

Acumatica Summit 2017

Jan. 29 – Feb. 3 • San Diego, CA



SUNDAY, JANUARY 29

TIME	SESSION TITLE	LOCATION
10:00am – 8:00pm	Registration Hours	Hotel Lobby
4:00pm – 5:30pm	HCM Cocktail Hour Sponsored by InfinityHR	Vicino Ballroom
5:00pm – 8:00pm	Welcome Reception and Solution Showcase	Grand Foyer

MONDAY, JANUARY 30

TIME	SESSION TITLE	LOCATION
7:00am – 1:00pm	Registration Hours	Hotel Lobby
7:30am – 8:30am	Continental Breakfast and Solution Showcase	Aventine Ballroom Foyer
8:30am – 10:00am	Opening Keynote: Market Momentum with Jon Roskill, CEO, Acumatica	Aventine Ballroom ABCG
10:00am – 10:15am	Break	
10:15am – 11:30am	Customer General Session	Vicino Ballroom
10:15am – 11:45am	Partner General Session	Aventine Ballroom ABCG
11:45am – 1:00pm	Lunch (Solution Showcase Open)	Aventine Ballroom Foyer
1:00pm – 1:45pm	Customer - Cross Industries Roundtable Discussion Marketing - Acumatica 2017 Marketing Strategy Overview Product - Acumatica Tips and Tricks Sales - Partner Workshop: Winning Sales Techniques	Aventine Ballroom ABC Rhodes Vicino Ballroom Aventine Ballroom G
1:45pm – 2:00pm	Break (Solution Showcase Open)	Grand Foyer
2:00pm – 2:45pm	Customer - Business Intelligence for Business Leaders Marketing - Product Marketing Product - Simple Ways to Customize Acumatica Sales - In the Trenches	Aventine Ballroom ABC Rhodes Vicino Ballroom Aventine Ballroom G
2:45pm – 3:00pm	Break	
3:00pm – 3:45pm	Customer/Sales - Partner Spotlight Marketing - Become a Social Media Expert: How to Reach Your Audience Effectively in the Places They Hang Out Most Product - Developing Acumatica Mobile Applications	Aventine Ballroom ABC Rhodes Vicino Ballroom
3:45pm – 4:00pm	Break	
4:00pm – 4:45pm	Customer - Product-centric Roundtable Discussion Marketing - Digital Lead Generation: SEO Strategy & Conversion Rate Optimization Product - Implementation Best Practices Sales - Winning with ISVs	Aventine Ballroom ABC Rhodes Vicino Ballroom Aventine Ballroom G
4:00pm – 6:30pm	Solution Showcase	Grand Foyer
6:30pm – 9:30pm	Celebration Party	Pool
8:00pm – 12:00am	Acumatica Hack-a-thon	Milos

Solution Showcase Hours

Sunday: 5:00pm – 8:00pm | Monday: 7:30am – 8:30am, 11:45am – 2:45pm, 4:00pm – 6:30pm
Tuesday: 7:30am – 8:30am, 9:45am – 3:15pm, 4:30pm – 6:00pm | Wednesday: 7:30am – 2:00pm

<http://summit.acumatica.com>

TUESDAY, JANUARY 31

TIME	SESSION TITLE	LOCATION
7:30am – 8:30am	Continental Breakfast and Solution Showcase	Aventine Ballroom Foyer
8:30am – 9:45am	Day 2 Keynote: Customer Success	Aventine Ballroom ABCG
9:45am – 10:15am	Break (Solution Showcase Open)	Grand Foyer
10:15am – 11:00am	Customer - Top 10 Tips and Tricks for Productivity in Acumatica Marketing - Full Funnel Marketing Product - Web Services for Multi-cloud World Product/Sales - EBizCharge: Automate Payment Acceptance within Acumatica Sales - What's the Buzz	Aventine Ballroom ABC Rhodes Vicino Ballroom Syros Aventine Ballroom G
11:00am – 11:15am	Break (Solution Showcase Open)	
11:15am – 12:00pm	Customer - Keeping Your System Up-to-date Marketing - Full Funnel Marketing (continued) Product - Dashboards and Analytics Product/Sales - Solver Global: Enable the World-class Decisions with BI360 Reporting and Budgeting for Acumatica Sales - Get Ahead with Pro Services	Aventine Ballroom ABC Rhodes Vicino Ballroom Syros Aventine Ballroom G
12:00pm – 1:00pm	Lunch (Solution Showcase Open)	Aventine Ballroom Foyer
12:30pm – 1:45pm	Marketing - Full Funnel Marketing (continued - Working Lunch)	Rhodes
1:00pm – 1:45pm	Customer - Selling-centric Roundtable Discussion Product - Troubleshooting Techniques Product/Sales - NonProfitPlus: Growing Opportunity in the Nonprofit Vertical Sales - Winning with the Demo	Milos Vicino Ballroom Syros Aventine Ballroom G
1:45pm – 2:00pm	Break (Solution Showcase Open)	Grand Foyer
2:00pm – 2:45pm	Customer - Services-centric Roundtable Discussion Marketing - Putting the Pieces Together Product - Outlook and Office 365 Integration Techniques Sales - Acumatica 2017 Products and Pricing	Milos Rhodes Vicino Ballroom Aventine Ballroom G
2:45pm – 3:15pm	Break	
3:15pm – 4:30pm	Guest Speaker: Kevin Harrington	Aventine Ballroom ABCG
4:30pm – 6:00pm	Registration Hours	Hotel Lobby
4:30pm – 6:00pm	Welcome Training Attendees: Networking Mixer and Solution Showcase	Grand Foyer
6:00pm	Open Evening (dinner on your own)	

Solution Showcase Hours

Sunday: 5:00pm – 8:00pm | Monday: 7:30am – 8:30am, 11:45am – 2:45pm, 4:00pm – 6:30pm
 Tuesday: 7:30am – 8:30am, 9:45am – 3:15pm, 4:30pm – 6:00pm | Wednesday: 7:30am – 2:00pm



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WEDNESDAY, FEBRUARY 1 – FRIDAY, FEBRUARY 3

TIME	SESSION TITLE	LOCATION
7:00am – 8:00am	Registration Hours	Hotel Lobby
7:30am – 8:30am	Continental Breakfast	Vicino Ballroom
7:30am – 2:00pm	Solution Showcase	Grand Foyer
8:30am – 5:45pm	Training Sessions	
	Customer and Partner	
	Acumatica Framework Fundamentals	Rhodes
	CRM	Portofino A
	Customization Platform	Delphi B
	Distribution Basics	Athenia A
	Distribution Intermediate	Athenia B
	Financials Advanced: Taxes and Multi-Currency Accounting	Mykonos A
	Financial Intermediate and ARM reports	Mykonos B
	Financial Reporting, Data Query, and Data Analysis for End-Users	Aventine Ballroom C
	JAAS Advanced Manufacturing Software (JAMS) for Acumatica	Milos
	Project Accounting	Portofino B
	Service Management in Acumatica	Syros
	System Administration	Aventine Ballroom E
	Web Services and Overview of Mobile Framework	Delphi A
	Writing Reports and Integration Scenarios	Aventine Ballroom F
	Partner Only	
	Commerce/Magento Sales and Integration Training	Andros
	Pre-Sales Training and Workshop	Aventine Ballroom A
	Sales Methodology	Aventine Ballroom B
12:00pm – 1:00pm	Registration Hours	Hotel Lobby
12:00pm – 1:00pm	Boxed Lunch	
6:00pm	End of Day (evening on your own)	

Solution Showcase Hours

Sunday: 5:00pm – 8:00pm | Monday: 7:30am – 8:30am, 11:45am – 2:45pm, 4:00pm – 6:30pm
 Tuesday: 7:30am – 8:30am, 9:45am – 3:15pm, 4:30pm – 6:00pm | Wednesday: 7:30am – 2:00pm

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