



2019 Sales Enablement ROADSHOW

PRESENTED BY

RO Innovation
Qvidian

Time	Topic	Room(s)
8:00-9:00 AM	Networking Breakfast & Registration	Sequoia Foyer
9:00-9:45 AM	Opening Session	Sequoia B
9:50-10:30 AM	<p>Qvidian 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.</p> <p>RO Innovation Product Roadmap We'll cover 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 customers.</p>	<p>Qvidian Sequoia B</p> <p>RO Innovation Cypress B/C</p>
10:30-11:00 AM	Networking Break	
11:00-12:00 PM	<p>Qvidian Product Roadmap We'll cover 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 customers.</p> <p>RO Innovation Real Life Use Cases for Reference Programs In this session, we will share unique and creative use cases that our clever RO Innovation customers have implemented to maximize usage and value of the RO Innovation platform.</p>	<p>Qvidian Sequoia Room B</p> <p>RO Innovation Cypress B/C</p>
12:00-1:00 PM	Networking Lunch	The Grove
1:00-1:45 PM	<p>Panel Discussion: Stories from the Street Some of our amazing customers are sharing their success stories.</p> <p>Qvidian Panel Moderator: Karen Meyer</p> <ul style="list-style-type: none"> Joan Bettinger, Commercial Content Manager, GE Digital Scott Casselman, Director of Proposal Mgmt, Accela Nikki Parker, Content Manager, Bank of America Merchant Services 	Qvidian Sequoia Room B

	RO Innovation Panel Moderator: Lisa Hoesel <ul style="list-style-type: none"> • Mandelyn Kilroy, Customer Reference Specialist, Iron Mountain • Lauren Wingfield, Senior Manager, HPE Customer Advocacy & References, Hewlett Packard Enterprise (HPE) • Trish Borrmann, Director, Customer Marketing Programs, Fortinet 	RO Innovation Cypress B/C
1:45-2:30 PM	Qvidian Proposal Writing Strategies We know automation allows us to create proposals faster, but how can we make proposals <i>better</i> ? 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. <p> RO Innovation Tips & Tricks for Reference Managers Reference Managers, this session is for you! We'll discuss tips, tricks, and cover functionality info including: ways to use Tracked Content, how to avoid Reference burnout, self-service workflows, accurate Survey usage, Points/Rewards, Record Review, Search Display Preference options, Search Filters (RUX), Best Match vs. All Results, and home page pods / RUX pods. </p>	Qvidian Sequoia B RO Innovation Cypress B/C
2:30-3:00PM	Networking Break & Afternoon Snack	
3:00-3:30 PM	Qvidian Word Templates & Your RFP Projects 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. <p> RO Innovation Standard Reporting Platform This session will cover the standard RO reporting functionality, such as Quick Reports, Report Builder, Report Designs and Report Layouts. </p>	Qvidian Sequoia B RO Innovation Cypress B/C
3:30-4:30 PM	Knowledge Stations Take a quick tour of the following product features, as demonstrated by our product experts. <p> Qvidian <ul style="list-style-type: none"> • RFP Projects • Analytics • Content Review Jobs • Architecture • Salesforce </p> <p> RO Innovation <ul style="list-style-type: none"> • Sales Wins • Ready Assets & Quick Plays • Spotlights </p>	Qvidian Sequoia B RO Innovation Cypress B/C
4:30-4:50 PM	Closing Remarks	Sequoia B
4:50-6:00 PM	Networking Cocktail Reception	The Grove Atrium

Thank you for attending our San Francisco Roadshow event!

Don't forget to register for a Qvidian University course by December 31, 2019, using coupon code "Roadshow2019" to receive a 20% discount!