



# CONNECT PROGRAM GUIDE

Westin Indianapolis, Indiana  
Intensive Training: October 16-17, 2018  
Unit4 Connect: October 18-19, 2018

UNIT4



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On behalf of Unit4 North America, welcome to Connect 2018 in Indianapolis! I'm very proud to play host to our customer community this week, and I look forward to welcoming everyone with Hoosier hospitality – especially those who are new to the Connect experience!

This year's theme is Creating Space, which is an extension of how we see ourselves being in business for people. After all, our job is to help you be more efficient and focused on the most valuable parts of your work by automating administrative tasks and building more efficient workflows – in other words, creating a little more space in your day.

Take the time this week to connect with our solutions experts, our excellent partners and each other to discover new ways to work smarter. I hope you will all be inspired by the training, breakout sessions, keynote speeches, and social events to take our theme to heart and create space to focus on what matters most to you.

Thank you for joining us at Connect 2018!

A handwritten signature in black ink that reads "Scott Kamieneski". The signature is written in a cursive, flowing style.

**Scott Kamieneski,**  
**Regional President, North America**





# ABOUT INDIANAPOLIS

Welcome to Indianapolis.

As a city, Indianapolis is known for fast cars and blockbuster events. In addition, the city has also gained acclaim for a flourishing culinary and brewing scene, thriving cultural institutions, trendy neighborhoods, and so much more.

Connect 2018 will be located in the heart of Indianapolis, where you'll be able to step outside and discover an easy walk to White River State Park with 250-acres of greenspace, the scenic Central Canal, great local restaurants and a collection of Indy's top attractions.

Urban explorers can also stroll to a collection of monuments and memorials rivaled only by Washington, DC. Enjoy your visit and remember, if you ever need help, just find a local. Hospitality is what Indianapolis is known for and the locals are always eager to share the best of their city with you.

We invite you to enjoy Indianapolis and its legendary hospitality.

# HOTEL INFORMATION

A central location, a heated indoor pool and newly renovated accommodations are what our guests can look forward to enjoying at the Westin Indianapolis.

The hotel has 15 floors and 575 rooms and offers an in-room spa service where guests can receive a massage with aromatherapy oils and soothing music. Wi-Fi and wired internet access are available throughout the hotel so you can stay connected.

The pet-friendly hotel has a gym, heated indoor pool, hot tub, sports bar and 39,000 square feet of meeting space.

For those who want a quick meal but don't want to go far, the on-site restaurant serves seafood and steaks.

The Westin Indianapolis is connected to The Indiana Convention Center and Circle Centre Mall via skywalk. The hotel is less than a half mile from Lucas Oil Stadium, Conseco Fieldhouse and The NCAA Hall of Champions. Indianapolis International Airport is less than eight miles away, and Amtrak/Greyhound Terminal is four blocks from the hotel.

A host of luxury amenities and helpful staff at The Westin Indianapolis score points with our guests seeking a restful and convenient place to stay.



# PROGRAM & AGENDA: INTENSIVE TRAINING

## TUESDAY, OCTOBER 16

	UNIT4 Product	Title	Room Name
09:00 - 17:00	Unit4 Financials	The Basics	Grand I
		Security	Grand II
	Unit4 Business World	Reporting: Advanced Report Writing (Day 1 of 2)*	Grand III
		Reporting: Excelerator (Day 1 of 2)*	Senate I
		HR/Payroll: Flexi-Fields and Forms	Senate II
		IntellAgent	Senate III
		HR/Payroll: Basic Payroll	House
	Unit4 CAMS	Campus Analytics	Cameral

## WEDNESDAY, OCTOBER 17

	UNIT4 Product	Title	Room Name
09:00 - 17:00	Unit4 Financials	New and Advanced Topics	Grand I
		XL for Finance and Advanced Techniques	Grand II
	Unit4 Business World	Reporting: Advanced Report Writing (Day 2 of 2)*	Grand III
		Reporting: Excelerator (Day 2 of 2)*	Senate I
		HR/Payroll: Employee Information	Senate II
		Reporting: Balance Tables	Senate II
		HR/Payroll: Competences & Appraisals	House
	Unit4 CAMS	Advanced Reporting and Mass Data Operations	Cameral

\*Note: session will run over 2 days and attendance in both Day 1 and Day 2 is mandatory



# PROGRAM & AGENDA: CONNECT

Track	Unit4 Financials	Unit4 Business World					Unit4 Student Management	Sabre Central Command	Unit4 General	
<b>Wednesday, October 17</b>										
15:00 - 18:00	Registration and Happy Hour									
<b>Thursday, October 18</b>										
Location	Grand I	Grand II	Grand III	Senate I	Senate II	Senate III	House	Cameral	Capitol I	Capitol II
08:00 - 09:00	Breakfast									
09:00 - 11:00	Welcome & Keynote Presentation Stephan Sieber, Ray Wang									
11:00 - 11:30	Unit4 Financials Welcome Session	Professional Services Welcome Session		Unit4 Business World Welcome Session	Public Sector Welcome Session	Not-for-Profit Welcome Session	Higher Education Welcome Session	Travel Welcome Session	Unit4 Cloud Welcome Session	Unit4 prevero Welcome Session
11:30 - 12:00	Unit4 Financials Welcome Session (REPEAT)	Professional Services Welcome Session (REPEAT)		Unit4 Business World Welcome Session (REPEAT)	Public Sector Welcome Session (REPEAT)	Not-for-Profit Welcome Session (REPEAT)	Higher Education Welcome Session (REPEAT)	Travel Welcome Session (REPEAT)	Unit4 Cloud Welcome Session (REPEAT)	Unit4 prevero Welcome Session (REPEAT)
12:00 - 13:30	Lunch & Customer Stories									
13:30 - 14:30	COE*: The State of the Financial Management Market & Unit4 Financials		Hands On Reporting: Balance Tables	Technical: Copying/ Setting up a New Environment	Hands On Workflow in Business World Finance	Payroll Dashboard	Application Evaluation	Central-Command Parsers	The Unit4 Cloud Leveraging Microsoft Azure	COE*: The State of Professional Services - Driving Operational Excellence
14:30 - 14:45	Break									
14:45 - 15:45	Hands On Let's Build a Ledger!	Archiving Financials Transactions	Hands On Reporting: Information Browser	Using Business World Procurement & Workflow to Track Multi-Client Funding Requests	Revenue Recognition with PCB	COE*: The State of Unit4 Business World	COE*: The State of Higher Education	Corporate Performance Management for Travel	COE*: The State of the Public Sector	Learnings and Preparations to Migrate in Cloud
15:45 - 16:00	Break									
16:00 - 17:00	Hands On Element Workflow	Strategic Procurement - It's Not Just Buying Toilet Paper Anymore	Hands On Reporting: Report Output Management	Technical: Installing Updates and Experience Pack	Travel and Expenses	Information Browser Reporting for HR and Payroll	Implementing U4SM - Client Success Stories From the Trenches	Central Command Roadmap/ Round Table Discussion	COE*: The State of Corporate Performance Management in the Market & Unit4 prevero	COE*: The State of the Not-for-Profit Industry
17:00 - 18:00	Break									
18:00 - 22:30	Evening Social Event									

\*Center of Excellence



# PROGRAM & AGENDA: CONNECT

Track	Unit4 Financials		Unit4 Business World				Unit4 Student Management	Sabre Central Command	Unit4 General	
Friday, October 19										
Location	Grand I	Grand II	Grand III	Senate I	Senate II	Senate III	House	Cameral	Capitol I	Capitol II
08:30 - 09:30	Breakfast									
09:30 - 10:30	I'm a Financials User - I think	Workflow Customization	Reporting: Convert Reports to RERX from Excel	Reporting: Reporting Tips	Forms & Flexi-Fields	Project Planner and People Planner	Degree Audit and Module Blocks	Travel Reset - Review of Enhancements from CentralCommand 553 to Milestone 7	COE*: Unit4 PSA Suite Solution	COE*: Unit4 solutions for the Public and Not for Profit Sectors
10:30 - 11:00	Break									
11:00 - 12:00	Financials at the Dealer	Tips and Tricks for the Beginning Procurement User	Reporting: Dashboards	Implementing EDI Invoicing for Unit4	Improve Your Daily Work with Portfolios and Workspaces	Overview of Modeler	Managing Grades and Assessments within Student Management	Reporting on Your Travel Data- Building KPI Using the Web	Streamlining and Standardizing Municipal Budget Planning with Unit4 prevero	
12:00 - 12:30	Break									
12:30 - 13:30	Roadmap to the Future	V14 Technical	Reporting: Report Parameters	Upgrade Factory	Framework	COE*: Unit4 Business World Solution Framework	COE*: Unit4 Education Solutions Framework	Project Costing & Billing for Groups	Cloud Security and Compliancy	
13:30 - 14:30	Grab n' Go Lunch & Wrap-Up									

\*Center of Excellence

# KEYNOTE SPEAKER



## Ray Wang: Tech Entrepreneur Driving Creativity, Innovation & Reinvention

**Keynote Presentation**  
**Thursday, October 18,**  
**09:00 – 11:00**  
**Grand Ballroom IV & V**

R “Ray” Wang is the Principal Analyst, Founder, and Chairman of Silicon Valley based Constellation Research, Inc. He’s also the author of the popular business strategy and technology blog A Software Insider’s Point of View. With viewership in the 10’s of millions of page views a year, his blog provides insight into how disruptive technologies and new business models such as digital transformation impact brands, enterprises, and organizations.

His new best-selling book *Disrupting Digital Business*, published by Harvard Business Review Press and now globally available provides insights on why 52% of the Fortune 500 have been merged, acquired, gone bankrupt, or fallen off the list since 2000. In fact, this impact of digital disruption is real. However, it’s not the technologies that drive this change. It’s a shift in how new business models are created.

Wang has held executive roles in product, marketing, strategy, and consulting at companies such as Forrester Research, Oracle, PeopleSoft, Deloitte, Ernst & Young, Personify, and Johns Hopkins Hospital. He is a prominent and dynamic keynote speaker and research analyst working with clients on digital, innovation, business model design, engagement strategies, customer experience, matrix commerce, and big data.

His Silicon Valley research firm, Constellation Research, Inc., advises Global 2000 companies on the future, business strategy, and disruptive technology adoption. Ray is a regular contributor to *Harvard Business Review* and well quoted in *The Wall Street Journal*, *Forbes*, Bloomberg, CNBC TV, Reuters, IDG News Service, and other global media outlets. Wang has thrice won the prestigious Institute of Industry Analyst Relations (IIAR) Analyst of the Year Award.

# KEYNOTE SPEAKER

## **Augmented Humanity and AI Driven Smart Services: The Future of Business is Here**

Digital business disruption is no longer an option—it's a necessity. Social, organizational, and technology shifts require a new way of thinking about business, one that leverages a digital DNA to deliver experiences and outcomes, and to transition from selling products to keeping brand promises. This intermediary shift is the move to an as-a-service and the automation ahead.

Searching for a competitive advantage and fearful of disruption, board rooms and CXO's have rushed to artificial intelligence as the next big thing. The investment in pilots for AI's subsets of machine learning, deep learning, natural language processing, and cognitive computing have moved from science projects to new digital business models powered by smart services. This unifying force for digital transformation in customer journeys, Internet of Things, future of work, commerce, and distributed ledger block chain technology revolves around the creation of AI driven smart services and new business models.

Join R "Ray" Wang, head of Silicon Valley-based Constellation Research and best-selling author of the Harvard Business Review Press book, *Disrupting Digital Business*, as he shares practical guidance on how to jump start growth with AI driven smart services.

# OTHER SESSIONS & SPEAKERS

**Unit4 Registration Happy Hour**  
**Wednesday, October 17,**  
**15:00 – 18:00**  
**Grand Foyer III**

Kick off your Connect 2018 at our registration happy hour. You will be able to check-in, pick up your registration materials and connect with old friends and new colleagues during the reception.

Join us for drinks and hors d'oeuvres during our opening reception and take this opportunity to visit our partner displays, grab your badge and get a head start on your Connect 2018 experience.

*Dress code: Business Casual*

**Keynote Presentation:**  
**Creating Space**  
**Stephan Sieber,**  
**Chief Executive Officer**  
**Thursday, October 18,**  
**09:00 – 11:00**  
**Grand Ballroom IV & V**

**Centers of Excellence**  
**Welcome Sessions**  
**Thursday, October 18,**  
**11:30 – 12:00**  
**See Schedule on Page 9**  
**for Location of Each Session**

After the Plenary Opening and Keynote Sessions, join us for 2 mini break outs of your choice in industry and product groups where our Centers of Excellence will welcome you to Connect. These sessions will be run twice in a row so you will have the chance to attend two, or double down on one!

This is your chance to get to know our experts and your peers in the Unit4 community in similar industries or using the same products. Our Centers of Excellence are excited to meet you and set the tone for what you want to get out of Connect. We've created this space for you to make the connections you need to get the most of your time here.

**Unit4 Corners**  
**Thursday, October 18,**  
**08:00 – 17:00**  
**Friday, October 19,**  
**08:30 – 12:00**  
**Grand Foyer III**

Unit4 Corners, hosted by knowledgeable support staff, provides an opportunity for you to consult an expert, ask questions and try out the latest Unit4 products. Try your hand at our Unit4 Business World, Unit4 Student Management, Unit4 Financials and Unit4 PSA Suite, Unit4 prevero and Sabre CentralCommand powered by Unit4.

Be sure to check out the latest versions of our software and get all your Unit4 questions answered.



**Grab n' Go Lunch & Wrap Up**  
**Friday, October 19,**  
**13:30 – 14:30**  
**Grand Ballroom IV & V**

Grab a quick lunch with us at our wrap-up lunch address to cap off Connect 2018! Exchange contact information with new connections and reflect on the key takeaways from the week. The winners of our on-site contests and social media promotions will be announced during lunch. You must attend to win!



# GENERAL INFORMATION

## Registration

The registration desk, located in the Grand Foyer III, at the top of the escalator, is available to assist you throughout the conference with any questions. If you require assistance, look for event staff at the Registration Desk or in Unit4 staff t-shirts throughout the event.

## Hours:

Tuesday, October 16	07:30 – 17:30
Wednesday, October 17	07:30 – 18:00
Thursday, October 18	07:30 – 17:30
Friday, October 19	07:30 – 13:00

## Unit4 Connect Mobile App

Make the most of your time at Unit4 Connect with our interactive mobile app, available from iTunes or the Google Play Store. You can also view the app in a web browser at <http://www.unit4connect.com/app>.

The Unit4 Connect app will provide all the information and networking you need, including your personalized agenda, maps, fun contests and more!

## Badge Policy

Please remember to wear your Unit4 Connect 2018 badge at all times. It is your admission ticket to all conference sessions and social events.

## Attire

The dress code at Unit4 Connect 2018 is business casual. At the social event on Thursday evening, be sure to dress to impress!

## Luggage Drop-Off

If you are checking out on Friday morning, you may store your luggage with the Westin hotel staff. Luggage will be stored and secured between 10:00 and 14:00 on Friday for your convenience.



# Start Your Engines

Indianapolis is the well-known home of the Indy 500 for the past 102 years! At the end of Unit4 Connect day one, we invite you to **join us at the IndyCar Experience** for a night of entertainment, food, cocktails and surprises that only Indy can offer.

The Dallara IndyCar Experience and Factory, the very same building where world famous IndyCars are built and tested, makes for a perfect Indianapolis experience. You will have the opportunity to explore the experiential hall throughout the evening and take in the sights and sounds of the heart of the Indy 500.

This will be a one of a kind networking opportunity that will allow you to connect with other Connect attendees in what promises to be a fun-filled evening.

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**Thursday October 18, 2018**  
**18:00 – 22:30**  
**Dallara IndyCar Experience**  
**Transportation will be provided to and from the Westin**

**Dress Code: Dress to impress**



# Lucas Oil Stadium Tours

There's no better way to add a dose of adrenaline to your visit to Indianapolis **visit than a behind-the-scenes tour of this state-of-the-art sports mecca**, home to NFL's Indianapolis Colts.

Tours last approximately 90 minutes and include visits to the playing field, an NFL locker room, the press box, and numerous other unique areas.

You can add the tour to your registration for \$10 and can register for your preferred tour time through the online registration system when you sign up for Connect 2018.

**Wednesday, October 17, 2018**

**11:00 - 12:30 | 13:00 - 14:30 | 15:00 - 16:30**

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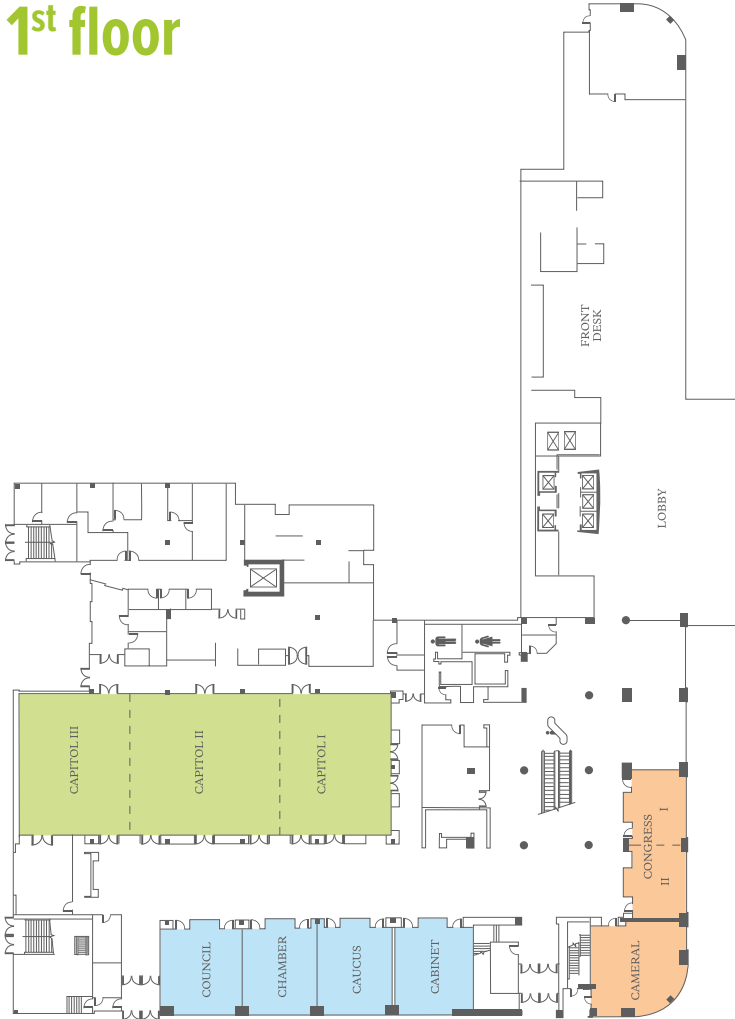
#### **Tour items to note:**

- *Tour will last approximately 90 minutes in length. Please wear comfortable shoes!*
- *Each tour will be led by a knowledgeable Lucas Oil Stadium Tour Guide who will showcase all the stadium's features and amenities and answer any questions.*
- *This is a walking tour, but accommodations will be made for those touring in wheelchairs or with strollers.*
- *Please note tour routes utilize ramps, escalators, elevators and stairs.*
- *Still cameras are welcome, but video cameras are prohibited.*

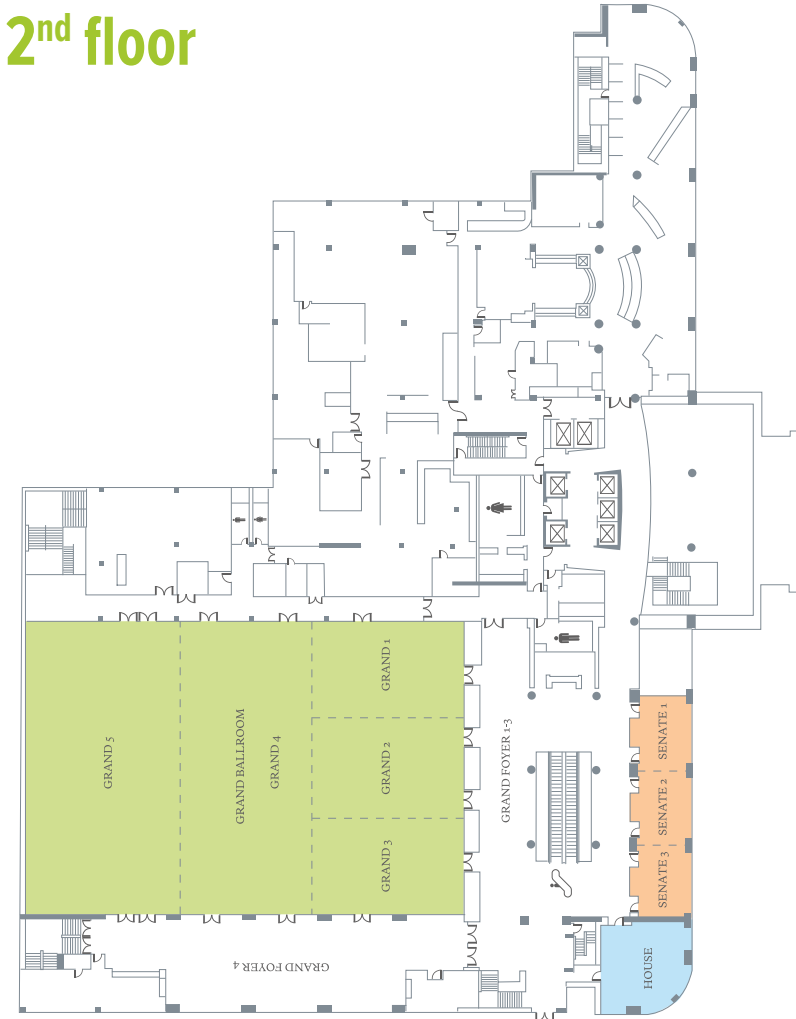


# VENUE MAPS WESTIN INDIANAPOLIS

1<sup>st</sup> floor



2<sup>nd</sup> floor



3<sup>rd</sup> floor



## Contact Us

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