

San Diego Agenda

Wednesday, February 13

Partner's Day

Time				
8:00 AM	Registration and Breakfast			
9:00 AM	Emcee and Welcome – Scott Ehmen, VP Partner Strategy & Sales			
9:10 AM	Welcome and Opening Remarks – Nancy Harris, EVP and Managing Director of North America			
9:30 AM	Market and Channel Trends – Jennifer Warawa, EVP Partners & Alliances and Scott Ehmen, VP Partner Strategy & Sales			
10:00 AM	Marketing Strategy – Dave Faupel, VP of North America Marketing			
10:30 AM	Customer Trends in a Connected Cloud World – Mike Ritchie, Director of Product Management			
11:00 AM	Coffee Break			
11:15 AM	Partner Experience Panel Discussion			
12:00 PM	Partner Day Morning Sessions Wrap up – Nancy Harris and Scott Ehman			
12:30 PM	Lunch and Networking			
1:45 PM	Proven, Open, Connected: A cloud-connected vision and the road ahead for Sage 100cloud	Extend your Reach and Increase Profits with Sage Partner Sales Support team	From Fighting Fires to Fire Insurance: Transforming to a Subscription- Based Business Model	Marketing Shark Tank
Speaker	Linda Cade & Timothy Harfield	Robert Riendeau	Ed Kless	Kerstin & Team
2:45 PM	Sage 500 Today and Tomorrow	Sage 300 - The Road Ahead	From Fighting Fires to Fire Insurance: Transforming to a Subscription- Based Business Model	Marketing Shark Tank
Speaker	Linda Cade	Alistair Ellis	Ed Kless	Kerstin & Team
3:45 PM	Sage People Overview	Grow your business by becoming an Affiliate partner	HRMS Overview	Marketing Shark Tank
Speaker	Deana Dearry	Scott Ehmen, Affiliate and Advocate Partner Panel	Virginia Dannelly	Kerstin & Team
3:00 PM	Registration Opens for all Sage Session Attendees			
5:00 PM – 8:00 PM	Welcome Reception			