

# NetSuite Sales Acceleration Agenda February 6–7, 2019

Main Sessions from 9:45 am to 4:00 pm CST daily

## February 6, 2019

9:45–10:00 a.m.

**Welcome and Partner Recognitions**

10:00–10:30 a.m.

**Welcome Keynote** – Vic Pellicano, *Verenia*

10:30–11:00 a.m.

**Maximizing NetSuite ROI with Integrations** – Mark Simon, *Celigo*

Discover best practices and hear customer anecdotes from over a decade of working with NetSuite customer integrations.

11:00–11:30 a.m.

**Processing Card and Alternative Payments in NetSuite: Simplified**

– Joe Musitano, *Solupay*

Learn from the winner of the Oracle+NetSuite “Innovator of the Year” award about reducing manual processes, lowering acceptance expenses, and eliminating fraud.

11:30 a.m.–1:30 p.m.

**Expo Hall**

Explore and discover NetSuite sales acceleration solutions from partners and sponsors.

1:30–2:00 p.m.

**NetSuite for Sales and Customer Service Teams: 5 NetSuite Features Users Aren’t Maximizing** – Gavin Davidson, *NetSuite*

Hear from NetSuite leadership how key features and functionality enable sales and customer service teams to sell better.

2:00–2:30 p.m.

**The Coming Sales Apocalypse—Are You Ready?** – Rory Cutaia, *nFüsz*

See how current changes in technology will drive millions to sales roles and, at the same time, render traditional sales processes obsolete.

2:30–4:00 p.m.

**Expo Hall**

Explore and discover NetSuite sales acceleration solutions from partners and sponsors.

# NetSuite Sales Acceleration

**February 7, 2019**

9:45–10:00 a.m.

**Welcome and Partner Recognitions**

10:00–10:30 a.m.

**Verenia Customer Spotlight: Lovesac** – Vic Pellicano, *Verenia* and Dave Jensen, *Lovesac*

Discover how Lovesac is winning by leveraging NetSuite and Verenia's solutions to transform retail sales operations.

10:30 a.m.–12:30 p.m.

**Expo Hall**

Explore and discover NetSuite sales acceleration solutions from partners and sponsors.

12:30–1:00 p.m.

**3 Ways Manufacturing Companies Are Transforming Their Sales Organization** – John Dougherty, *NetSuite*

Learn from NetSuite's industry expert how manufacturing companies are leveraging NetSuite to increase sales.

1:00–1:30 p.m.

**Building World-Class Financials Using NetSuite Best Practices** – Christopher Miller, Nate Smart, and Adam Riches, *NetGain*

Learn how to leverage best practices that can bring efficiency and relevance to your ERP system and what important changes are affecting the NetSuite landscape for 2019.

1:30–2:00 p.m.

**Payables Transformation with NetSuite** – Rob Israch, *Tipalti*

Discover how NetSuite's ecosystem of solutions are maximizing finance's ability to scale their business processes.

2:00–2:30 p.m.

**How to Get Sales Reps to Love Using NetSuite for CRM and Salesforce Automation** – Joshua Smith, *Concentrus*

Hear how one NetSuite customer enhanced the sales rep experience and built a significant ROI by leveraging a custom NetSuite solution for sales operations.

2:30–4:00 p.m.

**Expo Hall**

Explore and discover NetSuite sales acceleration solutions from partners and sponsors.