

PARTNER SEMINAR PROGRAM 2018

As every year, also in 2018 Žejn organizes ShakeSpeare™ annual seminar and BPM Certification for it's:

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

Where: **Ljubljana, Ameriška ulica 8 (BTC), Slovenia**

When: **Day #1 - Webinar – 17.4.2018, 12.00 – 15.00**

Day #2 – Seminar – 19.4.2018, 9.00 – 17.00

Day #3 – Seminar – 20.4.2018, 9.00 – 17.00

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)

We suggest, **that customers attend "Section 2 - Business analysts"**, which will be focused more on the technical aspects of the solution, meanwhile partners and advanced partners must identify, whether their staff will be technical or business oriented.

Second day will be focused on a more general topics, road map, core functionalities, legislation and standardization guidelines within different countries and European Union.

Third day will go into the details – for sales experts diving into different strategies and specific competences, for business analysts a detailed view on configuration of different modules, subsystems and niche configurations.

Agenda

Day #1, 17.4.2018, 12.00, Webinar

Basics at BPM Analyses and Configuration, Aleksander Žejn

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, 19.4.2018

Joined session for both groups

- 9:00 welcome speech, *Ernest Žejn, CEO*
ShakeSpeare™ Road Map and future releases
- 9:15 New Features in ShakeSpeare™, *Aleksander Žejn, Operational manager*
- 9:30 EU and world directives and standards from 2018 to 2020, *Ernest Žejn*

Section 1 - Business experts

- 10:00 Best practices in pre-sales, *Jakob Vrhovec*
- 11:00 Verticals, *Ernest Žejn*
- 12:00 Coffee/lunch break
- 12:30 Sales techniques

Section 2 - Business analysts

- 10:00 Workshop, *Aleksander Žejn*
BEST PRACTICES Small Snippets
- 12:00 Coffee/lunch break
- 12:30 continuation of Workshop
- 14:50 Coffee break
- 15:00 continuation of Workshop
- 17:00 Finish (Q&A after)



(Considering number of attendees, a short afternoon visit to Ljubljana-city centre might be organized)

Day #3, 20.4.2018

Joined session for both groups

- 9:00 Case studies: OCR, S-INVOICE and Mail Room, *Ernest Žejn*

Section 1 - Business experts

- 10:00 Case studies: EOS corporation, ProCredit bank, *Ernest Žejn*
- 11:00 TBD: partner network and niche marketing
- 12:00 Coffee / launch break
- 13:00 OCR selling techniques and strategies, *Matjaž Košir*
- 14:50 Coffee break
- 15:00 Sales techniques
- 17:00 Finish

Section 2 - Business analysts

This day will be focused on getting to know BPM specifics, specific configurations and plugins.

- 9:00 Workshop, *Aleksander Žejn*
BEST PRACTICES Mail Room, IP
- 11:30 Writing BPM Requirements, *Ernest Žejn*
- 12:00 Coffee / launch break
- 12:30 Plugins, *Žarko Žunko*
- 13:00 SES, Word4Template, OCR Module, *Aleksander Žejn*
- 14:50 Coffee break
- 15:00 Working with individual processes, *Aleksander Žejn*
- 16:00 Exams for certification
- 17:00 Finish

Prerequisites for Business analyst:

- each participant must bring her/his own laptop
- 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:

- for customers Tuesday and Thursday: 290* € / participant
- for Partners without partnership status (Advanced training): 799* € / participant
- **for Advanced Partners with status: 0 €**

(*) 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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