LS Retail

LS Retail Partner Meetup
Grand Hotel, Reykjavik - May 16, 2022

Start	End	Gullteigur A **Technical Discussions**	Gullteigur B **Improving Sales Execution**	Hvammur **Partner Excellence**
13:00	14:00	**LS Central POS Behind the scenes** Behind the scene view on the architecture of the latest version of the LS Central POS	**Sales & pre-sales training for partners 101:** How to do a professional pitch and speed up sales, methods and resources. Vertical focus and battlecards. Sales pitch for SaaS. How to sell the POS add-ons.	**Partner excellence 101: General Partner Update** Double your revenue as a LS Retail Partner. How SaaS can transform your business. Partner Satisfaction Survey.
14:00	15:00	**How we build LS Central** A detailed look at the software lifecyle management we use for LS Central. How we manage tickets, source control, build control, testing and release management.	**Sales & pre-sales training for partners 102:** Get more (leads) with less (effort). Tips and tools from LS Retail sales and marketing.	**Partner excellence 102: Licensing Session** Update on license prices and discounts. Bridge to LS Central SaaS.
15:00	15:30	Coffee break and networking		
15:30	16:30	**Update Service 101** How to get started with the LS Central Update Service. What is standard, what can be customized, etc.	**Sales & pre-sales training for partners 103** How to make the pre-sales process for Unified Experience more effective.	**Partner excellence 103: LS Retail Consulting** LS Retail Cloud Accelerator Program Update.
16:30	17:00	**Scan-Pay-Go - what to expect as a partner** What can partners expect when working with ScanPayGo customizations, pricing, and so on.	**Sales & pre-sales training for partners 104:** Hospitality and hotels demo training.	**Partner excellence 104: LS Retail Academy** Readiness for Partners, news and update from LS Retail Academy.
17:00	18:00	**Microsoft Q&A session & Partner Panel**		
18:00	19:00	Networking and light refreshments		