



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 Room B
9:45-10:30 AM	Product Roadmap 2 Split Sessions 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 & RO Innovation customers.	Qvidian Sequoia Room B RO Innovation Cypress B & C Suites
10:30-11:00 AM	Networking Break	
11:00-12:00 PM	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. RO Innovation Tips & Tricks for Reference Management Reference Managers, this session is for you! We'll discuss tips, tricks, and cover functionality info you may not even be aware of, 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.	Qvidian Sequoia Room B RO Innovation Cypress B & C Suites
12:00-1:00 PM	Networking Lunch	The Grove
1:00-1:45 PM	Panel Discussion: Stories from the Street We have invited some of our amazing Qvidian and RO Innovation customers to join us for two panel sessions (split by product) to share their success stories. Stay tuned for more info!	Qvidian Sequoia Room B RO Innovation Cypress B & C Suites

1:45-2:30 PM	<p>Qvidian 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.</p> <p>RO Innovation Real Life Use Cases for Reference Programs In this session, we will share unique and creative use cases that 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 Suites</p>
2:30-3:00PM	Networking Break & Afternoon Snack	
3:00-3:30 PM	<p>Qvidian 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.</p> <p>Reporting & Analytics I The new Upland RO Analytics is an Enterprise-wide analytics solution to enable data driven decision making with robust and configurable analytics capabilities and a seamless user experience. In this session you will discover the key features of the standard dashboards.</p>	<p>Qvidian Sequoia Room B</p> <p>RO Innovation Cypress B & C Suites</p>
3:30-4:30 PM	<p>Knowledge Stations Take a quick tour of the following product features, as demonstrated by our product experts.</p> <p>Qvidian</p> <ul style="list-style-type: none"> • RFP Projects • Analytics • Content Management – Workflows • Architecture • Salesforce <p>RO Innovation</p> <ul style="list-style-type: none"> • Sales Wins • Quick Plays • Spotlights 	<p>Qvidian Sequoia Room B</p> <p>RO Innovation Cypress B & C Suites</p>
4:30-4:50 PM	Closing Remarks	Sequoia Room B
4:50-6:00 PM	Networking Cocktail Reception	The Grove

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!