



2019 Sales Enablement ROADSHOW

PRESENTED BY
RO Innovation
Qvidian

Time	Topic
8:00-9:00 AM	Networking Breakfast & Registration
9:00-9:45 AM	Opening Session and Event Kickoff
9:45-10:30 AM	Content Management Best Practices No matter how quickly you find content in your content library, you're not saving time if the information you find is not correct. Join us as we share recommendations on how to best work with SMEs to keep content current. We'll also cover which reports and data to use, so you know which content needs additional review.
10:30-11:00 AM	Break
11:00-12:00 PM	Panel Discussion: Stories from the Street
12:00-1:00 PM	Networking Lunch
1:00-1:45 PM	Product Roadmap Here's where we share all the latest updates and innovations offered in recent product releases and talk about where we are planning to make great strides for the rest of 2019 and beyond for our Qvidian customers.
1:45-2:30 PM	Proposal Writing Strategies We know automation allows us to create proposals faster. But what can we do to ensure they're not just faster, but better? In this session we will discuss how following Tom Sant's persuasive proposal methodology will ensure your proposals are client centric and primed for the win.
2:30-2:45 PM	Break
2:45-3:30 PM	Word Templates & Your RFP Project Formatting your RFP responses shouldn't take longer than writing them. In this session you will learn how Qvidian RFP Projects and Microsoft Word templates can work together to make producing branded RFP responses easier than ever.

3:30-4:15 PM	Knowledge Stations Take a quick tour of the following product features, as you like: Qvidian <ul style="list-style-type: none">• RFP Projects• Analytics• Content Management – Workflows• Architecture• Salesforce RO (San Francisco Only) <ul style="list-style-type: none">• Sales Wins• Quick Plays• Spotlight
4:15-4:45 PM	Closing Remarks
4:45-6:00 PM	Networking Cocktail Reception

Thank you for attending!