Sage Partner Summit

Workshop session preview

Update: March 22, 2023

May 22-24, 2023
ARIA Resort & Casino | Las Vegas, NV

Sage

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Workshop session preview

A first look at some of the exciting workshop sessions designed for you! More workshop sessions in progress. Sessions subject to change.

Pre-conference workshops

Get ahead of the curve with half-day learning workshops designed to jump start your Sage Partner Summit experience!

Sage Intacct pre-conference workshops
Audience: Open to Sage Intacct partners

Sage Intacct: Selling to Win in 2023
This session is designed for the sales team of new Sage Intacct partners and new sales people at existing Sage Intacct partners, and for those of you who want to see what has changed since you started selling with us. We'll cover sales training, how to use competitive info, sales tools and processes, and our partners and CEs will provide real examples of how they used all of this to win deals!

Sage Intacct - Marketing
Pre-conference session posting soon!

Sage Intacct Accountants Program (SIAP) pre-conference workshop
Audience: Open to SIAP partners

Scaling your SIAP Practice: Turning challenges into opportunities
Are you a CPA or BPO colleague looking to build, grow, and scale your Sage Intacct Accountants Program (SIAP) practice? This is a great opportunity to meet new people, connect with those you already know, and draw inspiration from the broader SIAP community.

Sage X3 pre-conference workshops
Audience: Open to all conference attendees

Upgrade your Sage X3 with ease: Tips and best practices from the pros
Audience: Experienced technical consultants

Upgrade time can be stressful, but we've got you covered. Join our experienced technical consultants for a hands-on workshop where you'll learn the best practices and troubleshooting tips for upgrading your customer from older versions of Sage X3 to the current version.

Mastering Sage Intacct: A hands-on guide for distribution and manufacturing
Audience: Sage distribution and manufacturing consultants

Calling all Sage distribution and manufacturing consultants! Attend this interactive hands-on workshop to learn more about setting up, configuring, integrating, and the standard processes for the new Sage Intacct Distribution and Manufacturing Operations solution.

Sage Business Management Solutions (BMS) pre-conference workshops
Audience: Open to all conference attendees

Roundtable: Improving Sage 100 together
Join the Sage 100 product team and your peers for a brainstorming session full of possibilities. We'll discuss and prioritize prospective product enhancements for potential inclusion in the Sage 100 roadmap and identify promising third- party applications.

Roundtable: Enhancing Sage 300
Join the Sage 300 product team and your peers for a brainstorming session full of possibilities. We'll discuss and prioritize prospective product enhancements for potential inclusion in the Sage 300 roadmap and identify promising third- party applications.

Conference workshops

Sage Intacct workshops
Audience: Open to Sage Intacct partners

Each Sage Intacct workshop is packed with helpful sessions and panels that will show you how to increase growth across the entire customer journey. Hear from successful partners who will be sharing their best practices and growth strategies.

Sage Intacct: Product update — what's new, what's next?
Are you eager to hear about the latest product innovations and updates for Sage Intacct? Join Dan Miller, EVP Sage Intacct, for an engaging session on what's new and what's coming.

Sage Intacct — Sales

Making the switch: A guide to migration selling
Are you concerned about how to talk to your legacy base about Sage Intacct without overwhelming them? Learn how some of our top partners have successfully marketed to and moved their customers from outdated technologies to Sage Intacct—creating happy customers and a good annuity stream.

Charting a course for success: Navigating ROE
Who moved our Cheese and why it's a good thing! Learn how to embrace ROE to move forward with ease.

The power of shortening your sales cycle: Sizzle demos vs. real demos
Join this workshop to learn how to leverage consensus to win faster. Find out how to build agreement among stakeholders and decision-makers, and close deals more quickly and efficiently.

The psychology of selling in today's climate
Selling isn't just about the product - it's also about psychology, preparation, soft skills, relationships, and confidence. Hear from our experts on how to be successful in the world of sales.

Build your dream team: Sales staffing strategies for success
If you're hiring SDR's, BDR's, or other sales roles, this workshop is a must-attend. We'll cover lead time to hire, attributes to look for, setting salary expectations, ROI, and retention strategies.

Sales tools for success: What's really working
Learn from some of our top partners about the sales tools they're leveraging and what's working for them. Discover the total cost of ownership (TCO) and return on investment (ROI).

Competitive selling: Sideline the competition
Want to know how to position Sage Intacct as the best choice without resorting to negative tactics? This workshop will teach you how to defuse the competition with positive messaging and confident sales techniques.

Sage Intacct – Technical

Smart Events and Triggers: Unlocking efficiency and productivity
Experience real-world use cases and explore practical techniques for Smart Events and Triggers. We'll take you through successful use cases and advanced solutions to complete various tasks.

Unleashing the full potential of Sage Intacct Platform Services for standard objects in Sage Intacct
Take a deep dive into these newly-released features and see firsthand how they can help you achieve things you never thought possible. With this functionality, you'll get the edge over the competition and unlock new opportunities for growth and success.

Solving problems with Sage Intacct Platform Services
Discover the possibilities of Sage Intacct Platform Services when tailoring Sage Intacct to meet specific business needs. Explore common use cases that can be solved with Platform services, including updating line items.

Sage Intacct Platform Services: Advanced uses for Sage Intacct
Unleash the full potential of Sage Intacct with expert guidance from your peers. Learn how to automate time-consuming processes using custom objects, APIs, document templates, triggers, relationships, workflows, and clever functions. Leave feeling inspired by a partner use case where Sage Intacct was used to automate a process that otherwise took days to do.

Sage Intacct API: The ultimate data management solution
Tap into the power of Sage Intacct API with this introductory session. We'll cover how to use the API to integrate with third-party systems or customize data to bring it back into Sage Intacct.

Master custom SQL for advanced ICRW reports
Learn the basic concepts of working with Custom SQL to build advanced ICRW reports. Walk away with an understanding of the SQL JOIN and the SQL UNION operators, and how to structure the custom SQL in the ICRW environment to achieve optimal results.

Introduction to Page Scripting
Get ready to supercharge your Sage Intacct experience with custom scripting elements. Learn how to utilize custom scripting elements to extend and enhance functionality. Create your own data validation or table lookups and dive into an introduction to Page Scripting with examples and techniques that can be used immediately.

Live training workshop: Mastering Dynamic Allocations
It's our first live Dynamic Allocations training workshop for Sage partners and you don't want to miss it! We'll share everything from identifying when allocations are the right fit to showcasing their value, and examples of allocation builds in your very own training environment. By the end of this workshop, you'll appreciate why some partners include Dynamic Allocations on almost every deal!

Service verticals: Packaging Sage Intacct for customers
Join our Product Managers as they discuss how to best target service verticals using the power of Sage Intacct. We'll also open the floor for partners to share their success stories and trade tips on how they have customized Sage Intacct to meet customer needs.

Build the ultimate implementation toolkit
Whether you're a seasoned or new implementation consultant, this workshop will give you practical tips on project management tools, configuration recommendations, and how to avoid common configuration and implementation missteps. By the end of this session, you'll be ready to load up your implementation toolkit with confidence!

Sage Intacct Silver Lining Playbook for challenging implementations
Join us for a question and answer session with some of the top Sage partners as they share their best practices on how to successfully complete difficult implementation projects. Discover tips on keeping implementations efficient and learn how to retain customers for life. Find the silver lining in every implementation!

Supercharge your implementation: Getting things done with Postman
Want to expedite your implementation tasks and achieve speedy data changes? Join us to learn how Postman can be used for updating your chart of accounts with dimension requirements, importing a large list of users, updating dimension values, and more. Get ready to boost your implementation efficiency with Postman!

Ready, set, IPO! Boosting equity value and managing financial risk with PwC
Discover how to help customers mature and strengthen their finance operating model to meet evolving compliance requirements. Hear how PwC is working with Sage Intacct to support customers on this journey through the introduction of an automated controls monitoring solution and a dedicated Sage Intacct process and controls centre of excellence.

Beginner's guide to the "Combine reporting areas" feature in ICRW
Learn the basic concepts of working with the "Combine Reporting Areas" feature in ICRW. Walk away with an understanding of the various forms of the SQL UNION operator and how to maintain out-of-the-box reports.

Introducing EMRConnect: Transforming healthcare solutions
Introducing EMRConnect, an innovative ISV solution designed for the healthcare industry. Discover how EMRConnect offers a seamless flow of information from electronic medical record (EMR) systems to Sage Intacct.

Sage Intacct – Marketing

Cross-sell strategies: Marketing ISV products to existing customers
Learn how to upscale your cross-sell strategy. Discover the latest tips and techniques for marketing ISV products to your existing customer base and find out how to leverage these strategies to expand your share of wallet.

How to migrate your legacy ERP customers
Our expert Marketing team and partner panel will share valuable dos and don'ts for a successful switcher campaign, including best practices for effective and respectful communication with your clients. Don't miss this opportunity to gain valuable insights and take the first step towards a successful ERP migration campaign.

Partner Success: Your first two years as a Sage Intacct partner
Congratulations on completing your first 24 months as a Sage Intacct partner! Join us for an inspiring and informative discussion on what worked and what didn't in the world of partner success. Hear firsthand stories of triumph and tribulation from other partners, and learn how these experiences have shaped their journey.

Marketing to your install base: Crafting a winning strategy for customer retention
Learn how to create a winning install base marketing strategy that delivers results. We'll guide you through the process of marketing to your install base, so you can keep them engaged and satisfied. Don't miss this chance to take your marketing game to the next level and keep your customers coming back for more.

Marketing Accelerator: Driving successful campaigns and brand awareness with Sage marketing tools
Whether you're launching a new campaign, increasing brand awareness, building your digital or expanding social media presence, we'll guide you through the process and share what tools are available at little or no cost.

Sage Intacct Accountants Program (SIAP)

Audience: Open to SIAP partners

Learn how to build a winning Sage Intacct Accountants Program (SIAP) CAS practice from our community of accountants and experts. Get winning strategies for accelerated growth direct from your peers and earn Continuing Professional Education (CPE) credits.

High-value services: The REAL definition

Join this dynamic combination of presentations and peer discussions to find out why everyone is talking about higher value services. We'll help you identify what really matters and ways to deliver the high-value services that your clients will love.

Preparing your CAS practice for success with high value services

Now that we've identified the high value services clients want, let's take a deep dive into how to strategically prepare your practice and team to deliver these services. We'll discuss how to conduct planning, evaluate potential growth opportunities, align packaging and pricing, and identify staffing needs. Leave this session ready to deliver top-notch services.

Taking your CAS practice to the next level: Secrets of top performers

This game-changing workshop will help you take your CAS practice to the next level. We'll explore key factors that separate high-growth practices from those that struggle to gain momentum. Get in on the secrets of top performers who maintain a steady flow of targeted leads through smart marketing strategies, effective outbound sales techniques, and powerful referral networks.

Maximizing your client's potential: How to upsell higher value services

Join us for practical tips and strategies to start selling higher value services today. Get the inside track on identifying upsell opportunities within your existing clients and prospects and learn how to effectively communicate the value of advisory services.

Elevating your practice with Sage Intacct Platform Services

Sage Intacct Platform Services is now available in SB2, SB3, and franchise packages! Join us to get an inside look at the power of Platform Services and how it can help transform the way you work with Sage Intacct. We'll discuss leveraging Marketplace Partners and the incredibly powerful impact of creating Dimensional Relationships.

Sage Construction and Real Estate

Audience: Open to Sage Construction and Real Estate (CRE) partners

The Sage Construction and Real Estate workshops cover everything from improving field operations to effective selling and marketing strategies.

How to create mission-critical reports (minus the stress)

Discover tips for using the Custom Report Writer to create construction reports. We'll explain the Sage Intacct data structure and guide you through the objects and fields needed to design stellar construction reports.

Upgrade your sales game: Sage Intacct CRE best practices

Whether you're a seasoned construction partner or just getting started, this session is your chance to share your successes, ask questions, and strategize with others in the industry. If you recently attended the Construction Discovery workshop, this is the perfect opportunity to follow up on any questions or challenges you've encountered.

Sage Field Ops Integration: New packaging, pricing, and functionality

Field operations are a critical component of any construction business and with Sage Field Ops Integration with Sage Intacct Construction, customers can benefit from its operational efficiencies. Find out about the new packaging, pricing, and functionality of Sage Field Operations for Sage Intacct Construction.

Sage Intacct Construction Payroll

Discover what we have in store for the new Sage Intacct Construction Payroll, designed to streamline payroll tasks and upgrade business operations. Our experts are ready to give you a comprehensive product demo – complete with key features and benefits – and answer all your questions.

Sage Intacct Real Estate

Get an exclusive look at the new Sage Intacct Real Estate solution. We'll cover how Sage Intacct Real Estate compares to Sage 300 CRE and how it stacks up against the competition. Get tips and best practices for positioning the product in your market.

Sage Intacct Construction Roadmap: R2 review

Explore the latest developments and future plans for Sage Construction and Real Estate in this exclusive session with our product team. Get insights into the new functionality delivered in R2 and more!

Sage Intacct Construction: Sales demo data update

Get ready to transform your sales demos! In this workshop, we'll walk you through the latest changes to the construction sales demo data environment, with tips on how to demonstrate Sage Intacct Construction and its add-on modules.

Sage X3

Audience: Open to all conference attendees

Discover our exciting roadmap and vision for the future of Sage X3. Gain technical knowledge and product training to build even better solutions for your customers, including sales enablement and marketing positioning to help you find and win more deals. You'll be empowered to support your customers while growing your business.

Sage X3 – Commercial

Demos in the digital age: Best practices

Get the demo skills and strategies you need to succeed in the digital age. From mastering online communications to building trust from afar, we'll cover everything you need to know to thrive in the competitive world of remote selling.

Sage X3 Preventive Maintenance: North America preview

Discover how Sage X3 Preventive Maintenance can help customers revolutionize their approach to maintenance. Preventive maintenance is crucial for companies to maintain product quality, ensure safety, comply with regulations and save money. Launching in North America this year – we can't wait to show you more!

Knock their socks off: Creating a stellar demo for industry verticals

Learn how to approach demos for specific industries, including food and beverage, and processing and discrete manufacturing. We'll provide expert insights into the language, preparation, and techniques needed to deliver effective demos that showcase Sage X3's capabilities and resonate with your audience.

Migration strategies for customer success

Sage X3 migration can be a complex process but we've got you covered! This session will discuss the strategies to maintain and protect your customer base including the tools to ensure a smooth and successful migration.

Cloud selling made simple: How to drive revenue with SaaS

Learn the best in class ways of selling cloud and capture your share of the estimated 80% of customers looking for SaaS solutions. Find out why our cloud strategy is key to ensuring Sage continues to attract new customers.

Marketing with Sage: Strategies for success

Get up to speed on all the best practices for new logo acquisition strategies, verticalized approaches, partner marketing tools, and customer success stories. Dive into insights from Sage experts and learn how to put it all into practice.

Where and how we win big: Sage X3 growth strategies

Explore how and why Sage X3 is different from the competition and find out what should be in your kitbag to attract dynamic investors.

Your customer base: A gold mine waiting to be discovered
Make the most of your customer base and convert them from perpetual to subscription. Learn best practices from Sage sales leaders, partners, and ISVs on how to identify the right time to migrate a customer and communicate the benefits of subscription models, we'll guide you every step of the way.

Sage X3 — Product and technical

Sage X3: A year in review - innovations and achievements
Curious about how operational deliveries over the past year have positively impacted our customers? Join a deep dive into the successes and benefits they've experienced.

Sage X3 Data Management: Take back control of your data
Improve response time and reduce live database sizes by implementing the Sage X3 Data Management Suite (DMS) add-on. We will show how DMS works and demonstrate its value to keep customer systems performing well in the long-term. At the end of this session, you will leave with your NFR license and DMS implementation package.

Sage X3 Rountable: Talk with the experts
Join this session to share and collaborate with the Sage Expert Services team and your peers about programs, ideas, and ways of working to support your success in the field.

Delivering cloud: Provisioning, upgrading, and supporting customer needs
Discover how the Sage Provisioning Portal delivers a built-in reliable, scalable, and tailored architecture to provision Sage X3 on Azure and AWS. Hear how tooling and the Automated Test Platform can help customers to quickly and easily benefit from our new releases.

Growing and scaling with Sage X3: Your guide to distributors
Learn from our experts how Sage X3 enables distributors to expand into new geographies, sell to more businesses, and grow through meeting and exceeding customer expectations.

Unleashing the power of Sage X3: Transforming manufacturing businesses into profit-making machines
Find out how Sage X3 helps to gain full control over inventory and manufacturing operations to maximize efficiency and profitability from design to the final product.

Power up extensibility with GraphQL APIs
Discover how to expand the core Sage X3 capabilities by leveraging the powerful GraphQL API framework for customized integration. Learn from our partner sedApta as they share their successful approach to building high-performing integrations.

The Sage X3 roadmap: What the future holds
Hear what's in store for the Sage X3 product roadmap and our vision for future product direction.

Sage Intacct Distribution and Manufacturing Operations

Selling Sage Intacct Distribution and Manufacturing Operations
Calling all partner sales executives, solution consultants, and marketing teams! It's time to build campaigns, fine tune your lead generation, build pipeline, and begin evangelizing Sage Intacct Distribution and Manufacturing Operations! We'll share pitch decks, positioning, messaging, and more.

Partner enablement for Sage Intacct Distribution and Manufacturing Operations: Unleashing your full potential
Learn about the overall enablement plan for sales and services, including your path to certification, as we progress toward the General Availability (GA) of Sage Intacct Manufacturing and Operations. Get prepared for the GA and beyond with a comprehensive review of the product plan.

Sage Intacct Distribution Operations: End-to-end
Designed to provide you a walkthrough of Sage Intacct Distribution Operations, highlighting key capabilities and workflow, this session will wrap up with a review of migration strategies from the various BMS product lines and what to look for with definitive "Statements of Direction" for each.

Sage Intacct Manufacturing Operations: End-to-end
Designed to provide you a walkthrough of Sage Intacct Manufacturing Operations, highlighting key capabilities and workflow, this session will wrap up with a review of migration strategies from the various BMS product lines, and what to look for with definitive "Statements of Direction" for each.

Business Management Solutions (BMS)

Audience: Open to all conference attendees

Each dedicated BMS workshop track will help you understand and leverage the solution to drive growth and retain customers. We'll discuss our ongoing investment in these solutions, with detailed roadmap sessions and presentations on recent acquisitions, third-party applications, and the Sage Digital Network. You'll hear your peers speak about integrations, customizations, and cloud migrations.

BMS and Sage Active: Unlocking the power of the Sage global vision

Gain a deeper understanding of BMS and its role within the Sage ecosystem. You'll also learn about Sage Active and its future.

Sage 100, US

Sage 100 roadmap: What's coming in 2023 and beyond

Want to stay ahead of the game? Come check out our review of the 2023 Sage 100 roadmap features and value. We'll give you insights into the plans for the next few years and the impact of technology changes.

Maximizing Sage 100 in the Sage Partner Cloud

Leverage the latest program updates to grow your Sage 100 business. We'll demo the Sage Provisioning Portal so you can see firsthand how it can streamline operations and save you time.

Winning with Sage 100 in manufacturing and distribution

Get the inside scoop on how Sage 100 and industry-specific ISVs can meet the unique requirements of manufacturing and distribution companies. From inventory management to order processing, you'll discover what customers need to optimize operations and drive growth.

Growing your Sage 100 business in service industries

Uncover the secrets to success for service companies. Gain a better perspective on the specific challenges that service companies encounter and learn how Sage 100 can help.

Crushing the competition in North America: How to position yourself for success with BMS

Stop playing catch-up with competitors and get the edge you need to come out on top. Hear the latest competitive insights on Acumatica, NetSuite, Dynamics, and more.

Expanding Sage 100 and Sage 300 with the right HR solution

Find the perfect fit for your customers with Sage HR, Sage HRMS, and Sage People. See what's new, explore the benefits of each solution, and learn how to determine the best option for your customers.

Leveraging ISV marketing and account management to increase Sage 100 and Sage 300 revenue
Join the Sage ISV Partner Marketing and Account Management teams to learn how ISVs can increase revenue and decrease churn.

Automating payables and receivables: Unlock the power of Sage and third-party tools to supercharge your growth
Managing payables and receivables can become a tedious task that hinders customer success and growth. Discover the tools available from Sage and third-party partners that can transform the way customers manage their business and finances.

Improving Customer Relationship Management and ecommerce for Sage 100 and Sage 300 customers
Join us for a review and comparison of Sage solutions and third party applications that can be sold to help companies improve their customer interactions.

Leveraging BI and analytics for Sage 100 and Sage 300
Discover the many tools available that provide customers greater insight into their business. Exciting details on the Sage Intelligence roadmap will be shared.

Sage 200, UKI

Sage 200 roadmap: Product strategy and insights
Gain key insights into the product's strategy, value proposition, and its role within the Sage portfolio. We'll also explore the roadmap for Sage 200 to help you plan for the future.

Sage 200: The journey to modernization starts here
Exciting changes are coming to Sage 200 that you won't want to miss! Join us for a preview of the major improvements that are part of the product's modernization journey and learn what you can expect as Sage 200 evolves.

Unlocking the potential of Sage Partner Cloud: Winning with Sage 200
Learn about the Sage Partner Cloud and how it's evolving globally to offer new options, enhanced functionality, and partner profiles and positioning.

Selling with Sage 200: Increase sales efficiencies with winning strategies
Get expert insights into delivering efficient sales messaging, mastering objection handling, and delivering a compelling customer-facing demo. Learn from major success stories and gain valuable tips from the win wire and win/loss analysis.

Insights-driven sales and retention: Leveraging data in your sales cycle
Discover how to use data and analytics to gain insights into customer behavior and identify when best to upsell. Retain customers by using data to predict trends and explore data-driven customer retention strategies for specific verticals.

Partner Customer Success Framework: Maximizing your potential

Join us for the launch of the Partner Customer Success Framework and a walkthrough of the learning pathways and toolsets that will empower you to deliver exceptional customer value. Get an exclusive look at the resources and strategies that will set you up for success.

Elevate your game with the Sage 200 Partner Academy Programme
Looking for top talent to join your organization? Look no further than the Sage 200 Partner Academy Programme. Learn how this innovative program can help you bring work-ready individuals with a focus on implementation and consultancy skills into your organization.

Niche domination: Building a vertical value proposition with Sage 200
Unlock the full potential of Sage 200 with third-party solutions. Learn how you can leverage the power of third-party solutions to build Sage 200-based vertical solutions and address industry-specific needs.

Sage 300, US and CA

Sage 300 roadmap: What's in store and how to stay ahead
Want to stay ahead of the game? Come check out our review of the 2023 Sage 300 roadmap features and value. We'll give you insights into the plans for the next few years and the impact of technology changes.

Thriving with Sage 300 in 2023: What you need to know
Leverage the latest program updates to grow your Sage 300 business. We'll demo the Sage Provisioning Portal so you can see firsthand how it can streamline operations and save you time.

How to dominate Wholesale and Distribution industries with Sage 300
Gain a better perspective on the specific challenges that distribution companies face in today's fast-paced market. Discover how Sage 300 and best-in-class ISVs can help.

Scaling service industry businesses with Sage 300: Insider tips and tricks
Take a deep dive into the unique needs that service companies face. Get insider tips on how Sage 300 can supercharge growth in the service industry.

Crushing the competition in North America: How to position yourself for success with BMS
Stop playing catch-up with competitors and get the edge you need to come out on top. Hear the latest competitive insights on Acumatica, NetSuite, Dynamics, and more.

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Discover the many tools available that provide customers greater insight into their business. Exciting details on the Sage Intelligence roadmap will be shared.

Specialized Solutions Group (SSG)

Audience: Open to all conference attendees

The Specialized Solutions Group (SSG) will showcase solutions that inspire customer loyalty and complement the Sage products you're already selling, like Sage 100, Sage 300, Sage X3, and Sage Intacct. Join the SSG workshops to learn how to use Sage Fixed Assets, Sage CRM, and Sage HRMS to generate new revenue opportunities and grow your business.

Sage Fixed Assets: Roadmap and innovation

Get an inside look as we build for tomorrow. Learn how we're using automation to create efficiency, transparency, and collaboration across the complete fixed asset lifecycle.

New strategies for customer retention: Unlocking the full potential of SSG

Want to increase customer retention and expand your range of offerings? Incorporating Sage Specialized Solutions Group (SSG) into your business is the way to go. Explore how our trusted solutions like Sage Fixed Assets, Sage HRMS, and Sage CRM can add value to your existing Sage 100, Sage 300, Sage X3, and Sage Intacct business.

Transforming people management with Sage HRMS

Take a closer look at Sage HRMS, including product vision and new innovations, and key differentiators between Sage HRMS, Sage HR, and Sage People. We'll help you guide your customers to the perfect HR solution for their unique business needs.

Driving revenue and lifetime value with Sage CRM

Learn how Sage CRM can help your Sage 50, Sage 100, Sage 300, Sage X3, or Sage Intacct customers automate their front office and streamline operations. Leverage this hidden gem to land and expand more opportunities for your business!

Sage Digital Network

Audience: Open to all conference attendees

Hear from Sage experts and our partners around the many recent developments within the Sage Digital Network and Platform, including how AI innovation and automation is fueling the network, what's new in the ever-changing compliance landscape, and empowering options for you to build on top of Sage APIs to further differentiate your business and customer solutions.

Sage Digital Network: A platform for growth

Discover how Sage Digital Network will create a powerful new platform for growth and how you can unlock ecosystem opportunities.

Sage Digital Network: API tech session

Start working with Sage Digital Network APIs today! Experience a live coding demo detailing how to build network apps.

AP automation and the Sage Digital Network

Get an understanding of what AP Automation is all about and why it is important. Learn how the Sage revolutionary network first approach puts customers at the heart of the solution.

AI-driven success: Leveraging AI Services from Sage for collaboration and growth

Sage has developed a suite of AI services that power our newest and most advanced products. We'll share our approach to AI, demo some of our advanced capabilities, and explain how partners can leverage these services via Sage AI APIs to enhance and extend accounting workflows for any business.

Next-gen customer experiences with ChatGPT

Chatbots are the future of customer service, and we're leading the way. Find out how Sage is leveraging ChatGPT to power a next generation customer experience.

The rise of e-invoicing and navigating the ever-changing compliance landscape

Get insights into the biggest driver for change in 50 years for ERP and accounting systems. Find out how government-driven mandates are propelling digital transformation and what that means for market-facing value propositions.

Partnering with Sage

Audience: Open to all conference attendees

The Partnering with Sage workshop sessions include some of most successful and active Sage partners discussing how to collectively partner to better serve customer needs. Sessions will also offer insights into the Sage partner charter and direction.

The future of Tech Partners and Sage

Learn about the mission and direction of the Sage Commercial Tech Partner organization and the plan to help Tech Partners achieve the growth opportunity.

Sage Intacct Marketplace evolution

Learn about changes to the Sage Intacct Marketplace to best position your company to enable customers and create the vital solutions they need.

Sage API optimization tips

Discover how the Sage API model helps you to increase the value of your customer solutions and how to optimize your solution to reduce your costs.

Business model transformation

Find out how to create a Value Proposition Canvas framework to develop a deep understanding of your customers, communicate with your partners, and differentiate yourself in the market.

Account Planning Masterclass

Achieve your goals and deliver value to your business with world-class account planning best practices.

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