SUNDAY, January 24, 2016

| 5:30 | 7:30 PM | REGISTRATION AND WELCOME RECEPTION |

MONDAY, January 25, 2016

| 8:00 | 9:00 AM | BREAKFAST |

| 9:00 | 10:30 AM | **State of SedonaOffice** |

Don Faybrick - Co-Founder, Perennial Software

Michael Marks - Co-Founder, Perennial Software

| 10:30 | 11:00 AM | BREAK |

| 11:00 | 12:30 PM | **SedonaOffice and Business Partner Presentations** |

		Executive Track	SedonaOffice 101	Advanced Users	Best Practices	Queries & Reporting	WeSuite
12:30	2:00 PM	**LUNCH**					
2:00	3:15 PM	**Increasing the Value of Your Business**	**SedonaOffice 101 - Inventory**	**New Features from 2015**	**AP, AR and Customer Management**	**SedonaDashboard**	**Getting the Most out of WeOpportunity - A Workshop**
		Insight into financing your business for growth, using a revolving credit facility based on RMR. Allowing you to leverage the value imbedded in your contracts to grow your existing business, and make acquisitions.	Perpetual Inventory: Costing Methods, Inventory Setup, Warehouses, Part Setup & Management.	Demonstrations of new features added to SedonaOffice in 2015	A best practices discussion where you can learn from other users how they are handling AP/, AP & Customer Management.	An in depth look at the new SedonaDashboard module.	Utilizing Prospecting, Opportunity Workflow and Reporting tools to fuel success and strengthen your sales team.
		CapitalSource	*Mellissa Robinson / Laurie*	*Carolyn Johnson / Lisa*	*Moderated by Don Faybrick*	*Matt Howe*	*Samantha Perry / Arturo Bravo*
3:15	4:30 PM	**Acquisition Due Diligence**	**SedonaOffice 101 - Job Management**	**Job Planner**	**RMR Attrition & Reporting**	**SedonaAnalytics**	**The Applied Use of Electronic Business Forms & Contract Documents**
		Presentation and discussion of key due diligence items to focus on as you look to make an acquisition. The presenters will share their experience and insights having performed reviews or due diligence on hundreds of companies.	Creating and processing a Job from start to close.	Job Planner designed functionality and usage. Demonstration.	A best practices discussion where you can learn from other users how they are handling RMR Atrition & Reporting.	An in depth look at the new SedonaAnalytics module.	Use the Business Forms Module to eliminate paper, increase efficiency and create a better customer experience.
		CapitalSource / Benchmark Partners	*Mellissa Robinson / Laurie Salim*	*Don Faybrick / Carolyn Johnson*	*Moderated by Michael Marks*	*Brad Swindell*	*Gabry Brodi / Samantha Perry*

TUESDAY, January 26, 2016

7:30	9:45 AM	**BREAKFAST KEYNOTE**

* Please plan on arriving for breakfast buffet so that you will be seated at 8:15 AM for the Breakfast Keynote.

		Executive Track	SedonaOffice 101	Advanced Users	Best Practices	Queries & Reporting	WeSuite
9:45	10:00 AM	**BREAK**					
10:00	11:15 AM	**Leading Change**	**SedonaOffice 101 - Service 1**	**Job Management 1**	**SedonaSync**	**Advanced Excel Reporting**	**QuoteAnywhere Evolution Revolution**
		Part 1 of Mastering the Storm of Change Worshop	Understanding/ Configuring/ Using the Schedule Board.	Job Processing: Job Expenses; Parts, Misc. Expenses, Commissions.	A best practices discussion where you can learn from other users how they are utlizing SedonaSync.	Learn how to use Microsoft Excel to report and analyze your SedonaOffice data.	Welcome to Version 3.0! Review enhanced system configuration and functionality for quoting from the desktop and in the field.
		Larry Johnson	*Laurie Salim/Mellissa Robinson*	*Carolyn Johnson/Lisa*	*Moderated by Brad Swindell*	*Matt Howe*	*Tracy Larson/Michael Fazio*
11:15	12:30 PM	**Creating a Culture of Challenging the Status Quo**	**SedonaOffice 101 - Service 2**	**Job Management 2**	**SedonaEvents**	**Learning SedonaSync**	**Using Sales KPIs to Strengthen Your Business**
		Part 2 of Mastering the Storm of Change Worshop	Understanding/ Configuring/ Using the Ticket Queues.	Job Processing: Change Orders, Billing	See the all new SedonaEvents management module. Learn how to take control of your business.	Learn the basics of how to use SedonaSync.	How one integrator gains insight, sets strategic direction and utilizes sales data to make key corporate decisions.
		Larry Johnson	*Laurie Salim / Mellissa*	*Carolyn Johnson / Lisa*	*Don Faybrick / Roger Davis*	*Brad Swindell / Chris Edgar*	*Tracy Larson / Special Guest*
12:30	2:00 PM	**LUNCH**					
2:00	3:15 PM	**Applying Different Strokes for Different Folks**	**SedonaOffice 101 - Client Management 1**	**Job Management 3**	**Service & Inspections**	**Vivid CPM**	**Using the Commission Management Systems Module to Drive Revenue**
		Part 3 of Mastering the Storm of Change Worshop	New Customer Creation/Maintenance.	Job Costing/Job Management Reports.	A best practices discussion where you can learn from other users how they are handling Service & Inspections.	Discover how quickly you can produce, deliver and analyze powerful and interactive financial reports and budget models from your GL.	Five effective commission plans to drive earnings and support company revenue goals.
		Larry Johnson	*Mellissa Robinson / Laurie*	*Carolyn Johnson / Lisa*	*Moderated by Jim Mayes*	*Jim Lee / James Briscoe*	*Tracy Larson / Arturo Bravo*
3:15	4:30 PM	**Managing Your Leadership Style**	**SedonaOffice 101 - Client Management 2**	**Inventory - Advanced**	**SedonaFSU**	**Vivid Flex**	**Advanced WeEstimate Functionality - 1**
		Part4I of Mastering the Storm of Change Worshop	RMR Creation/Maintenance/Manual Rate Changes, Site Transfers, Equipment List Maintenance.	Managing a Perpetual Inventory	A best practices discussion where you can learn from other users how they are using SedonaFSU with their technicians.	Learn how to use Flex for dashboards, metrics and deep analysis. Create reports, charts, visualizations and queries to easily stay informed.	The Customer Profile, Advanced Tax Module, Data Lists & use of Business Forms.
		Larry Johnson	*Lisa Gambatese / Mellissa*	*Carolyn Johnson / Laurie Salim*	*Moderated by Justin DeBaggis*	*Jim Lee / James Briscoe*	*Gabry Brodi / Arturo Bravo /*
6:00	10:00 PM	**COCKTAIL RECEPTION, DINNER PARTY AND ENTERTAINMENT**					

WEDNESDAY, January 27, 2016

	Executive Track	SedonaOffice 101	Advanced Users	Best Practices	Queries & Reporting	WeSuite
8:00　9:00 AM	BREAKFAST					
9:00　10:15 AM	**DIY**	**SedonaOffice 101 - Cancellations**	**Service 1**	**Manitou/ SedonaOffice Integration**	**SedonaDashboard & SedonaAnalytics**	**Advanced WeEstimate Functionality - 2**
	An interactive panel discussion on DIY.	Cancellations using the Cancellation Queue and Manual Cancellations.	Service & Inspection Ticket Processing.	Explore and learn about the direct integration between Manitou and SedonaOffice.	Take a look at the new SedonaDashboard and SedonaAnalytics modules.	Advanced approval systems, the finance/lease module, document production advancements.
	Moderated by Michael Marks	*Mellissa Robinson / Lisa*	*Carolyn Johnson / Laurie Salim*	*Rod Coles / Bob Bishop*	*Matt Howe / Brad Swindell*	*Michael Fazio / Arturo Bravo*
10:15　11:30 AM	**Executive Best Practices Panel Discussion**	**SedonaOffice 101 - Collections**	**Service 2**	**Servers, Operation Systems and BackUp Strategies**	**SQL & Query Builder**	**Voice of the WeSuite Community**
	Learn from executives how they are using SedonaOFfice to run and manage their business.	Collections Process from start to completion.	Group Tickets and Bill Ticket to Cycle.	Server configuration, networks and back up strategies. Branch offices, RDP and virtual servers. Setting up the network.	Take and in depth lok at using SQL and the SedonaOffice Query Builder to report on your business data.	Hear from two WeSuite Clients on ways they have improved their customer experience using WeSuite.
	Moderated by Michale Marks	*Lisa Gambatese / Mellissa*	*Carolyn Johnson / Laurie Salim*	*Chris Williams*	*Matt Howe*	*TBA*
11:30 AM　12:30 PM	**Open Discussion with Don Faybrick and Michael Marks - Perennial Software, Co-Founders**					
12:30　1:30 PM	LUNCH					