

PARTNER SUMMIT

Tuesday, October 4th, 2022 (Premium Partners & Certified Full Service Staffbase Partners Only)

- 4:00 pm - 6:00 pm** → 30-minute meetings scheduled for Premium Partners & Certified Full-Service Partners Only
- 6:30 pm - 8:30 pm** → Premium Partners & Certified Full-Service Partners Only Get Together & Drinks

Wednesday, October 5th, 2022 (Staffbase & Valo Partners)

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|---|---|
| 8:30 am - 9:00 am → Registration | 1:30 pm - 2:30 pm → Selling and delivering your services |
| 9:00 am - 9:15 am → Welcome | 2:30 pm - 2:45 pm → Break |
| 9:15 am - 10:15 am → Keynote: Partner Program | 2:45 pm - 3:30 pm → Market Trends |
| 10:15 am - 10:30 am → Coffee Break | 3:30 pm - 3:40 pm → Day one Wrap Up |
| 10:30 am - 11:30 am → How Staffbase Partners make 6-digit revenues - Five stories from the field | 4:00 pm → Evening Activity, Dinner & Partner awards at Surprise Location |
| 11:30 am - 12:30 am → Product updates | |
| 12:30 am - 1:30 pm → Lunch | 10:00 pm → Arrival Back at hotel |

Thursday, October 6th, 2022 (Staffbase & Valo Partners)

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| 7:00 am → Optional Early Bird City Walk or Activity | |
| 9:00 am - 9:30 am → Welcome & Break Out Rooms | |
| | Technical Track |
| 9:30 am - 10:30 am → How we maintain our competitive edge over Microsoft OOTB | 9:30 am - 10:30 am → Overview of customization & integration options for Staffbase |
| 10:30 am - 10:45 am → Coffee Break | |
| 10:45 am - 11:45 am → Success factors of selling Staffbase: deal process and pitch | 10:45 am - 11:45 am → Customizing Intranet: A deep dive into the Valo framework and SPFX webparts |
| 11:45 am - 12:45 am → Lunch | |
| 12:45 am - 1:45 pm → Value-based selling of Valo | 12:45 am - 1:45 pm → Become a Staffbase Co-delivery hero |
| 1:45 pm - 2:00 pm → Break | |
| 2:00 pm - 3:00 pm → Staffbase demo school | 2:00 pm - 3:00 pm → Master Teamwork templates |
| 3:00 pm - 3:15 pm → Break | |
| 15:15 pm - 4:00 pm → Co-Marketing with Staffbase | 3:15 pm - 4:00 pm → Demonstrate your best cases Partner to Partner |
| 4:00 pm → Wrap Up Session - Everyone goes home | |