PRELIMINARY

Educational Tracks and Classes

Executive Track

Learn about the business side of security companies. We have designed this track for executives who want to have a dialogue with other companies using SedonaOffice and driving their companies forward. On Tuesday Dave Mitchell will conduct a one-day workshop on *The Heart and Art of Service Excellence*.

- The Heart and Art of Service Excellence – All day Tuesday Workshop
- Other sessions TBD

For Presidents, Executive Management, and Owners.

SedonaOffice 101

Designed for new users SedonaOffice 101 track will cover basics. During each of the eight courses instructors will go through guides and explain the areas being covered.

- SedonaOffice Overview
- General Ledger Setup
- Accounts Receivable
- Customer RMR Management
- Job Management 1
- Job Management 2
- Service 1
- Service 2

Recommended for users who are new(er) to SedonaOffice.

Advanced Users

The Advance Users track assumes a working knowledge of SedonaOffice and will go beyond the beginner level. Educational guides will be provided and steps will be both demonstrated and explained. These classes are instructional in nature.

- 2016 New Features
- Tips and Tricks
- Master Accounts
- Inventory
- Service
- RMR Reporting
- SQL Reporting
- Excel Financial Reporting

Recommended for users who are familiar with SedonaOffice and interested in learning advanced functionality.

Best Practices

Repeatedly we hear from our attendees that they find discussions with other users most beneficial. The Best Practices track will cover topics through dialogue between users on the panel and the audience. Learn what other users are doing 'outside the box' to meet their operational needs.

- AR Management & Collections
- SedonaDocs
- SedonaAPI
- SedonaFSU
- Sales and Compensation
- SedonaSync
- Customer Showcase
- Problem Solver

Recommended for users who have attended multiple SOUCs and are looking to discuss topics with other users.

Solutions Track

SedonaOffice has created an eco-system of partners and solutions. The Solutions & Partners track will provide insight on SedonaOffice add-on products and our partners, including how other companies are utilizing these solutions.

- SedonaOne Overview
- SedonaDashboard
- SedonaAnalytics
- Vivid Flex
- Vivid CPM
- Bold Technologies
- Time & Attendance
- eForms

Recommended for users who want to learn more about ancillary products to SedonaOffice.

Sales Track Overview

The WeSuite Sales Track is focused on improving sales performance through the strategic use of WeOpportunity and WeEstimate. Join us for 6 hands-on sessions that reveal best practices to align your organization's sales strategy with high impact results. Connect with fellow Users and WeSuite experts to amp up your use of WeSuite. The WeSuite Innovation Zone will feature interactive challenge stations, cool WeSuite swag and Tech Talks to show how WeSuite continues to drive cutting edge sales solutions. So you've got a pile of Leads … now what?

- So you've got a pile of Leads...now what?
- WeSuite Sales Strategies: 5 Key Drivers for New Business
- Strategies in Estimating I: Change Orders, Bid to Contractors & Builder Sales
- Strategies in Estimating II: 6 Powerful Features for Commercial Estimating
- Stunning Proposals that Set You Apart from the Competition
- Connected Selling: Small Business & Homeowner Edition
- NEW! WeSuite Innovation Zone