

PARTNER SUMMIT

Wednesday, October 19, 2022

8:30 - 9:00	Registration & coffee	13:30 - 14:30	Ask Staffbase sales leadership anything
9:00 - 9:15	Welcome	14:30 - 14:45	Break
9:15 - 10:15	Keynote: Better together – the Staffbase partner program	14:45 - 15:30	IC, EC, EX, oh my! Making sense of market trends for 2022 and beyond
10:15 - 10:30	Coffee break	15:30 - 15:40	Day one wrap-up
10:30 - 11:30	Selling your services / How Staffbase partners make 6-digit revenues – stories from the field	16:00	Evening activity, dinner & partner awards at surprise location
11:30 - 12:30	What's new across the Staffbase platform?	22:00	Arrival back at hotel
12:30 - 13:30	Lunch		

Thursday, October 20, 2022

7:00	Optional early-bird city walk or activity		
9:00 - 9:30	Welcome & VOICES announcement & breakout rooms		
	Business track		Solutions track
9:30 - 10:30	Product strategy update for the Microsoft channels (Valo) unit	9:30 - 10:30	Customization & integrations: Build a business on top of Staffbase
10:30 - 10:45	Coffee break		
10:45 - 11:45	Success factors of selling Staffbase: Deal process and pitch	10:45 - 11:45	Creating reusable web components to build beautiful and responsive handlebar templates
11:45 - 12:45	Lunch		
12:45 - 13:45	Leading with value: Crafting 3 sales stories for Valo intranet, together	12:45 - 13:45	Become a Staffbase co-delivery hero
13:45 - 14:00	Break		
14:00 - 15:00	Staffbase demo school	14:00 - 15:00	Mastering teamwork templates
15:00 - 15:15	Break		
15:15 - 16:00	I get it, now how do I sell it? Mastering Staffbase pricing & packaging	15:15 - 16:00	Demonstrate your best cases partner to partner
16:00	Wrap-up session – everyone goes home		