



# PARTNER SEMINAR 2022 PROGRAM

As every year, also in 2022 Žejn organizes ShakeSpeare® Annual Seminar and BPM Certification for:

- Partners and Advanced Partners
- ShakeSpeare® advanced customers, which would like to configure their ShakeSpeare® and get the full power of BPM!

Where: **Online webinar**

	Day 1	Day 2	Day 3	Price
	16.5.2022 12h-15h	18.5.2022 9h-16h	19.5.2022 9h-12h	
<b>Section 1</b> Sales and Marketing experts		✓	✓	<b>0 €</b>
<b>Section 2a</b> Business Analysts	✓	✓	✓	<b>799 €</b>
<b>Section 2b</b> Business Analysts experts		✓	✓	<b>799 €</b>

\* for every additional individual from the same company, a discount of 50%

PARTNER Seminar and BPM CERTIFICATION will be broken down **into two separate groups - sections**, for both of which the program will run in parallel:

- **Section 1** is dedicated for Partners and Advanced Partners - Sales and Marketing Experts
- **Section 2** is dedicated for Advanced Customers, Partners and Advanced Partners – Business Analytics (those will have a BPM Certification programme and ShakeSpeare Installation procedure training)

We kindly invite our **customers to attend "Section 2 - Business analysts"**, which will be focused more on the technical aspects of the solution.

Our partners and advanced partners must identify, whether their staff will be technical or sales / marketing oriented.

Each partner should enrol two different experts: business analyst and sales/marketing expert.



## AGENDA

### Day 1, Monday May 16<sup>th</sup> 2022, 12:00 – 15:00

#### Section 2 - Basics at BPM Analyses and Configuration

Applicable to Tech personnel at customers and Partners which just started to work with ShakeSpeare® platform or want to refresh their knowledge about basic BPM understanding.

### Day 2, Wednesday May 18<sup>th</sup> 2022, 9:00 – 16:00

#### Joined session for all Sections

Section 1 - Sales and Marketing Experts

Section 2a - Business Analysts

Section 2b - Business Analysts Experts

- 9:00 – 9:15 Welcome speech ShakeSpeare® Road Map and future releases
- 9:15 – 9:30 New Features in ShakeSpeare®
- 9:30 – 10:00 E-signature

#### Section 1 – Sales and Marketing experts

- 10:00 – 11:00 ShakeSpeare® for S-Invoice
- 11:00 – 12:00 ShakeSpeare® for S-Contract
- 12:00 – 12:30 Lunch break
- 12:30 – 14:00 Working sales techniques / Psychology of sales

#### Section 2a - Business analysts

- 10:00 – 11:00 Key points for creating simple business process analysis
- 11:00 – 11:30 Demonstration of basic process skeleton configuration
- 11:30 – 12:00 Lunch break
- 12:00 – 15:30 Individual work with help
- 15:30 – 16:00 Status check of basic configuration

#### Section 2b - Business analyst experts

- 10:00 – 11:00 Key points for analysing complex challenge: example
- 11:00 – 11:30 Demonstration of basic complex challenge configuration
- 11:30 – 12:00 Lunch break
- 12:00 – 15:30 Individual work with online help
- 15:30 – 16:00 Status check of configuration

### Day 3, Thursday May 19<sup>th</sup> 2022, 9:00 – 12:00



### **Section 1 - Sales and Marketing experts**

- 9:00 – 11:00 Case studies
- 11:00 – 12:00 ShakeSpeare® for Procurement

### **Section 2a - Business analysts**

- 9:00 – 10:30 Demonstration of finalisation of process configuration
- 10:30 – 11:00 Integration with mailbox by ShakeSpeare® RPA

### **Section 2b - Business analyst experts**

- 9:00 – 11:00 Usage and configuration of ShakeSpeare® with E-signature

### **Joined session for Sections**

Section 2a - Business Analysts

Section 2b - Business Analysts Experts

- 11:00 – 11:30 ShakeSpeare® Installation training
- 11:30 – 12:00 Questions & Answers

### **ONLINE Exams for certification.**

We reserve the right to make minor deviations in content and time of agenda.



Prerequisites for Business analyst:

- fluent work with Microsoft Office or similar tools
- basic knowledge / understandings of BPMN language

**NOTE:** Please note, that for advanced partners, this certification is a contract requirement!  
Up-to-date list of advanced partners is always accessible via  
<http://www.zejn.si/index.php/en/partners>

**Price:**

- 799 € / participant for Business Analyst
- for every additional individual from the same company, a discount of 50%
- **for Advanced Partners discount 100%** for one BA and one Sales/Marketing expert

(\*) prices are without VAT



Included:

- **Two whole days together with core team of International ShakeSpeare® experts**
- BPM Exams (for Business analysts)
- BPM Certified Expert Certification (for Business analysts)
- Materials

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