sage Partner Summit

Perform at your best

Sage X3– Preparing for Success (pre-conference)

Get immediate value from your Sage Partner Summit at the one-day Sage X3 Pre-Conference. This exciting session focuses on successful implementations, delivered by Sage accomplished experts and executives. The bootcamp goes from sales cycle to go-live, enabling you to position and deliver successful implementations which build long term customer relationships. We will demonstrate how services can be a value-enabler to win more deals. You will learn how to convert these sales into long term success with more controlled approaches to delivery and the latest Sage implementation methodology. You will interact directly with members of the Center of Excellence and hear real-life examples on resolving complex business challenges.

What you will learn
- How to access the Sage project methodology and agile ways of working
- Best practices to improve your implementation and avoid potential issues
- How to increase your services through upgrade and migration project offerings

Audience: Sage X3 Partners

Theme	Topic	Learning Outcome
Welcome and Open		
Partner Success	Sage Support and Services	Learn how to train your resources more effectively and make them billable faster.
		Understand the improvements to the Sage X3 learning journey. Find out more about the new learning paths across all roles up to an Expert level
	Centre of Excellence	Recognize what the Sage X3 Centre of Excellence can provide for your organisation's success
Sales Success	Selling Sage X3	Learn sales best practice and case studies from the field
Implementation Success	Sage project methodology and best practice	Discover what a great Sage X3 implementation looks like and how to apply the STREAM methodology in practice.
		Discover why effective project and programme governance is so important

		for digital business transformation success
		Learn how PWC put it into operation and hear the important lessons learned. Introduction to the Data Management Suite
Customer Success and Support	Sage Support	Understand the Sage Escalation Process
	Building long term strategy's	Learn how to secure additional opportunities while adopting best practice
Running and growing a Professional Services practice	Fireside Talk and Closing Remarks	

It is important to note that due to the interactive approach taken and to ensure maximum audience engagement, the event has a limited capacity for attendance