

# FAQ

We've outlined the answers to the most commonly asked questions. If you don't find what you're looking for, please email [sagepartnersummit@sage.com](mailto:sagepartnersummit@sage.com) and we will be happy to assist.

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## Event basics

### What is Sage Enterprise Management Partner Summit?

**Answer:** This event is the largest annual gathering of Sage Business Cloud Enterprise Management partners for a unique experience that helps accelerate business.

### Where is the event being held?

**Answer:** The Sage Enterprise Management Partner Summit will take place in Dubai, United Arab Emirates at the **JW Marriott Marquis Hotel Dubai**.

### When is the event taking place?

**Answer:** The event will begin on 2 April 2019 and end on 4 April 2019. An optional pre-conference one-day implementation bootcamp will be offered on 1 April 2019 (additional fees apply).

### Who can attend the event?

**Answer:** The event is open to Sage Business Cloud Enterprise Management partners around the world.

### Why should a Sage Business Cloud Enterprise Management partner attend the event?

**Answer:** There is tremendous value in attending! Partners will have the opportunity to learn about the latest Sage technology, network with peers from around the world, gain insights and inspiration through keynote presentations and content sessions created just for the enterprise market, and more.

## Registration

### How much does it cost to attend?

**Answer:** Pricing varies depending on the date of registration.

- Early Bird rate of \$1,650 USD, 16 October – 20 January 2019.
- Save rate of \$1,950 USD, 21 January – 10 February 2019.
- Standard rate of \$2,050 USD, 11 February – 1 March 2019.
- Group discount of \$1,550 USD per person for 3+ delegates, ends 1 March 2019.
- Optional pre-conference one-day implementation bootcamp add-on is \$250 USD.

### Is a group discount available to partners who bring more than one delegate?

**Answer:** Yes, there is a group discount for partners who register 3 or more delegates. The rate is \$1,550 USD per delegate and is valid until 1 March 2019.

### What is included with the registration fee?

**Answer:** The registration fee includes access to all presentations and experiences, lunches and evening events. The registration fee does not include travel expenses, hotel accommodations, food and beverage costs outside of the event, and the pre-conference one-day implementation bootcamp.

### Will I need to pick up a badge to access the event?

**Answer:** Yes, you will pick up your badge when you arrive at the event. Prior to the event, you will receive an email with a QR code – you will bring this with you to obtain your badge to ensure a quick check-in. Badges will be available for pickup at the registration desk located in the JW Marriott Marquis.

### Are spouses or significant others allowed to attend the event?

**Answer:** Spouses and significant others may attend the 3 April Partner Celebration event. Guest passes may be purchased during registration for \$125 USD each. These guest passes do not include access to any other event activities. Guests must be 18 years of age or older.

## Hotel accommodation and travel

### What is the hotel rate?

**Answer:** The JW Marriott Marquis Hotel Dubai discounted rate for delegates is \$190 USD per night plus taxes and fees. This rate includes breakfast each morning of your stay. You will have the option to book accommodations during the registration process or directly by clicking [here](#).

Please note the discounted rate is based on the Dirham rate of AED 700. The conversion to dollars may vary slightly based on the latest currency exchange rate.

### Will I need to obtain a visa to enter Dubai?

**Answer:** Nationals of the following countries do not require prearranged visa for entry into UAE: Argentina, Australia, Austria, Andorra, Belgium, Brunei, Bulgaria, Canada, Cyprus, Croatia, The Czech Republic, Denmark, Estonia, France, Finland, Germany, Greece, Hong Kong, Hungary, Iceland, Ireland, Italy, Japan, Latvia, Liechtenstein, Lithuania, Luxembourg, Malaysia, Malta, Monaco, Netherlands, New Zealand, Norway, People's Republic of China, Poland, Portugal, Republic of Korea, Romania, Russian Federation, San Marino, Singapore, Slovakia, Slovenia, Spain, Switzerland, Sweden, Ukraine, United States of America, United Kingdom with (right of abode in UK) and the Vatican.

An entry visa, valid for 30 days from date of arrival will be issued at the airport in the UAE.

Indian passport holders with valid American Visa or Green Card will likewise be issued an entry visa on arrival in the UAE. The visa will be valid for 14 days and can be extended once for a fee.

The list of eligible countries may vary from time to time. It is therefore advisable to check any visa requirements with your local UAE embassy or the airline that you are using to fly to the UAE prior to departure.

If you need a visa letter, you may download it on the [here](#).

## Agenda and event details

### What can a delegate expect at Sage Enterprise Management Partner Summit?

**Answer:** The Sage Enterprise Management Partner Summit is a three-day event where delegates will network and learn with other partners, sponsors and executives from around the world to gain inspiration and insights to accelerate their businesses.

### What does the agenda include?

**Answer:** The event combines inspiration, insights, technology, and networking for a fantastic experience that powers future business success. You will find the agenda overview detail [here](#).

# sage Enterprise Management partner summit

## Who from Sage will be attending?

**Answer:** The executive host for the event is Jennifer Warawa, EVP of Partners, Accountants and Alliances. Other senior level executives and colleagues from around the world will be on hand to network, educate through sessions, and train on the latest Sage products.

## What is the optional pre-conference one-day implementation bootcamp?

**Answer:** This is an optional, full-day bootcamp that will take place 1 April 2019. You may learn more about the **bootcamp**, including topics and agenda **here**. You may register for the bootcamp when you register for Sage Enterprise Management Partner Summit. Limited spots are available.

The pre-conference one-day implementation bootcamp is an optional add-on for \$250 USD.

## Will there be an opportunity to support Sage Foundation?

**Answer:** Yes, there will be an opportunity to support the Sage Foundation on 3 April. We will host a Sage Foundation Fun Run 5K to support the Sage \$1 Million challenge. We look forward to working with the partner community to support this important initiative. For more information on Sage Foundation, visit the Sage Foundation **website**.

## Speakers and content

### Who will be speaking at the event?

**Answer:** 2 April – Strategy, innovation, and technology

Learn more about the Sage vision and strategy, the significant investment Sage is making in technology for the future of Enterprise Management, including the newly released Version 12, and how all of this impacts the partner channel and enables us to better serve our shared customers.

Speakers: Sage President Blair Crump, Sage Executive Vice President of Product Nick Goode, Vice President of Product for Sage Enterprise Management Robert Sinfield, and more!

3 April – A shift in partnership, sales and marketing mentalities

Discover the keys to delivering more value to your customers by evolving the way you think about partnerships, marketing, and sales, and how Sage can help you not only stay relevant but thrive in the marketplace.

Speakers: Sage Chief Marketing Officer Ron McMurtrie, Sage Executive Vice President of Partners, Accountants, and Alliances Jennifer Warawa, Professional sales trainer and consultant John Barrows, and more!

4 April – Partner recognition

We will recognize outstanding partner performance in an awards ceremony hosted by Jennifer Warawa.

## When will content tracks be announced?

**Answer:** Content track information has been announced. You can find information on the five content tracks offered at the event [here](#).

## When will breakout sessions be announced?

**Answer:** Breakout sessions have been announced. You can find information on the 50 unique breakout sessions [here](#).

## How do I sign up for breakout sessions?

**Answer:** Login to your account to start customizing your agenda with daily breakout sessions. You will need to login with the email address used for registration, and your registration confirmation number. You may access your account [here](#).

## Sponsors

### What companies are sponsoring the event?

**Answer:** You can find the complete list of our sponsors on the [event website](#).

### Are there sponsorship opportunities still available?

**Answer:** Please contact [Sarah.Brush@sage.com](mailto:Sarah.Brush@sage.com) to learn about any remaining sponsorship opportunities.

## ...and more

### Where can I learn more about the event?

**Answer:** Please visit the event website ([www.SageSummit.com/partner](http://www.SageSummit.com/partner)) for more information. You may also email [sagepartnersummit@sage.com](mailto:sagepartnersummit@sage.com) with any questions.

### How can I contribute to the social media conversation?

**Answer:** Follow the conversation on Twitter with [@SagePartners](#) and [#SagePartnerSummit](#).

### Will complimentary Wi-Fi be available at the hotel?

**Answer:** Yes. If staying at the host hotel, JW Marriott Marquis, you will receive an access code upon check-in which gives you Wi-Fi access in your guest room and the event spaces. Instructions are as follows:

- Step 1: Connect to JWMarriott\_GUEST Wireless
- Step 2: A page will pop-up. If the page doesn't pop up, then open a browser and type [cnn.com](http://cnn.com) or [bcc.com](http://bcc.com)
- Step 3: Click the Access\_code link

# sage Enterprise Management partner summit

- Step 4: A page will appear where you can type in your access code and click the connect button. After clicking the button this page will redirect to the Marriott website. This means you have successfully connected to the internet.
- Step 5: After connecting in the room, if you go to the event area, you simply need to connect to the JWMarriott\_Conference Wireless and get connected.

If you are not staying at the JW Marriott Marquis, simply connect to the 'Sage Delegate' network, and use password 'Sage2019'.

## What is the dress code for the event?

**Answer:** The overall event dress code is business casual. More information on dress code by activity may be found in our packing checklist. Remember when selecting your clothing that in the UAE, clothing should be modest. Avoid low necklines and high hemlines, and clothing with obscene graphics or slogans.

## Will Sage provide any guidance on what to pack for Dubai?

**Answer:** Yes, please visit the **Get Ready** section of our website for a comprehensive packing checklist and travel tips guide.