



# Sage Classroom Sessions - 11am - 2pm

Wednesday 12th October 2011



Customer



Finance



HR, Payroll  
& Advice



Growing  
Business

11am

**Target, identify & acquire new customers  
11.00-11.25am**

Why businesses struggle to target, identify and acquire new customers, and how Sage ACT! will help you overcome this.

**An introduction to Sage Payroll solutions  
11.00-11.25am**

How Sage Payroll solutions help you pay your employees efficiently and accurately and remove the complexity of ensuring HMRC compliance

- Sage Instant Payroll
- Sage 50 Payroll • Sage Payroll Outsourcing

**Increase your business insight  
11.00-11.25am**

An overview of how Sage 200 enables you to make smarter business decisions based on accurate, timely data.

**An introduction to Sage Finance solutions  
11.30-11.55am**

How Sage Finance solutions help you retain control of your business finances and enable you to concentrate on running your business

- Ideal for Pre-starts and Start-ups
- Owner Managers • Growing and Established SME's
- Flexible to fit your business

12noon

**Manage your customers relationships  
12.30-12.55pm**

Common mistakes businesses make in managing their customer relationships and how Sage ACT! will help you overcome this.

**It's easy to get up & running with Sage Finance solutions  
12.15-12.40pm**

How Sage Finance solutions help you get up and running quickly and seamlessly.

- Using in-product help and tutorials
- Simple and easy to follow active setup wizards
  - Creating Customer and Supplier Records
  - Entering Opening Balances

**An introduction to Sage ERP 1000  
12.15-12.40pm**

See how Sage ERP 1000 can improve your day to day operations, gain efficiencies and drive business insight.

1pm

**Put the customer at the centre of your business  
1.00-1.25pm**

How Sage Finance solutions help you keep track of your business opportunities and drive revenue.

- Get a better understanding of customer buying habits
- How to get the best out of managing your customers
- How effectively communicate with your customers

**Real Time Information Reform  
1.30-1.55pm**

An overview of what Real Time Information means to you and how Sage will help support and ensure your compliance.



# Sage Classroom Sessions - 2pm - 5pm

Wednesday 12th October 2011



Customer



Finance



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Business

2pm

**Improve the visibility, control and profitability of your construction projects**  
2.15-2.40pm  
Learn how you can improve the management of your contracts, from estimating to final invoice, by adding construction-specific functionality from Sage.

3pm

**Successful marketing, sales & communication**  
3.15-3.40pm  
Why strong and effective marketing, sales and communication with your customers is essential and how ACT! will help you deliver this.

**Worry free and in control**  
3.30-3.55pm  
How Sage Finance solutions will help you keep track of your business.

- Cashflow and Profitability
- VAT and Year End returns
- Sage 50 Mobile

**Pension Reforms**  
3.15-3.40pm  
An overview of what the Pension Reforms means to you and how Sage will help support and ensure your compliance.

**A guide to well implemented ERP**  
3.00-3.25pm  
An overview of the benefits that a well implemented ERP system delivers; streamlining operations, reducing costs, enhancing collaboration and extending flexibility. And if you're considering ERP, the common themes and issues that companies face.

4pm

**Enrich customer relationships by going social & mobile**  
4.00-4.25pm  
How to make the most of social media and the flexibility of going mobile with Sage ACT!

**Overview of Sage 50 HR & HR Advisory Services**  
4.00-4.25pm  
How Sage 50 HR and the HR Advisory Services help you manage your people whilst enabling you to concentrate on running your business



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Why businesses struggle to target, identify and acquire new customers, and how Sage ACT! will help you overcome this.

**An introduction to Sage Finance solutions  
11.00-11.25am**

How Sage Finance solutions help you retain control of your business finances and enable you to concentrate on running your business

- Ideal for Pre-starts and Start-ups
- Owner Managers
- Growing and Established SME's
- Flexible to fit your business

**Increase your business insight  
11.00-11.25am**

An overview of how Sage 200 enables you to make smarter business decisions based on accurate, timely data.

**Manage your customers relationships  
11.45am-12.10pm**

Common mistakes businesses make in managing their customer relationships and how Sage ACT! will help you overcome this.

**An introduction to Sage Payroll solutions  
11.30-11.55am**

How Sage Payroll solutions help you pay your employees efficiently and accurately and remove the complexity of ensuring HMRC compliance

- Sage Instant Payroll
- Sage 50 Payroll
- Sage Payroll Outsourcing

12noon

**Successful marketing, sales & communication  
12.30-12.55pm**

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**Real Time Information Reform  
12.30-1.25pm**

An overview of what Real Time Information means to you and how Sage will help support and ensure your compliance.

**An introduction to Sage ERP 1000  
12.15-12.40pm**

See how Sage ERP 1000 can improve your day to day operations, gain efficiencies and drive business insight.

1pm





# Sage Classroom Sessions - 2pm - 5pm

Thursday 13th October 2011



2pm				
		<p><b>Put the customer at the centre of your business</b> 2.15-2.40pm</p> <p>How Sage Finance solutions help you keep track of your business opportunities and drive revenue.</p> <ul style="list-style-type: none"> <li>• Get a better understanding of customer buying habits</li> <li>• How to get the best out of managing your customers</li> <li>• How effectively communicate with your customers</li> </ul>	<p><b>Pension Reforms</b> 2.15-2.40pm</p> <p>An overview of what the Pension Reforms means to you and how Sage will help support and ensure your compliance.</p>	<p><b>Improve the visibility, control and profitability of your construction projects</b> 2.15-2.40pm</p> <p>Learn how you can improve the management of your contracts, from estimating to final invoice, by adding construction-specific functionality from Sage.</p>
3pm	<p><b>Enrich customer relationships by going social &amp; mobile</b> 2.45-3.10pm</p> <p>How to make the most of social media and the flexibility of going mobile with Sage ACT!</p>			
		<p><b>Worry free and in control</b> 3.00-3.25pm</p> <p>How Sage Finance solutions will help you keep track control of your business.</p> <ul style="list-style-type: none"> <li>• Cashflow and Profitability</li> <li>• VAT and Year End returns</li> <li>• Sage 50 Mobile</li> </ul>	<p><b>Overview of Sage 50 HR &amp; HR Advisory Services</b> 3.00-3.25pm</p> <p>How Sage 50 HR and the HR Advisory Services help you manage your people whilst enabling you to concentrate on running your business</p>	<p><b>A guide to well implemented ERP</b> 3.00-3.25pm</p> <p>An overview of the benefits that a well implemented ERP system delivers; streamlining operations, reducing costs, enhancing collaboration and extending flexibility. And if you're considering ERP, the common themes and issues that companies face.</p>

