

# Sage Asia Partner Summit 2018

13<sup>th</sup> – 16<sup>th</sup> November 2018

Shangri-La's Rasa Sayang Resort, Penang, Malaysia

Agenda

[Register Now](#)

# Agenda | Tuesday 13 Nov



*Subject to change*

Tuesday, November 13, 2018	
13:00 onwards	Arrival & Check-in from 1pm
16:00 - 18:00	Sage Foundation Program: Rise Against Hunger
18:30 - 20:30	Pre-Welcome Dinner

# Agenda | Wednesday 14 Nov

Subject to change



Wednesday, November 14, 2018							Solution Showcase		
Breakout	Start-up and Small Business Excellence	Sage 300 Technical Boot Camp (For Presales & Technical)		Enterprise Management Technical Boot Camp (For Presales & Technical)	Sales Boot Camp (For Executives & Business owners)	Partner Executive 1:1 Meeting			
8:30 - 9:00	Registration								
9:00 - 9:15	Opening								
9:15 - 10:15	The Future Growth Strategy of Start-Up and Small Businesses	Sage 300 Roadmap and Overview	Sage Enterprise Management Roadmap and Overview		A Practical Guide to Value-Based Selling (Part 1 of 3)				
10:15 - 10:45	Morning Tea-Break								
10:45 - 11:45	Sage 50cloud Sneak Preview	Sage 300 Web SDK (Part 1 of 4) – An introduction and overview of the SDK for Sage 300 Web User Interface (UI)	Building a Process Manufacturing Strategy as Your Competitive Advantage with Sage Enterprise Management		A Practical Guide to Value-Based Selling (Part 2 of 3)				
11:45 - 12:15	Sage 50cloud: Product Overview Demo								
12:15 - 13:30	Lunch and Networking					Arlene (with Jennifer)		Kerry	
13:30 - 14:30	Sage 50cloud: Partner Product Training and Pre-certification	Sage 300 Web SDK (Part 2 of 4)	Introducing Sage CRM 2019		A Practical Guide to Value-Based Selling (Part 3 of 3)	1:1		1:1	
14:30 - 15:00		The Sage 300 Web SDK includes productivity tools (wizards) for the generation of Web UIs in an MVC framework, with documentation, samples and utilities. In the session, we will share the technical deep-dive Sage 300 Web SDK demo. This is very exciting and the lifeblood of the community. It was built with Sage 300 SDK (non-web) to ensure compatibility with Sage frameworks and the Sage 300 application.	Enterprise Management Data & Analytics (EMDA)			1:1		1:1	
15:00 - 15:30	Afternoon Tea-Break and Networking								
15:30 - 16:00	Sage 50cloud: Partner Product Training and Pre-certification	Sage 300 Web SDK (Part 3 of 4)	Learn How to Outperform ISVs with Synergistic Omni-Channel and e-commerce Strategies		Sales Clinic Advice Session	1:1		1:1	
16:00 - 16:30			Manufacturing Execution Systems (MES) to Propel Your Customer Operations						
16:30 - 17:00			Efficient Warehousing Manager			1:1		1:1	
17:00 - 17:30			Enterprise Asset Maintenance (CMMS)						
17:30 – 17:45	Closing and Wrap up								
18:30 - 20:30	Welcome Reception Dinner and Executive Networking Dinner								

# Agenda | Thursday 15 Nov



Subject to change

Thursday, November 15, 2018

8:00 - 8:30	<b>Registration</b>				
8:30 - 8:55	Winning Together: Empowering A Connected Asia				
8:55 - 9:35	Winning Together: A Practical Approach for Organizations				
9:35 - 10:20	Asia Industry Outlook 2019, Digital Transformation and SME Growth				
10:20 - 10:50	<b>Morning Tea Break</b>				
10:50 - 11:35	Winning Together: Partnership For The Future				
11:35 - 12:20	Winning Together: Engage. Empower. Excite. : Partner – Driven Progress Towards A Connected Business				
12:20 - 12:30	<b>Wrap-Up</b>				
12:30 - 13:30	<b>Lunch and Networking</b>				
13:30 – 14:30	Sage Partner Program: Reimagine Partnering Marketing Program and Campaigns Anti-Bribery and Corruption Awareness (ABAC)				
Break Out	Start-up and Small (Sales and Business Owners)	Scale-Up (Sales)	Enterprise (Sales)	Partner Executive Leadership Forum (For Executives & Business Owners)	Sage 300 Technical Deep-Dive
14:30 - 15:00	Sage Asia Accountant Program Launch	The Road Ahead for Sage 300	Win Deals and Client Confidence with Enterprise Management v12	<b>Driving Growth: Sage and Partners Winning Together</b>  This leadership invitation-only workshop will offer a select group of Sage partners the opportunity to engage with Sage executives. With content designed for business executives/leaders, we will discuss strategies for profitability, growth and how to operate in fast-evolving Asia countries.	Sage 300 Web SDK (Part 4 of 4)
15:00 – 15:30	Introduction of Sage 300 Online	Realize the Benefits of Integrating Your Payroll and Business Management Solution	ISV (gold)	This workshop will cover: <ul style="list-style-type: none"> <li>• Joint business opportunities</li> <li>• Customer use cases</li> <li>• Solution practices and partnering best practices</li> </ul>	

Solution Showcase

# Agenda | Thursday 15 Nov



*Subject to change*

Thursday, November 15, 2018					
15:30 – 16:00	Tea-break				
Break Out	Start-up and Small (Sales and Business Owners)	Scale-Up (Sales)	Enterprise (Sales)	Partner Executive Leadership Forum (For Executives & Business Owners)	Sage 300 Technical Deep-Dive
16:00 – 16:30	Improve Your Expertise in Selling Sage Accounting	ISV (gold)	A Better Way to Manage Your Entire Business with Unified HR and Financial Data	<b>High Performance Partner Planning</b> We will discuss with partner executives the essential topics to grow revenue. This session will cover: <ul style="list-style-type: none"> <li>• The overall business goals of partners</li> <li>• What resources they require to be successful</li> <li>• How to: Discuss progress and analyze performance</li> <li>• Sales and operating margins</li> </ul>	Sage 300 Web SDK (Part 4 of 4)
16:30 - 17:00	Sage Payroll Integration with Accounting Solutions	ISV (gold)	Learning Services and Sage University		
17:00 - 17:30	Empower Your Business with Sage Payroll and EasyPay	ISV (silver)	ISV (silver)		
17:30 - 18:00	Start-up and Small Business Excellence	ISV (silver)	ISV (silver)		
18:00 - 18:30		ISV (silver)	ISV (silver)		
18:30 - 18:45	Closing and Wrap-Up				
19:30 - 23:00	Gala Dinner and Award Celebration				

Solution Showcase

# Agenda | Friday 16 Nov



*Subject to change*

Friday, November 16, 2018	
9:00 – 10.30	Partner Award Winner Breakfast
12:00	Departure by 12pm

**Thank you**