Sage Summit 2017 Summary

Presented By:

Mark Meller

SWK

Highlights

- **Marketing and sales teams on-site**
  - Lots of communication, coordination
  - A lot of interaction and engagement with customers
- **SWK employee & company visibility**
  - Mark Meller and the Sage Foundation
  - Andy's panel on Cloud during the 1st keynote session
  - Roundtables: Siobhan, Bill and Dave
- **Giveaways**
  - Bags were a big hit
  - Many compliments on other giveaways
- **Summit After Dark**
  - Successful another consecutive year

SWK

Lead Gen. Table

Breakdown of Summit Opportunities

Net New Opps: 21	MAPADOC	16
	X3	3
	100	2

Migration Opps: 8	300 to X3	2
	500 to X3	3
	NetSuite to X3	1
	50 to 100	1
	500 to 100	1

Add ons	All	8

ROR change, needs reseller		2

SWK

SWK Team

The on-site SWK reps

Upper Mgmt.
Mark Meller
Andy Nunez

Marketing
Antonio Carrion
Daniel Dawson

Sales (Inside)
Alex Nastashkin
Tiffany Kirkland
Mike Failla
Ashley Bonser
Ashley Wilson
Brant Davis

Sales (Outside)
John Shepperson
Alan Hardy
David Guido
Kelly Meyer
Scott Smith

Sage 100
Michael Dobberpuhl
Michelle Paparo

Sage X3
Alex Kay
Tim Flynn

MAPADOC
Siobhan Finders
Peter Kostka
Bill Gaustad
David Gottesfeld

IT/Sage 500
Adrian Carranza

SWK

Our Booth

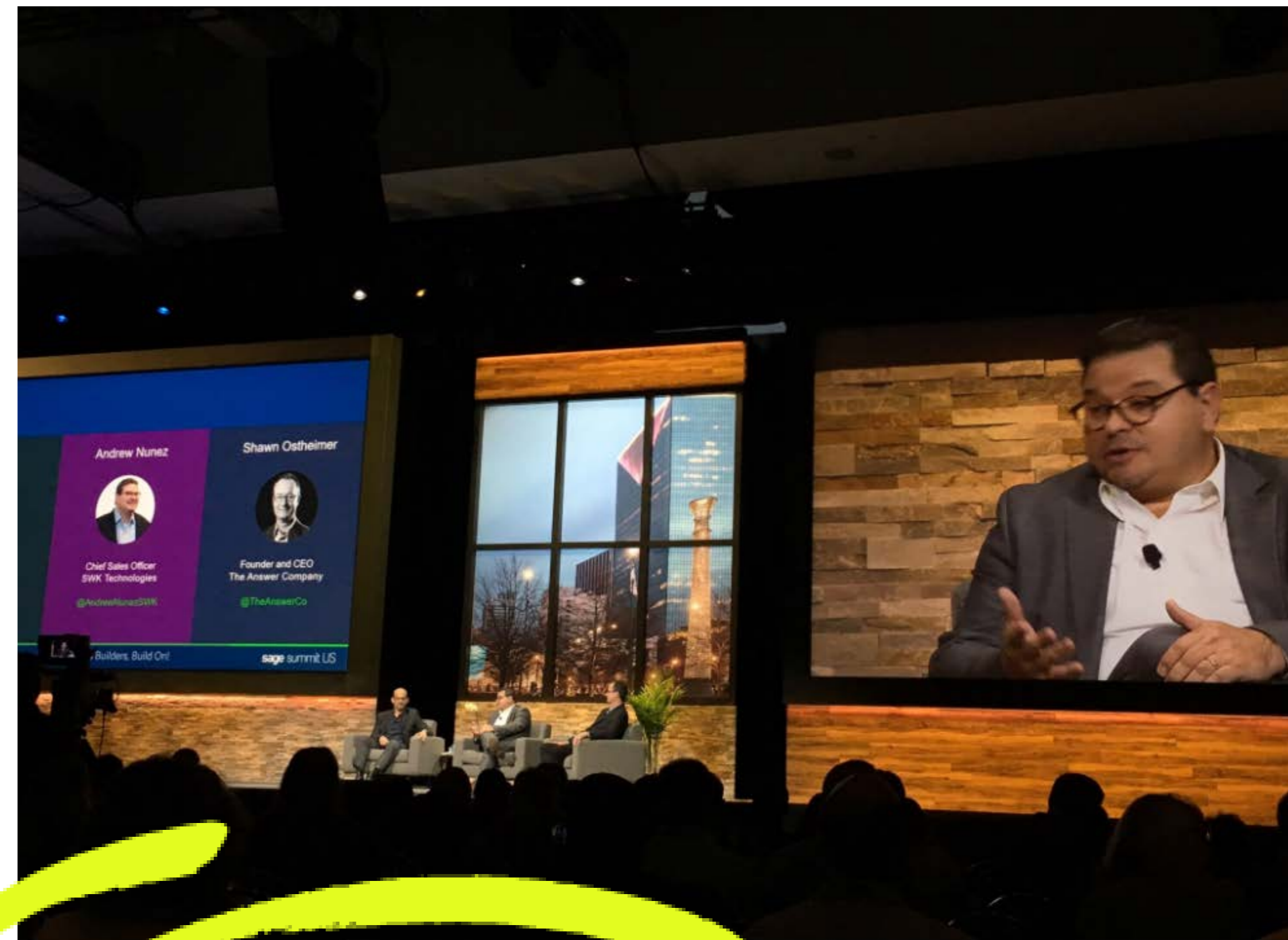"Explore the Possibilities with SWK and MAPADOC"
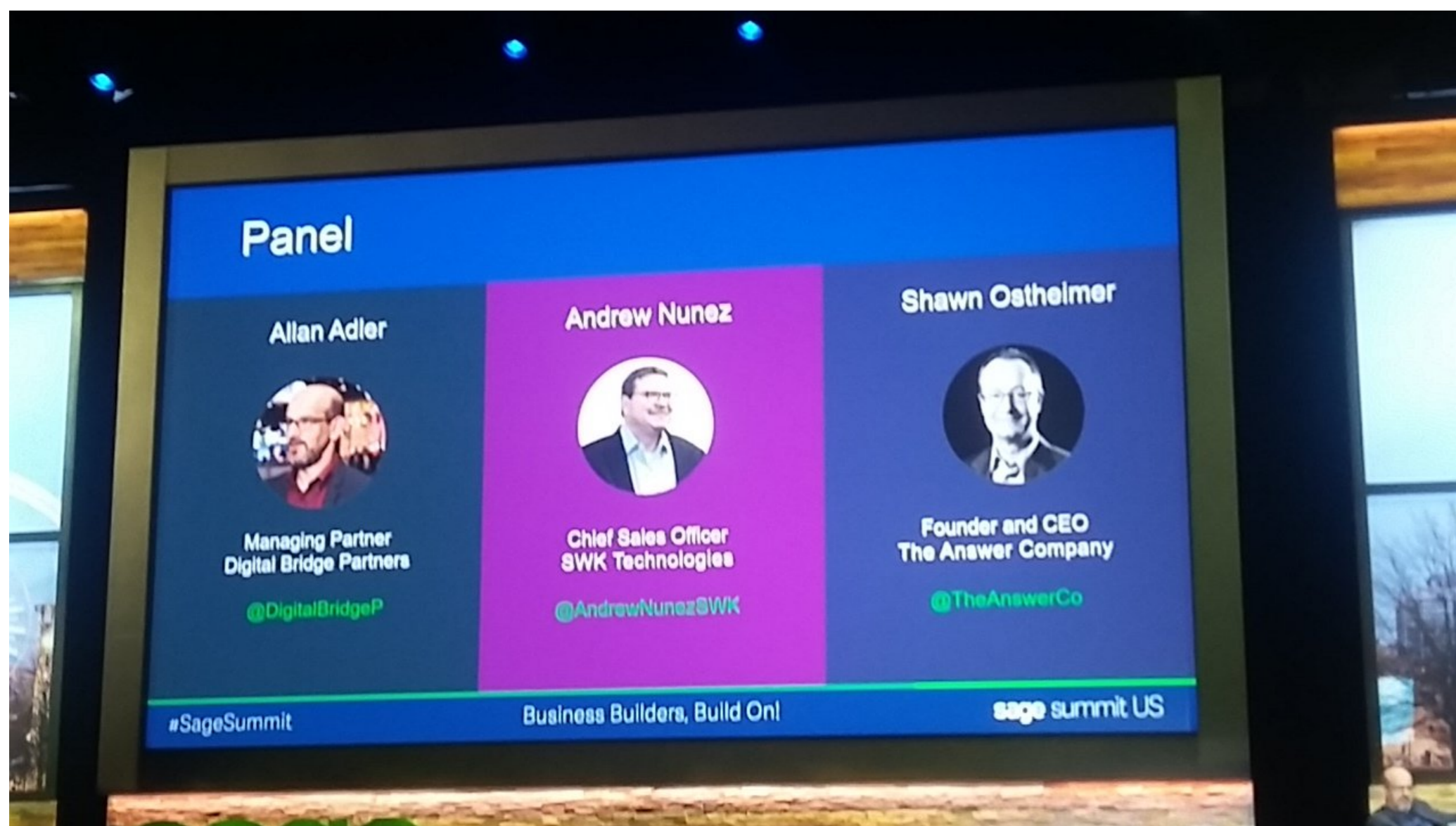
Day 1

Partner Day

Left, Bottom: Andy Nunez along with Allan Adler, Managing Partner at Digital Bridge Partners, and Shawn Osthelmer, Founder and CEO from The Answer Company

Right: Stephen Kelly, CEO of Sage, showing us some love on Twitter

Panel

Allan Adler — Managing Partner Digital Bridge Partners — @DigitalBridgeP

Andrew Nunez — Chief Sales Officer SWK Technologies — @AndrewNunezSWK

Shawn Osthelmer — Founder and CEO The Answer Company — @TheAnswerCo

#SageSummit — Business Builders, Build On! — sage summit US

Stephen Kelly ✔ @SKellyCEO · May 9
Partner day at #sagesummit rocking. Now partner panel with digitalbridgep @TheAnswerCo & @SWKTECH who just listed on NASDAQ pic.twitter.com/sqce5Qq70R

20   16

Day 2
Sage Foundation

Mark Meller on the Sage Foundation panel with Drummond Hall, Board of Directors, Sage on the left and Stephen Kelly, CEO, Sage on the right.

Mark Meller presenting the $15,000 check to Natalie Leonard, student at Georgia Institute of Technology, for the Girl Scouts of Greater Atlanta's STEM mentorship program during Sage Foundation's "The Big Give"

A shot of the giant check with the SWK team and a member of Sage Foundation

SWK Technologies @SWKTECH · May 10
SWK is pleased to award @GirlScoutsATL with $15,000 for empowering young women to pursue careers in #STEM #SageSummit @Sagefoundation
pic.twitter.com/LaNGmfUvGQ

1   6   12

Day 2

Summit After Dark

Left: Jennifer Warawa, Sage EVP of Product Marketing, showing us some party love on Twitter

Bottom: Packed upper-level of our Summit After Dark party, May 10

Day 3

Wrap Up

Left: Our Angelina Jolie impersonator as Lara Croft, Tombraider, and our map activity