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Sage Partner Summit

Workshop session catalog

May 22-24, 2023

ARIA Resort & Casino | Las Vegas

v. May 19, 2023

subject to change

Sage

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Pre-conference workshops

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

Monday, May 22

8:00 AM **PCSA1 Sage Intacct: Selling to win in 2023**

12:00 PM

Audience: Sales, Level – All, CPE: 4.0

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 information, sales tools and processes, and our partners and CEs will provide real examples of how they used all of this to win deals!

9:00 AM **PCI01 Building and scaling your SIAP practice: Turning challenges into opportunities**

12:00 PM

Audience: Sales – SIAP partner only, Level – All, CPE: 3.0

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.

8:00 AM **PCX32 Introduction to Sage Distribution and Manufacturing Operations, Hands-on session**

1:30 PM

Audience: Technical, Level – Intermediate, CPE: 6.0

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

This session is designed for experienced distribution and manufacturing consultants who have a basic understanding of Sage Intacct Financials. Laptop is required to participate.

8:00 AM **PCX31 Upgrade your Sage X3 customers with ease: Tools, tips, and best practices, Hands-on session**

1:30 PM

Audience: Technical, Level – Advanced, CPE: 6.0

Join this interactive session to learn all about the available tools, best practices, and troubleshooting tips for upgrading your customer from older versions of Sage X3 to the current version.

This session is designed for experienced and certified Sage X3 technical consultants. Laptop is required to participate.

Pre-conference workshops

Monday, May 22

8:00 AM **PCBM1 Roundtable: Enhancing Sage 100**

10:00 AM

Audience: Technical, Level – All, CPE: 2.0

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.

10:30 AM **PCBM2 Roundtable: Enhancing Sage 300**

12:00 PM

Audience: Technical, Level – All, CPE: 2.0

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.

8:00 AM **PCM01 Managing your marketing funnel from top to bottom, Part 1**

10:25 AM

Audience: Marketing, Level – All, CPE: 2.0

Join us for this two-part series to learn everything you need to know about filling your marketing funnel from the top to the bottom. The first session will cover how to leverage Sage Advance, creative and effective digital marketing tips, and how to accelerate your NCA growth.

10:30 AM **PCM02 Managing your marketing funnel from top to bottom, Part 2**

1:30 PM

Audience: Marketing, Level – All, CPE: 3.0

Part two of this series will focus on the bottom of the marketing funnel. We'll discuss how to market solutions from Sage Tech Partners (ISVs) and explore marketing tools available from Sage to drive your success. The workshop will conclude with a working lunch session on creating a 12-month marketing plan.

Conference workshops

Sage Intacct

Our Sage Intacct workshops are 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 in key areas including marketing demand generation, sales execution, implementation, up-selling and cross-selling, and customer retention. Don't forget about our product training, which will help you create more opportunities, improve your win rates, and increase your average deal size.

Tuesday, May 23

10:30 AM **INAL01 Sage Intacct: Product update – what's new, what's next?**

11:15 AM

Audience: Marketing, Sales, Technical, Level – All

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.

11:30 AM **INCOM1 VAR channel update**

12:15 PM

Audience: Marketing, Sales, Technical, Level – All

It's an exciting and rapidly changing time to be a Sage Intacct VAR partner. Join us for the VAR channel update as we filter out the noise and showcase our strategic priorities to help partners succeed.

1:15 PM **INCOM2 Beating the competition**

2:15 PM

Audience: Marketing, Sales, Technical – Sage Intacct certified and Sage Intacct international partners only, Level – All

Learn about the primary Sage Intacct competitors and the strategies to help you win.

Conference workshops

Sage Intacct

Sage Intacct – Sales

Tuesday, May 23

2:30 PM **INSA06 Competitive selling: Sideline the competition**

3:15 PM

Audience: Sales, - Sage Intacct certified partners, Sage Intacct international partners –only, Level – All

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.

3:30 PM **INSA01 The psychology of selling in today's climate**

4:30 PM

Audience: Sales, Level – All, CPE 1.0

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.

Conference workshops

Sage Intacct

Sage Intacct – Sales

Wednesday, May 24

8:30 AM **INSA07 Making the switch: A guide to migration selling**

9:30 AM

Audience: Marketing, Sales, Level – All

Not sure where to start with your legacy customers? Explore common business, technical, and motivational drivers for migrating to the cloud. Discover targeted campaigns for loyal Sage customers interested in migrating as part of their customer journey. We'll discuss Switcher campaigns for Microsoft Great Plains and Abila MIP that emphasize the value of moving to a cloud-based ERP system. Create happy customers and a successful annuity stream!

10:30 AM **INSA02 Build your dream team: Sales staffing strategies for success**

11:15 AM

Audience: Sales, Level – All

Whether you're hiring or outsourcing SDRs, this workshop is for you. We'll cover lead time to hire, attributes to look for, setting salary expectations, managing, ROI, and winning retention strategies.

11:30 AM **INSA03 Leveraging Consensus to shorten your sales cycle**

12:15 PM

Audience: Sales, Level – All

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.

2:30 PM **INSA04 Charting a course for success: Navigating ROE**

3:15 PM

Audience: Sales, Level – All

Who moved our Cheese and why it's a good thing! Learn how to embrace ROE and successfully move forward.

3:30 PM **INSA05 Sales tools for success: What's really working**

4:15 PM

Audience: Sales, Level – All

Learn from some of the most experienced Sage 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).

Conference workshops

Sage Intacct

Sage Intacct – Customer Account Management

Tuesday, May 23

3:30 PM **INCA01 New course introduction: Value Selling for Add-on Sales**

4:30 PM

Audience: Sales, Level – All, CPE 1.0

Join us for value-based sales training focused on product knowledge and understanding the value proposition for the Sage Intacct add-on modules.

4:45 PM **INCA02 Add-on sales targets and the Whitespace Report**

5:30 PM

Audience: Marketing, Sales, Level – All

Join us in reviewing add-on metrics, targets, and effective tools to maximize the add-on revenue of your customer base. This targeted add-on approach pinpoints opportunities to add value, improve retention, and increase profit margins.

Wednesday, May 24

8:30 AM **INCA03 More add-ons? Yes, please! - Consensus for add-ons**

9:30 AM

Audience: Marketing, Sales, Level – All, CPE 1.0

Generate more add-on opportunities by accelerating cross-sell and upsells. Learn how to best use the Consensus tool to assist in add-on growth and shorten the sales cycle.

10:30 AM **INCA04 Managing billing system add-ons**

11:15 AM

Audience: Sales, Level – All

Best practices on managing user and entity counts for your customer base to get ahead of contract overages as a result of customer self-subscriptions. As a result, you will better manage your customer's BSAs and decrease your debooks!

11:30 AM **INCA05 Renewals - Price lock expirations and price increases**

12:15 PM

Audience: Sales, Level – All

Learn how to manage your customer expectations related to price lock expirations and price increases.

Conference workshops

Sage Intacct

Sage Intacct – Customer Account Management

Wednesday, May 24

2:30 PM **INCA06 Working with your Partner Success Manager and Partner Retention team**

3:15 PM

Audience: Sales, Level – Beginner

Your Sage Intacct Partner Success Manager (PSM) and Partner Retention Specialist (PRS) help manage add-ons, renewals, and all processes related to channel customer account changes and so much more! Come meet the PSM and PRS teams to hear how we can help your team.

3:30 PM **INCA07 Getting the most out of Highspot, Sage Intacct Learning Membership, and the Partner Community**

4:15 PM

Audience: Marketing, Sales, Level – All

Learn how to use Highspot and the Sage Intacct Learning Membership to drive add-on growth! We'll also discuss how Partner Community is a valuable resource to manage your customers and prospects. Join this session for an overview of these resources!

Sage Intacct – Implementation

Tuesday, May 23

1:15 PM **INIM01 Live training workshop: Mastering Dynamic Allocations, Sage Intacct, Hands-on session**

2:15 PM

Audience: Technical, Level – Intermediate, CPE: 1.0

Love the idea of Dynamic Allocations, but find the idea of implementing it a little intimidating? This workshop is for you. In this hands-on session, you'll work through real-world examples and get an in-depth understanding of the value Dynamic Allocations can bring, and how to identify whether or not they're a good fit for your clients.

Laptop is required to participate.

2:30 PM **INIM02 Service verticals: Packaging Sage Intacct for customers**

3:15 PM

Audience: Technical, Level – Intermediate

Join our Product Management team as they discuss how to best target service verticals using the power of Sage Intacct. We will also open the floor for partners to share their insights on how they have customized Sage Intacct to meet the needs of customers.

Conference workshops

Sage Intacct

Sage Intacct – Implementation

Tuesday, May 23

4:45 PM **INIM03 Sage Intacct Silver Lining Playbook for challenging implementations**

5:30PM

Audience: Technical, Level – Beginner

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. Let's find the silver lining in every implementation!

Wednesday, May 24

8:30 AM **INIM04 Build the ultimate implementation toolkit**

9:30 AM

Audience: Technical, Level – Beginner, CPE: 1.0

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!

1030 AM **INIM05 Supercharge your implementation: Getting things done with Postman**

11:15 AM

Audience: Technical, Level – Intermediate

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!

11:30 AM **INIM06 Ready, set, IPO! Boosting equity value and managing financial risk with PwC**

12:15 PM

Audience: Technical, Level – Beginner

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.

Conference workshops

Sage Intacct

Sage Intacct – Implementation

Wednesday, May 24

2:30 PM **INIM07 Beginner's guide to the Combine Reporting Areas feature in ICRW**

3:15 PM

Audience: Technical, Level – Intermediate

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.

3:30 PM **INIM08 Introducing EMRConnect: Transforming healthcare solutions**

4:15 PM

Audience: Technical, Level – Beginner

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 – Technical

Tuesday, May 23

1:15 PM **INTE01 Unlocking efficiency and productivity with Smart Events and triggers**

2:15 PM

Audience: Technical, Level – Intermediate, CPE: 1.0

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.

2:30 PM **INTE02 Introduction to Page Scripting**

3:15 PM

Audience: Technical, Level – Intermediate

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.

Conference workshops

Sage Intacct

Sage Intacct – Technical

Tuesday, May 23

3:30 PM **INTE03 Solving problems with Sage Intacct Platform Services**

4:30 PM

Audience: Technical, Level – All, CPE: 1.0

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.

4:45 PM **INTE04 Unleashing the full potential of Sage Intacct Platform Services for standard objects in Sage Intacct**

5:30 PM

Audience: Technical, Level – All

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.

Wednesday, May 24

8:30 AM **INTE05 Creating a Sage Intacct Platform application solely within Sage Intacct**

9:30 AM

Audience: Technical, Level – Intermediate

Unleash the full potential of the Sage Intacct Platform 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. You'll leave feeling inspired by a real-life partner use case where Sage Intacct was used to save days of work.

11:30 AM **INTE06 Master custom SQL for advanced ICRW reports**

12:15 PM

Audience: Technical, Level – Intermediate

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.

Conference workshops

Sage Intacct

Sage Intacct – Technical

Wednesday, May 24

2:30 PM **INTE07 Sage Intacct API: The ultimate data management solution**

3:15 PM

Audience: Technical, Level – Beginner

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.

3:30 PM **INTE08 What's new and coming on the Sage Intacct Platform**

4:15 PM

Audience: Marketing, Sales, Technical, Level – All

Join us for an update on the Sage Intacct Platform roadmap. Discover the latest innovations, customer enhancements, and our direction for the future.

Conference workshops

Sage Intacct Accountants Program

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 while you're doing it.

Tuesday, May 23

11:30 AM **INSIO1 SIAP channel update**

12:15 PM

Audience: Sales - SIAP partners only, Level – All

The partner journey continues - join us as we celebrate the past year and plan for the next steps in the SIAP journey. We'll host a discussion focused on how the accounting industry is adapting to Client Accounting Service offerings, staffing demands, and automation with technology including Sage Intacct.

1:15 PM **INSIO2 High-value services: The real definition**

2:15 PM

Audience: Sales - SIAP partners only, Level – Intermediate, CPE: 1.0

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 the deliver high-value services that your clients will love. And with Sage Intacct's cutting-edge tools and technologies, you'll learn how to streamline your service delivery process for maximum efficiency and profitability.

2:30 PM **INSIO3 Preparing your CAS practice for success with high value services**

4:30 PM

Audience: Sales - SIAP partners only, Level – All, CPE: 2.0

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. You'll leave this session ready to deliver top-notch services that continue to exceed your clients' expectations.

Conference workshops

Sage Intacct Accountants Program

Wednesday, May 24

8:30 AM **INSI04 Elevating your practice with Sage Intacct Platform Services**

9:30 AM

Audience: Sales, Technical - SIAP partners only, Level – Intermediate, CPE: 1.0

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.

10:30 AM **INSI05 Taking your CAS practice to the next level: Sales secrets of top performers**

12:15 PM

Audience: Sales - SIAP partners only, Level – Intermediate, CPE: 2.0

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. You'll get in on the secrets of top performers who maintain a steady flow of targeted leads through smart marketing strategies, outbound sales techniques, and powerful referral networks.

2:30 PM **INSI06 Maximizing your client's potential: How to upsell higher value services**

4:15 PM

Audience: Sales - SIAP partners only, Level – Intermediate, CPE: 2.0

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.

Conference workshops

Sage Construction and Real Estate

The Sage Construction and Real Estate workshops cover everything from improving field operations to effective selling and marketing strategies. Learn about our key product features, how they'll help you stand out from the competition, and the integrated solutions that will help your customers manage their business better.

Tuesday, May 23

1:15 PM **CRE01 Sage Intacct strategy and roadmap for the construction and real estate industry**
2:15 PM

Audience: Marketing, Sales, Technical, Level – All, CPE: 1.0

Explore the latest developments and future plans for Sage Construction and Real Estate in this exclusive session with our product team.

3:30 PM **CRE02 Sage Intacct Construction: Sales demo data update**
4:30 PM

Audience: Sales, Technical, Level – All, CPE: 1.0

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 and provide tips on how to demonstrate Sage Intacct Construction and its add-on modules.

4:45 PM **CRE03 How to create mission-critical reports**
5:30 PM

Audience: Sales, Technical, Level – All

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 object and fields needed to design stellar construction reports.

Wednesday, May 24

8:30 AM **CRE04 Operational solutions for construction**
9:30 AM

Audience: Sales, Technical, Level – All, CPE: 1.0

Join us to explore operational solutions that integrate with Sage Intacct Construction. Learn how our construction offerings go beyond Sage Intacct Financials.

Conference workshops

Sage Construction and Real Estate

Wednesday, May 24

10:30 AM **CRE05 Sage Field Operations: New packaging, pricing, and functionality**

11:15 AM

Audience: Marketing, Sales, Level – All

Field operations are a critical component of any construction business and with the Sage Field Operations integration for Sage Intacct Construction, customers can benefit from streamlined collaboration and operational efficiencies. Join us to explore all the benefits of the new packaging, pricing, and functionality.

11:30 AM **CRE06 Sage Intacct Real Estate**

12:15 PM

Audience: Marketing, Sales, Level – All

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.

2:30 PM **CRE07 Sage Intacct Construction Payroll**

3:15 PM

Audience: Marketing, Sales, Level – All

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.

Conference workshops

Sage Distribution and Manufacturing Operations

Discover Sage Distribution and Manufacturing Operations, purpose-built, cloud native ERP that simplifies complex business processes by incorporating the best practices of thousands of customers, hundreds of partners, and decades of earning trust.

Tuesday, May 23

3:30 PM **SIDM02 Partner enablement for Sage Distribution and Manufacturing Operations**
4:30 PM

Audience: Sales, Technical, Level – All, CPE: 1.0

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

4:45 PM **SIDM01 Selling Sage Distribution and Manufacturing Operations**
5:30 PM

Audience: Marketing, Sales, Technical, Level – All

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

Wednesday, May 24

8:30 AM **SIDM03 Distribution Operations for Sage Intacct: End-to-end delta review**
9:30 AM

Audience: Marketing, Technical, Level – All, CPE: 1.0

This session provides a delta walkthrough of Distribution Operations for Sage Intacct, highlighting key capabilities and workflow. We'll wrap up with a review of migration strategies from the various BMS product lines, including what to look for with definitive "Statements of Direction" for each.

Prerequisite: Please review the "SIM - Sage Intacct Manufacturing" course on Sage University prior to this session.

Conference workshops

Sage Distribution and Manufacturing Operations

Wednesday, May 24

10:30 AM **SIDM04 Partner enablement for Sage Distribution and Manufacturing Operations**
11:15 AM

Audience: Sales, Technical, Level – All

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

2:30 PM **SIDM05 Manufacturing Operations for Sage Intacct: End-to-end delta review**
3:15 PM

Audience: Marketing, Technical, Level – All

This session provides a delta walkthrough of Manufacturing Operations for Sage Intacct, highlighting key capabilities and workflow. We'll wrap up with a review of migration strategies from the various BMS product lines, including what to look for with definitive "Statements of Direction" for each.

Prerequisite: Please review the "SIM - Sage Intacct Manufacturing" course on Sage University prior to this session.

3:30 PM **SIDM06 Selling Sage Distribution and Manufacturing Operations**
4:15 PM

Audience: Marketing, Sales, Technical, Level – All

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

Conference workshops

Sage X3

Explore our exciting roadmap and vision for the future of Sage X3. You'll 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. By the end of these workshops, you'll be empowered to support your customers while growing your business.

Sage X3 – Commercial

Tuesday, May 23

10:30 AM **X3C00 Migration strategies for customer success**

11:15 AM

Audience: Marketing, Sales, Level – All

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.

11:30 AM **X3C01 Cloud selling made simple: How to drive revenue with SaaS**

12:15 PM

Audience: Sales, Technical, Level – All

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. Learn best in class ways of selling cloud.

1:15 PM **X3C02 The Sage X3 vision: What the future holds, Part 1**

2:15 PM

Audience: Marketing, Sales, Technical, Level – All, CPE: 1.0

See what's in store for Sage X3 and our exciting vision for future product direction and go to market strategy.

1:15 PM **X3C06 Knock their socks off: Creating a stellar demo for industry verticals**

2:15 PM

Audience: Sales, Technical, Level – All, CPE: 1.0

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 capabilities and resonate with your audience.

Conference workshops

Sage X3

Sage X3 – Commercial

Tuesday, May 23

2:30 PM **X3C03 Sage X3 Preventive Maintenance: A preview**

3:15 PM

Audience: Sales, Technical, Level – All

Discover how Sage X3 Preventive Maintenance can help customers transform their approach. Explore why preventive maintenance is crucial for companies to maintain product quality, ensure safety, comply with regulations, and save money. Sage X3 Preventive Maintenance is launching in North America this year, with other countries to follow, and we can't wait to show you more.

2:30 PM **X3C04 The Sage X3 vision: What the future holds, Part 2**

3:15 PM

Audience: Marketing, Sales, Technical, Level – All

See what's in store for Sage X3 and our exciting vision for the future product direction and go to market strategy.

4:45 PM **X3C05 Your customer base: A gold mine waiting to be discovered**

5:30 PM

Audience: Sales, Technical, Level – All

Make the most of your customer base and convert them from perpetual to subscription. Learn best practices from Sage sales leaders, Sage Business Partners, and Sage Tech Partners (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.

Wednesday, May 24

2:30 PM **X3C07 Marketing with Sage: Strategies for success**

3:15 PM

Audience: Marketing, Level – All

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.

3:30 PM **X3C08 Demos in the digital age: Best practices**

4:15 PM

Audience: Sales, Technical, Level – All

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.

Conference workshops

Sage X3

Sage X3 – Product and Technical

Tuesday, May 23

10:30 AM **X3PT01 A year in review: Sage X3 innovations and achievements**

11:15 AM

Audience: Technical, Level – All

Curious about how operational deliveries over the past year have positively impacted our customers? Join us for a deep dive into the successes and benefits they've experienced.

11:30 AM **X3PT02 Sage X3 Data Management Suite: Take control of your data and optimize your database performance**

12:15 PM

Audience: Technical, Level – All

Discover how to improve response times and reduce the size of your live database with the Sage X3 Data Management Suite (DMS) add-on. You'll see exactly how DMS works, and the value it brings customers by keeping their systems performing well in the long-term. You'll leave this session with your NFR license and DMS implementation package.

3:30 PM **X3PT03 Power up extensibility with and through GraphQL APIs**

4:30 PM

Audience: Technical, Level – All

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.

Wednesday, May 24

8:30 AM **X3PT04 Roundtable: Talk to the experts**

9:30 AM

Audience: Technical, Level – All

Sage X3 on your mind? Join this session and bring your biggest challenges to the pros, with the Sage Expert Services team and partners ready to support your success in the field.

10:30 AM **X3PT05 Growing and scaling with Sage X3: Your guide to supporting distribution organizations**

11:15 AM

Audience: Technical, Level – All

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.

Conference workshops

Sage X3

Sage X3 – Product and Technical

Wednesday, May 24

11:30 AM **X3PT06 Sage X3: Transforming manufacturing businesses into efficient and**
12:15 PM **successful organizations**

Audience: Technical, Level – All

Discover how Sage X3 helps to gain full control over inventory and manufacturing operations to maximize efficiency and profitability from design to the final product.

11:30 AM **X3PT07 Delivering cloud: Provisioning, upgrading, and supporting customer**
12:15 PM **needs**

Audience: Technical, Level – All

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.

Conference workshops

Sage Business Management Solutions

Each dedicated BMS track will help you understand and leverage the solution to drive growth and retain customers. We'll also discuss our ongoing investment in these solutions, with detailed roadmap sessions and presentations on recent acquisitions, third-party applications, and the Sage Network. You'll hear your peers speak about key topics including integrations, customizations, and cloud migrations. Plus, we'll show you how to tap into Sage's marketing tools and campaigns to make the most of these investments and market trends to meet customer needs.

BMS Sage 100, Sage 300

Tuesday, May 23

10:30 AM **BMS11 Growing your Sage 100 and Sage 300 business in service industries**
11:15 AM

Audience: Marketing, Sales, Level – All

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 and Sage 300 can help.

11:30 AM **BMS01 Improving Customer Relationship Management and e-commerce for Sage 100 and Sage 300 customers**
12:15 PM

Audience: Sales, Level – All

Join us for a review of Sage solutions and third-party applications that can be sold to help companies improve their customer interactions.

2:30 PM **BMS02 Expanding Sage 100 and Sage 300 with the right HR solution**
3:15 PM

Audience: Marketing, Sales, Level – All

Find the perfect HR fit for your customers' needs. No matter the complexity, we'll show you exactly how to customize a Sage experience for each unique business you engage. See what's new, explore the benefits, and learn how to find the best solution for your customers.

4:45 PM **BMS03 Leveraging ISV solutions to increase Sage 100 and Sage 300 revenue**
5:30 PM

Audience: Marketing, Sales, Level – All

Join the Sage Marketing and Account Management teams to learn how marketing Tech Partner Plus solutions (ISVs on a Sage price list) can increase revenue and decrease churn.

Conference workshops

Sage Business Management Solutions

BMS Sage 100, Sage 300

Wednesday, May 24

10:30 AM **BMS04 Maximizing Sage 100 and Sage 300 in the Sage Partner Cloud**

11:15 AM

Audience: Marketing, Sales, Technical, Level – All

In this engaging session, hear how your peers are leveraging the latest program updates to grow their Sage 100 and Sage 300 business as a Strategic Hosting Provider, or using the Sage Provisioning Portal (SPP). We'll also demo the SPP so you can see firsthand how it can streamline operations and save your most valuable resource: time.

11:30 AM **BMS07 Leveraging BI and analytics for Sage 100 and Sage 300**

12:15 PM

Audience: Marketing, Sales, Level – All

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

2:30 PM **BMS05 Automating payables and receivables for Sage 100 and Sage 300**

3:15 PM

Audience: Sales, Level – All

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.

3:30 PM **BMS06 Crushing the competition: How to position yourself for success with Sage 100 and Sage 300**

4:15 PM

Audience: Marketing, Sales, Level – All

Stop playing catch-up with Sage 100 and Sage 300 competitors in North America and get the edge you need to come out on top. Hear the latest competitive insights on Acumatica, NetSuite, and more.

BMS Sage 100

Tuesday, May 23

1:15 PM **BMS12 Sage 100 roadmap: What's coming in 2023 and beyond**

2:15 PM

Audience: Marketing, Sales, Technical, Level – All, CPE: 1.0

Want to stay ahead of the game? Check out our preview of the Sage 100 roadmap, including an update on current initiatives and plans for the future.

Conference workshops

Sage Business Management Solutions

BMS Sage 100

Tuesday, May 23

2:30 PM **BMS13 Marketing tools and initiatives for Sage 100**

3:15 PM

Audience: Marketing, Sales, Level – All

Learn about the complete marketing mix to best support new customer acquisition, cross-sell, and retention for Sage 100 in the US. See the latest collateral and partner marketing tools, explore the current positioning, and get introduced to our marketing plans for Sage 100.

3:30 PM **BMS14 Winning with Sage 100 in manufacturing and distribution**

4:30 PM

Audience: Marketing, Sales, Level – All, CPE: 1.0

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.

BMS Sage 200

Tuesday, May 23

2:30 PM **BMS21 Sage 200 roadmap: Product strategy and insights**

3:15 PM

Audience: Marketing, Sales, Technical, Level – All

Gain key insights into the product 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. Don't miss this opportunity to get a clear view of Sage 200 to stay on top of your game.

Wednesday, May 24

11:30 AM **BMS22 Sage 200 Customer Success: Maximizing your potential**

12:15 PM

Audience: Marketing, Sales, Technical, Level – All

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 to your Sage 200 customers. Includes insights using data to prevent churn.

Conference workshops

Sage Business Management Solutions

BMS Sage 300

Tuesday, May 23

11:30 AM **BMS32 Marketing tools and initiatives for Sage 300**

12:15 PM

Audience: Marketing, Sales, Level – All

Learn about the complete marketing mix to best support new customer acquisition, cross-sell, and retention for Sage 300. See the latest collateral and partner marketing tools, explore the current positioning, and get introduced to our marketing plans for Sage 300 in the US and Canada.

1:15 PM **BMS31 How to dominate wholesale and distribution industries with Sage 300**

2:15 PM

Audience: Marketing, Sales, Level – All

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 Sage Tech Partners can help.

3:30 PM **BMS34 Sage 300 roadmap: What's in store and how to stay ahead**

4:30 PM

Audience: Marketing, Sales, Technical, Level – All, CPE: 1.0

Want to stay ahead of the game? Check out our preview of the Sage 300 roadmap, including an update on current initiatives and plans for the future.

BMS Sage 100, Sage 200, Sage 300

Wednesday, May 24

8:30 AM **BMSA1 Business Management Solutions: Unlocking the power of the Sage global vision**

9:30 AM

Audience: Marketing, Sales, Technical, Level – All, CPE: 1.0

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

Conference workshops

Specialized Solutions Group

Join the Specialized Solutions Group (SSG) workshops to learn how to use Sage Fixed Assets, Sage CRM, and Sage HRMS to generate new revenue opportunities and grow your business. You'll also see the advantages of recommending these hidden gems and how their rich capabilities can add to your sales toolbox.

Tuesday, May 23

2:30 PM **SSG001 Sage Fixed Assets: Roadmap and innovation**

3:15 PM

Audience: Marketing, Sales, Level – All

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.

3:30 PM **SSG002 New integration strategies for customer retention: Unlocking the full potential of the Sage portfolio**

4:30 PM

Audience: Marketing, Sales, Level – All, CPE: 1.0

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.

4:45 PM **SSG003 Sage HRMS: Transforming people management for your customers**

5:30 PM

Audience: Marketing, Sales, Level – All

Take a closer look at Sage HRMS, including product vision and new innovations, upcoming features, and key differentiators between Sage HRMS, Sage HR, and Sage People. You'll see how easily Sage HRMS can integrate with Sage 100 and Sage 300. We'll help you guide your customers to the perfect HR solution for their unique business needs.

Wednesday, May 24

8:30 AM **SSG004 Driving revenue and lifetime value with Sage CRM**

9:30 AM

Audience: Marketing, Sales, Level – All, CPE: 1.0

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!

Conference workshops

Marketing

Bring your marketing vision to life and gain key insights to drive impactful marketing campaigns and initiatives. Learn from your peers who are achieving success.

Tuesday, May 23

2:30 PM **MA001 Scale your business with professional marketing resources**

3:15 PM

Audience: Marketing, Level – All

Are you looking to position your business to scale better, faster, and maybe cheaper? Join us as we activate our marketing with independent professionals ready to create new business opportunities for your Sage practice. Hear from our experienced, market savvy, panelists who will share real-world insights on how they helped partners grow rapidly while delivering a blueprint for success.

3:30 PM **MA003 Understanding the competitive value proposition for selling to your customers**

4:30 PM

Audience: Marketing, Level – All

Hear from other Sage partners the what, when, and how to get your existing customers to switch to Sage Intacct. Learn when you should approach your customers, how and who you should talk to, and most importantly, what is the value proposition.

4:45 PM **MA002 Building a strong foundation: Experienced-based marketing**

5:30 PM

Audience: Marketing, Level – All

Join us to hear from Sage Business Partners on where they experience the most success with their marketing initiatives. Hear firsthand stories of triumph and tribulation from a panel of experts and learn how these experiences have shaped their journey. Enjoy an engaging panel discussion packed with practical advice and tips from your peers. Gain valuable insights on how to build your business with confidence.

Conference workshops

Marketing

Wednesday, May 24

10:30 AM **MA004 Sage is going major league**

11:15 AM

Audience: Marketing, Level – All

Get ready to knock it out of the park with our Sage X Major League Baseball marketing collateral! We'll share best practices on how to execute successful campaigns that engage customers and celebrate this iconic partnership.

2:30 PM **MA005 Tips for expanding your practice or growing internationally – we can help!**

3:15 PM

Audience: Marketing, Level – All

Growing your practice internationally? Looking to grow and expand your practice through an acquisition? Join us for an interactive panel to discuss best practices and hear from partners that have expanded internationally.

3:30 AM **MA006 Marketing to your install base: Crafting a winning strategy for customer retention**

4:15 PM

Audience: Marketing, Level – All

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.

Conference workshops

Sage Network

The Sage Network workshop sessions are designed to deliver insights and key value-adds that position you for success, while showcasing innovative propositions and equipping you with the solutions needed to make your customers' business flow, now and for the future. Hear from Sage experts and our partners around the many recent developments within the Sage Network, 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.

Tuesday, May 23

10:30 AM **SDN01 Next-gen customer experiences with ChatGPT**

11:15 AM

Audience: Marketing, Sales, Technical, Level – All

Learn how AI-powered chatbots like ChatGPT can help membership-based businesses provide exceptional customer experiences by personalizing interactions, reducing response times, and enhancing engagement. Discover the features and capabilities of ChatGPT, including NLP, ML, and sentiment analysis, and how they can be integrated into existing membership platforms and customer service channels. Explore best practices for designing and implementing chatbots, and tips for optimizing the membership experience.

11:30 AM **SDN02 Sage Network: API tech session**

12:15 PM

Audience: Technical, Level – All

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

1:15 PM **SDN03 Powering SMB productivity and growth with embedded end-to-end AP automation**

2:15 PM

Audience: Marketing, Sales, Technical – VAR partners only, Level – All, CPE: 1.0

Learn how our embedded AP automation solution is doubling customer productivity, strengthening vendor relationships, and powering business growth. Hear from a panel of partner experts on their best practices and experiences. Find out how our roadmap will further transform the AP process with industry leading accuracy and enrichment through AI and machine learning.

3:30 PM **SDN04 Sage AI: Harness the power of AI for advanced capabilities**

4:30 PM

Audience: Marketing, Sales, Technical, Level – Intermediate, CPE: 1.0

Want to harness the power of AI? Join us to learn how you can leverage Sage AI APIs to embed advanced AI powered capabilities.

Conference workshops

Sage Network

Wednesday, May 24

8:30 AM **SDN05 Powering SMB productivity and growth with embedded end-to-end AP automation**
9:30 AM

Audience: Marketing, Sales, Technical – VAR partners only, Level – All, CPE: 1.0

Learn how our embedded AP automation solution is doubling customer productivity, strengthening vendor relationships, and powering business growth. Hear from a panel of partner experts on their best practices and experiences. Find out how our roadmap will further transform the AP process with industry leading accuracy and enrichment through AI and machine learning.

11:30 AM **SDN06 Sage Network: A platform for connection**
12:15 PM

Audience: Marketing, Sales, Technical, Level – All

Traditionally, ERPs have had limited connections to other systems, and accounting information has been exchanged mostly manually. In this session, you'll see how that's all about to change as accounting systems become truly connected, and the accounting world explores brand-new ways of working together.

Conference workshops

Partnering with Sage

The Partnering with Sage workshop sessions include some of Sage's most successful and active partners discussing how to collectively partner to better serve customer needs. Sessions will also offer insights into the Sage partner charter and direction. We'll share important updates to assure that you are well-positioned and making smart investments to grow and achieve business objectives. Sessions are not product specific and focus on partner business models and your Sage partnership.

Tuesday, May 23

10:30 AM **PWS01 The future of Tech Partners and Sage**

11:15 AM

Audience: Marketing, Sales, Technical, Level – All

Learn about the mission and direction of the Sage Commercial Tech Partner organization and the plan to help Tech Partners get the most out of growth opportunities.

11:30 AM **PWS02 Sage Intacct Marketplace evolution**

12:15 PM

Audience: Marketing, Sales, Level – All

Join our session to learn about the transformation of the Sage Intacct Marketplace Partner program and the benefits it offers, including technology, marketing and sales, support, customer success, and a new global marketplace. Discover how the program can help expand your Sage partnership globally and grow your business.

1:15 PM **PWS03 Sage Intacct API optimization best practices**

2:15 PM

Audience: Technical, Level – All, CPE: 1.0

Learn how to implement Sage Intacct APIs to deliver greater value and flexibility to our shared customers, enhance the sustainability of your integration, and optimize usage-related costs.

2:30 PM **PWS04 Sage Tech Partner Plus - Fintech program overview**

3:15 PM

Audience: Marketing, Sales – VARs, SIAP partners, Level – All

During this session we'll walk you through our new strategy for the Sage Tech Partner Plus - Fintech program. We will discuss the 'What', 'Why', and value the program offers Sage partners and what it means to be a Sage Recommended Solution. Discover the new Solution Mapping framework for Sage Partner Account Managers, and tools to help you close net new customers and provide value to your existing ones.

Conference workshops

Partnering with Sage

Wednesday, May 24

11:30 AM **PWS05 Partner Business Plan best practices – Increase your engagement with Sage and drive customer growth**
12:15 PM

Audience: Marketing, Sales, Technical, Level – All

Did you know that partners with aligned partner business plans grow 10x faster than those who don't have aligned plans? Do you understand how to effectively get the most mind share and engagement from Sage around our goals? Want to get the most out of your QBRs and increase pipeline? Hear firsthand from Sage partner leaders on how to achieve amazing results with joint business plans that drive the right joint outcomes and deliver value to your business using world-class account planning best practices.

2:30 PM **PWS06 Business model transformation**
3:15 PM

Audience: Marketing, Sales, Technical, Level – All

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

Conference workshops

Sponsor spotlight

Can't miss workshops from Sage Partner Summit sponsors! Explore the latest innovative solutions and services from our sponsors and learn how they can help you expand business opportunities and increase sales.

Tuesday, May 23

2:30 PM **SP001 Cloud migration made easy: Automating your way to success - PwC**
3:15 PM

Audience: Marketing, Sales, Technical, Level – All,

Are you or your customers struggling with migrating ERP data to the cloud? Our Data Migration Suite can help to streamline the process and make it a hassle-free experience. Hear from PwC on how we are transforming data migration with an innovative tool that significantly de-risks and accelerates implementations of Sage Intacct. We will discuss our web based tool that utilizes a common data model and libraries for extraction, validation, transformation, load and reconciliation. Drawing on case studies, we will discuss how we minimize the pressures on business teams and enable customers to accelerate their journey to the cloud.

4:45 PM **SP002 Solving for project based industries with ADP**
5:30 PM

Audience: Marketing, Sales, Technical, Level – All,

Payroll is complex. Project-based payroll is even more complex. With increased scrutiny from the government, clients, and employees, the payroll process must be precise when allocating your employees' hours and earnings across different projects, clients, funds, and pay periods. These challenges are not typically solved for with most HCMs, but ADP can help. During this session, Kit Dickinson, will demonstrate product enhancements for job-based markets such as NFP, professional services, construction, and manufacturing and distribution.

4:45 PM **SP003 Driving Sage Intacct sales on Microsoft Azure**
5:30 PM

Audience: Marketing, Sales, Technical, Level – All,

Please join Microsoft for a session on co-selling with Microsoft and Sage Intacct on Azure. This session is designed for Sage partner account teams, new and existing Sage partners, and systems integrators who want to learn how to engage with Microsoft sellers to drive new opportunities. We'll cover the key steps to prepare your teams and how to take advantage of Microsoft-supported marketing and sales channels. This session will provide you with the information and resources needed to expand your reach and grow your Sage business on Azure.

Conference workshops

Sponsor spotlight

Wednesday, May 24

8:30 AM **SP004 The top benefits of tax automation to drive efficiency - Avalara**

9:30 AM

Audience: Marketing, Sales, Technical, Level – All

In today's economy even the savviest of business are struggling with the highly complex and evolving tax regulations and compliance. Sage Sales Tax powered by Avalara delivers a solution that helps your clients stay tax compliant, deliver exceptional customer experiences, and seamlessly scale business operations with tax automation and compliance management. In this session, we'll discuss new and existing tax legislation and economic factors uncovering compliance obligations you probably are unaware of, tips to streamline and manage the tax compliance process, and dive into the key functionality that will save your clients business time, resource and cost.

10:30 AM **SP005 The key metrics SaaS Intelligence can provide businesses - Baker Tilly**

11:15 AM

Audience: Marketing, Sales, Technical, Level – All

Join Baker Tilly to learn how SaaS Intelligence can help propel your business.

10:30 AM **SP006 Meet Expensify Chat - Spend management + collaboration - Expensify**

11:15 AM

Audience: Marketing, Sales, Technical, Level – All

After going public, Expensify noticed how difficult it is to work with outside vendors in a completely virtual and remote setting. These difficulties led Expensify to realize there's a better way to manage spend and cooperate with coworkers and with vendor partners to make sure you to get stuff done. Join Bob Ladue, Expensify's Head of Partnerships, to learn more about how Expensify's new platform will expedite spend management through creating a platform that is rooted in collaborating internally and externally.

Conference workshops

Regional meetings

Tuesday, May 23

5:30 PM **RMIN1 Regional Partner Meeting, Europe**

6:00 PM

Audience: Marketing, Sales, Technical, Level – All

Join us for a session hosted by Derk Bleeker, President EMEA, where the rationale for the formation of the European Region will be discussed in addition to a Q&A session on Europe. We'll also review some of the exciting topics shared this week and take an opportunity to hear your feedback.

Wednesday, May 24

4:30 PM **RMCA1 Regional Partner Meeting, Canada**

5:30 PM

Audience: Marketing, Sales, Technical, Level – All

4:30 PM **RMUK1 Regional Partner Meeting, UKIA**

5:30 PM

Audience: Marketing, Sales, Technical, Level – All

4:30 PM **RMUS1 Regional Partner Meeting, US**

5:30 PM

Audience: Marketing, Sales, Technical, Level – All

We will conclude the Sage Partner Summit 2023 workshops with a session hosted by your Sage regional leadership team. You will not want to miss the opportunity to hear insights on how you can impact your business with key learnings from this year's event. Engage in lively discussions on conference highlights and key takeaways.

Appendix

Sage spotlight theater

Presented by: **Amazon Web Services**

Leveraging AWS Marketplace as a channel partner

Presented by: **APS Payroll**

How to get the most out of your HR tech stack

Presented by: **Avalara**

Five steps to getting compliance done right and avoiding an audit for your clients!

Presented by: **Avalara**

How to drive efficiencies with tax automation

Presented by: **Baker Tilly**

Key metrics SaaS Intelligence can provide businesses

Presented by: **Expensify**

Expensify and Sage Intacct: All In one

Presented by: **Fortis**

Time to renovate your customers payment experience

Presented by: **Microsoft**

Microsoft Azure empowering your business

Presented by: **Nectari**

Unlocking the power of Nectari Business Intelligence for Sage Intacct users

Presented by: **Net at Work | erpCommerce | Cloud at Work**

Cloud hosting purpose-built for Sage: Sage Partner Cloud

Sage spotlight theater

Presented by: **North 49**

Next level accounts receivable automation for Sage

Presented by: **Paya**

AR automation with Paya's Click2Pay integrated payments system

Presented by: **Sage Foundation**

Sustainability and Sage Foundation: Building business resilience

Presented by: **Solver**

Elevate your reporting, budgeting, forecasting, and analysis in one day

Presented by: **TaxBandits.com**

IRS Form E-filing Solution powered by TaxBandits

Presented by: **Yooz**

Valuable partnership: Easiest-to-use AP automation with Yooz and Sage



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