	TRACK B - Room Salon A
7:45 - 8:00 AM	Conference Picture – Wear your CWG shirt!	
8:00 - 8:45 AM	<b>SAP Processes to Sell (Configurable?) Software related to Your Equipment</b> – Harald Reitz   SAP Labs	<b>SAP Solution Quote - S/4H Solution Bundles AVC ready for SAP CPQ</b> - Mark Kleber   SAP SE
8:45 - 9:30 AM	<b>Engineering Change Management</b> - Rama Gottipati and Patrick Latour   InitiateIT LLC, CPQ Logix	<b>Update on AVC</b> - Andreas Koelbl   SAP SE
9:30 - 10:00 AM	Break/Networking	
10:00 - 11:00 AM	<b>How Intelligent Product Recommendation + Nvidia Omniverse = Re-imagined CPQ</b> – Mitchell Clark  SAP Labs	<b>Unlocking the Secrets of Variant Pricing</b> - Patrick Latour and Jean-Sébastien Dubois   CPQ Logix
11:00 AM - 12:00 PM	<b>SSC Transformation – Replacing Upwards of Twenty Legacy Tools With One Dynamic System Solution</b> - Scott Blaubach, Trevor Williams, Will Loden and Chad Fortune   Oldcastle BuildingEnvelope	<b>Battle of the Configurators: SAP CPQ vs. VC CPQ</b> - Edward Gonzales   Grundfos
12:00 - 1:00 PM	Lunch	
12:30 - 1:00 PM	<i>Sponsor Roundtable - ConfigAir: Large language models (LLMs) in configuration</i>	
1:00 - 1:45 PM	<b>LO-VC to AVC transition for customer in a Brownfield environment</b> - Sandeep Mondkar and Jahangir Kabir  My Supply Chain Group (part of NTT)	<b>Running SSC at SEW-Eurodrive - an update of the transformation story</b> - Matthias Plietz   SEW-Eurodrive
1:45 - 2:30 PM	<b>CWG Decoder Ring Reloaded - Guide through the TLA jungle</b> – Patrick Latour and Kevin Meyer  CPQ Logix, Haworth Inc.	<b>Innovate to Elevate: An advanced Manufacturing and Sales Configuration Option</b> - Patrick Latour   CPQ Logix
2:30 – 3:15 PM	<b>Boost Revenue by Up to 30% with Manufacturing-Grade CPQ and Price Optimization</b> - Falk Brauer and Claude Sammoury   Zilliant	<b>CLARITY SAP CPQ Accelerators: resolve gaps rather than just implement CPQ</b> - Karyna Mihalevich and Sergey Jermakov   CLARITY
3:15 – 3:45 PM	Break/Networking	
3:45 - 4:15 PM	<b>AVC Tips and Tricks</b> – Vin Dixit   Digital Transformation Services LLC	<b>SAP CPQ integrated - deep dive</b> - Luka Pilipovic   SAP
4:15 - 5:00 PM	Conference Closing Ceremony	

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