FY20 THRIVE ON

SHANGRI-LA'S RASA RIA RESORT & SPA, KOTA KINABALU, MALAYSIA, 19 - 21 NOVEMBER 2019

Agenda

	Tuesday, 19 November 2019 (Pre-Conference)		
9:00 – 12:00	**ZAP Sage Data Hub for Sage 300** During this session we will cover the solution architecture and present the technology and business presentations to enable our partners to present to their customers. This will cover • Architecture Diagrams • Positioning of solution • What is included in Basic and Advanced offerings in SaaS • Sage Data Hub for Sage 300 provisioning (Microsoft Webstore) • Power BI Workbooks with pre-built Analytics Solution demonstration on: • Model build and demonstration • Provisioning from Webstore • Connection to Sage 300 data source • Demonstration of outcome • Pathway to upgrade to full Sage 300 stack for multisource and more complex customers • How to present in a 'business outcome and storyboard' approach **Speaker: Bill Wass	Vice President Operations - APAC at ZAP Business**		
12:00 - 13:00	Lunch		
12:00 - 13:30	Check in and Arrival		
Break Out	**Sales Boot Camp (For Executives & Business owners)**	**Sage 300 (For Presales & Technical)**	**Sage X3 (For Presales & Technical)**
13:30 - 14:00	**Selling Through Curiosity Part 1** (Advanced Questioning) **Speaker: Jonny Mayne**	**Sage 300 Web API and SDK Part 1.** Join us at this session where we will lay the groundwork for the Sage 300 Web UIs. **Speaker: John Thomas**	**Sage X3: Sales Enablement and the Road Ahead** Speaker: Robert Sinfield
14:00 - 14:30			
14:30 - 15:00			
15:00 - 15:30			
15:30 - 16:00			
16:00 - 16:30	Tea-Break		
16:30 - 18:30	Sage Foundation		
19:00 - 21:00	Welcome Dinner and Networking		

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Wednesday, 20 November 2019 **(Main Conference)**	
8:00 - 8:30	Registration
8:30 - 8:35	**Thrive On : Partner Success Beyond 2020**
8:35 - 9:15	Delving into the evolution of Sage Asia's 'Partners First strategy' towards Partner Success, Sage Asia VP & MD, Arlene Wherrett will set the scene by providing direction and details around Asia's FY '20 strategy and the focus around driving partner profitability and business growth, achieved through an improved customer experience, a strengthened and robust product roadmap and an updated partner program (consisting of enablement, co-partnerships & incentives) to help partners make more money in FY '20 and beyond | **Speaker: Arlene Wherrett**
9:15 - 9:45	**Driving Product Innovation for New Profits** Global speaker Robert Sinfield will provide insights into Sage's product innovation and expanded product roadmap in the coming fiscal year and discuss how Sage's products can further be leveraged to deliver increased business results for customers, with better returns. | **Speaker: Robert Sinfield**
9:45 - 10:15	**Empowering Asian SMEs' Prosperity** Sage and Standard Chartered are partnering to deliver a different way of banking to address SME challenges, top of which is cashflow visibility. Using data, insights and technology, Sage's partnership with Standard Chartered will work to alleviate these pain points so SMEs can focus on sustainable growth.
10:15 - 10:45	Morning Tea Break
10:45 - 11:15	**New Model for Enabling Customer Success** This session will explore how Sage together with our partners can transform the way our customers embrace technology solutions to improve their own organizational and customer engagement, retention and revenue. A new model of Customer Success will be explored, starting first with the concept of C.A.R.E for the customer. | **Speaker: Kathy Irusan**
11:15 - 12:00	**Thrive On : Together We Succeed** Sage's premier customer from China, Sichuan Dawn Precision Technology and partner, Chengdu Mige Software will share how their collaboration with Sage's (Sage X3) open and scalable software and AliCloud will incorporate the benefits of IoT (Internet of Things), cloud computing, big data and artificial intelligence to deliver vital offerings for Chinese companies looking for growth post-trade war **Speaker: 谢龙德 Xie Long De and 任华军 Ren Hua Jun (Sichuan Dawn Precision Technology Co.,Ltd)**
12:00 -12:15	Morning wrap-up
12:15 - 13:30	Lunch Break and Networking

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	Wednesday, 20 November 2019 (Main Conference)		
Break Out	**Sales Boot Camp (For Executives & Business owners)**	**Sage 300 (For Presales & Technical)**	**Sage X3 (For Presales & Technical)**
13:30 - 14:00	**Selling Through Curiosity Part 2** (Prospecting - Elevator Pitch) **Speaker: Jonny Mayne**	Gold Sponsor: Auto Simply	Sage X3 Implementation Part 1 (STREAM Methodology)
14:00 - 14:30		**Sage 300: The Road Ahead** Speaker: Nisha Goklaney	
14:30 - 15:00		**Optimize your profitability with Sage 300 and Sage EasyPay integration and Mobile clocking + ESS** Speaker: Leny Januar	
15:00 - 15:30		**Sage 300 Web API and SDK Part 2** Speaker: John Thomas	
15:30 - 16:00	Afternoon Tea-break		
16:00 - 16:30	**Selling Through Curiosity Part 3** (Prospecting - Elevator Pitch) **Speaker: Jonny Mayne**	**Key to business success with Sage CRM Part 1**. Learn skills to help demonstrate the product with confidence, plus see more of the resources available to help you successfully engage with customers & prospects. **Speaker: David Beard**	Sage X3 Implementation Part 2 (STREAM Methodology)
16:30 - 17:00			
17:00 - 17:30			
19:00 - 23:00	Gala Dinner and Award Ceremony		

sage Partner Summit Asia

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	Thursday, 21 November 2019 (Departure)		
Break Out	**Sales Boot Camp (For Executives & Business owners)**	**Sage 300 (For Presales & Technical)**	**Sage X3 (For Presales & Technical)**
10:00 - 13:00	**Selling Through Curiosity Part 4** (Objection Handling) **Speaker: Jonny Mayne**	**Key to business success with Sage CRM Part 2.** Join us to understand how to scope, plan and implement a successful CRM project. **Speaker: David Beard**	Sage X3 Implementation Part 3 (Consultant Soft skills & Data Migration)
12:00	Checkout and Departure by 12pm		