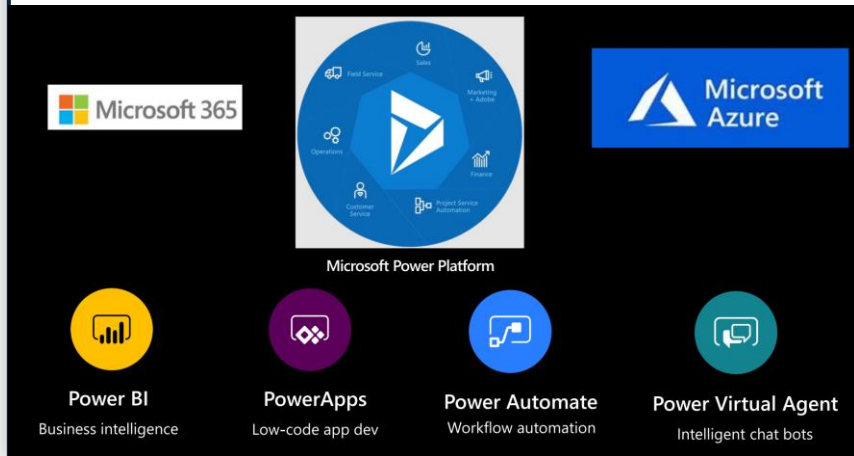**DIRECTIONS 4 PARTNERS**

Directions ASIA 2023

8 Capabilities Needed to Double your Customer Ads

Sharka Chobot
Chief Transformation Officer
Neural Impact

15 Years working w Dynamics Partners

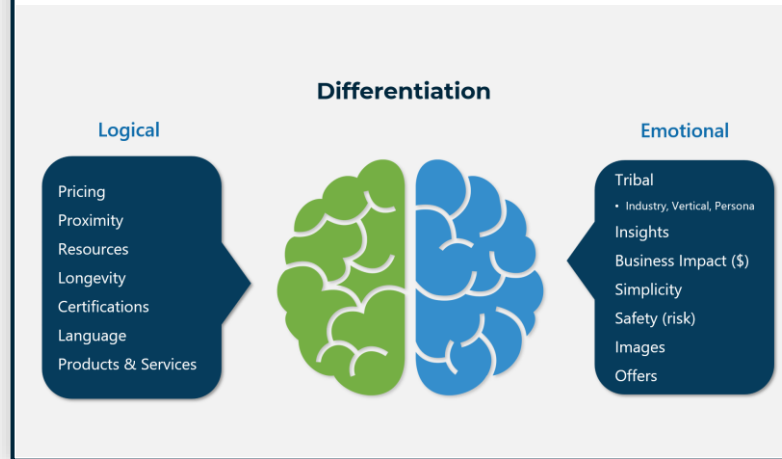**No onboarding.
99% of our Clients =
Microsoft Partners**

**Experts in
Neuroscience**

**Specialize in Customer
Acquisition & SaaS
Transformation Strategy
Development**

Modern Digital Marketing

Accelerated Remote Selling

Cloud/SaaS Transformation

High Volume Acceleration Program

Disruption

SaaS = 2 Disrupters

Cloud Technology = Easier
90% New Deals

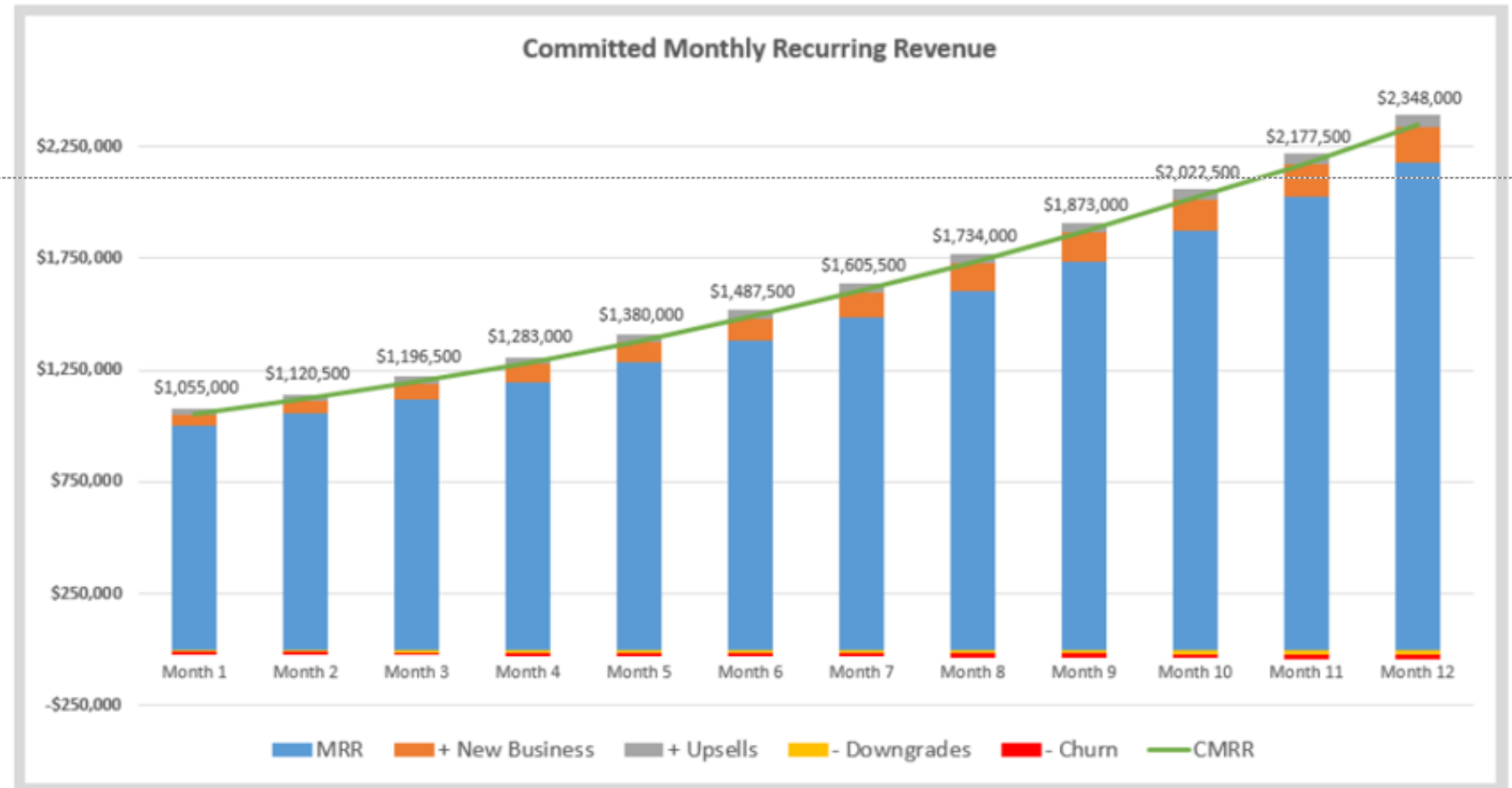Changing Buyer Behavior & Expectations
Changing business model
Harder!

SUBSCRIBE

CMRR

Committed Monthly Recurring Revenue (CMRR) Defined ★1
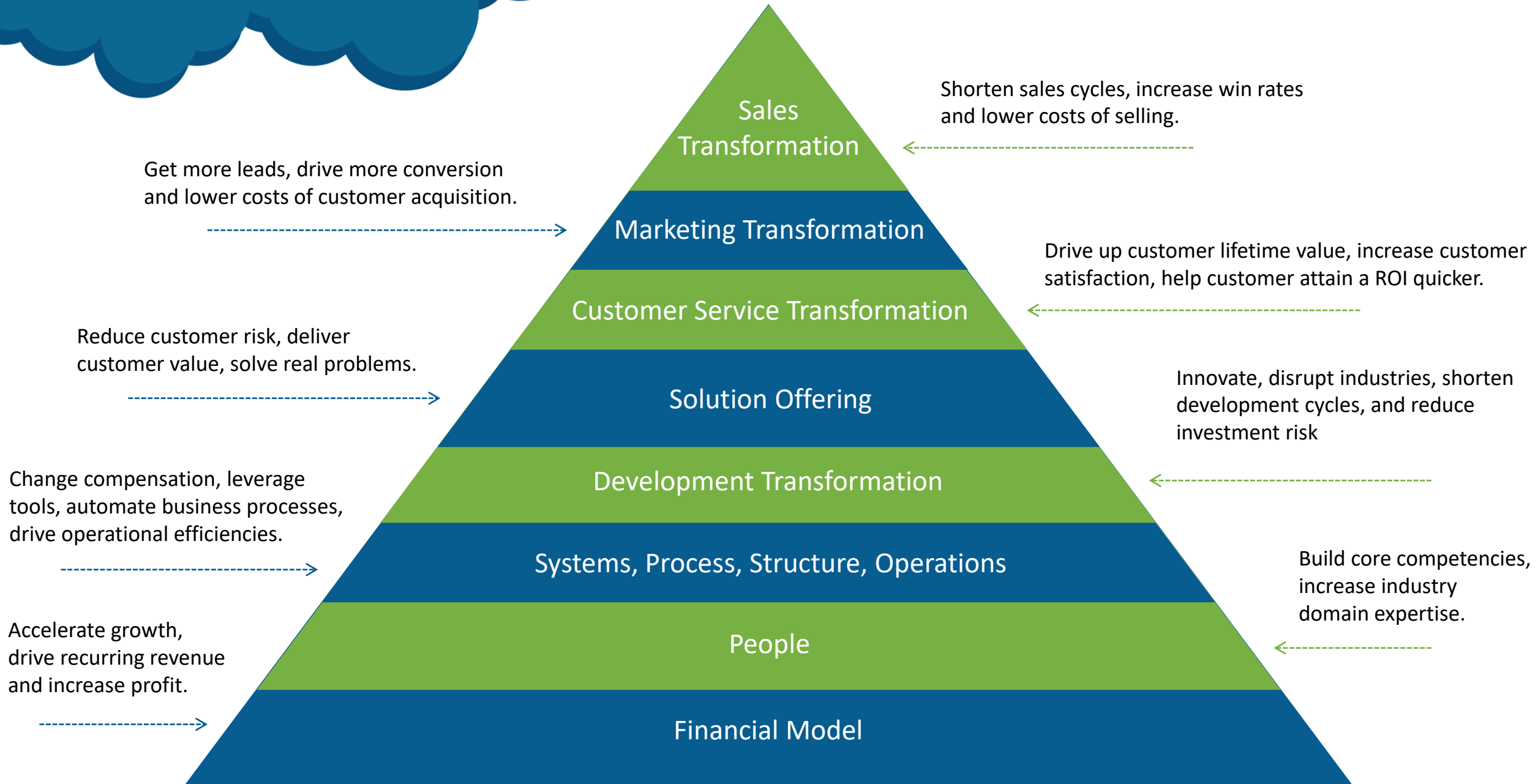
Posted on May 11, 2017 by Ben

Committed Monthly Recurring Revenue

Existing MRR
+ New business bookings
+ New upsell bookings
- Downgrade bookings
- Churn
_____
= Committed MRR

Chart values:
- Month 1: $1,055,000
- Month 2: $1,120,500
- Month 3: $1,196,500
- Month 4: $1,283,000
- Month 5: $1,380,000
- Month 6: $1,487,500
- Month 7: $1,605,500
- Month 8: $1,734,000
- Month 9: $1,873,000
- Month 10: $2,022,500
- Month 11: $2,177,500
- Month 12: $2,348,000

Legend: ■ MRR ■ + New Business ■ + Upsells ■ - Downgrades ■ - Churn — CMRR

SaaS Transformation Model
8 areas that need to change

Sales Transformation

Shorten sales cycles, increase win rates and lower costs of selling.

Marketing Transformation

Get more leads, drive more conversion and lower costs of customer acquisition.

Customer Service Transformation

Drive up customer lifetime value, increase customer satisfaction, help customer attain a ROI quicker.

Solution Offering

Reduce customer risk, deliver customer value, solve real problems.

Innovate, disrupt industries, shorten development cycles, and reduce investment risk

Development Transformation

Change compensation, leverage tools, automate business processes, drive operational efficiencies.

Systems, Process, Structure, Operations

Build core competencies, increase industry domain expertise.

People

Accelerate growth, drive recurring revenue and increase profit.

Financial Model

Cloud Revenue Growth
- 20%+
- 10-20%
- Less than 10%, or don't k

16.83%

23.76%

59.41%

20%+
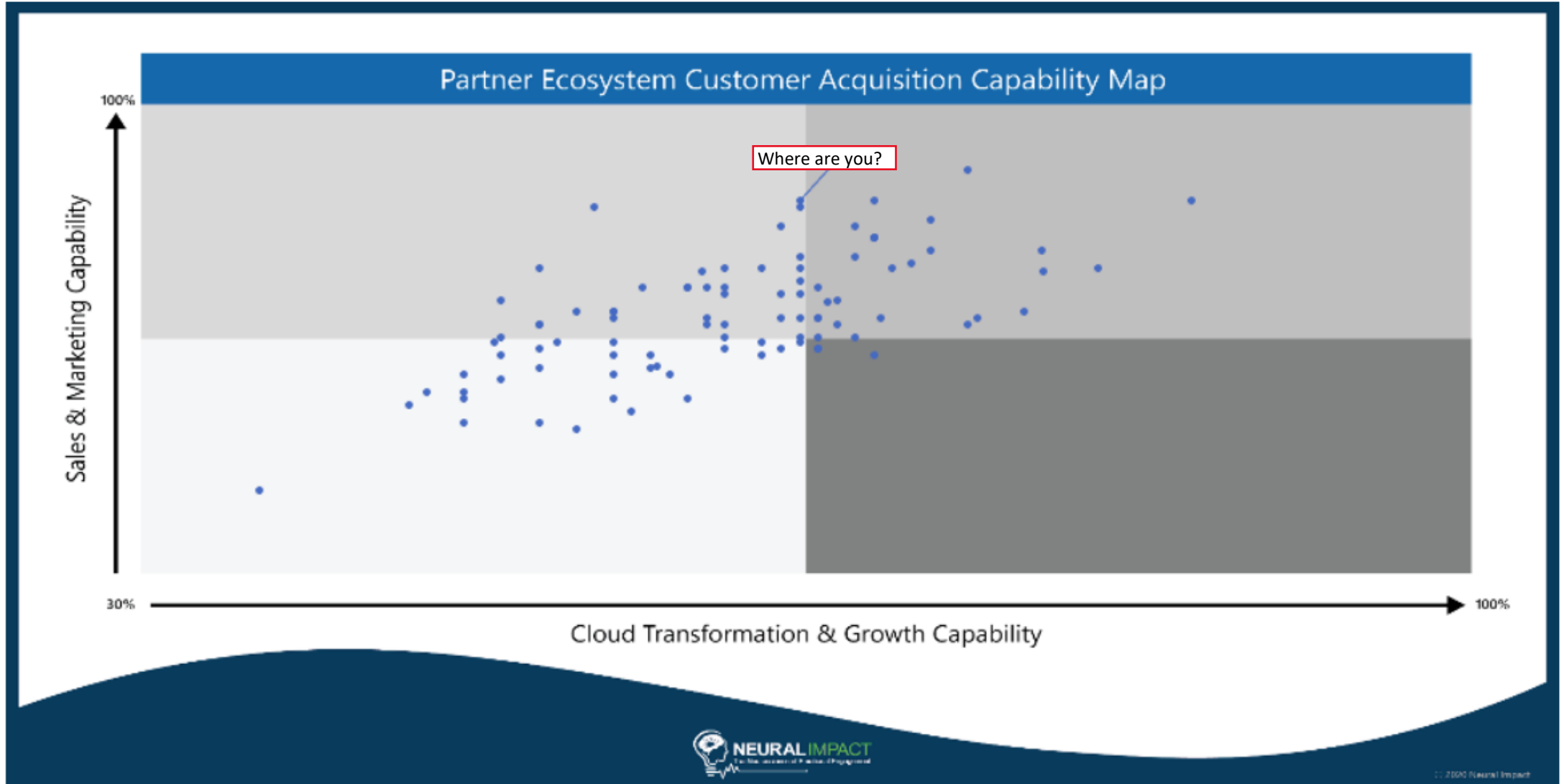
See how you compare to other Microsoft partners around the world

The following **Partner Ecosystem Acquisition Capability Map** depicts how you are doing, overall, compared to the other partners in the ecosystem.
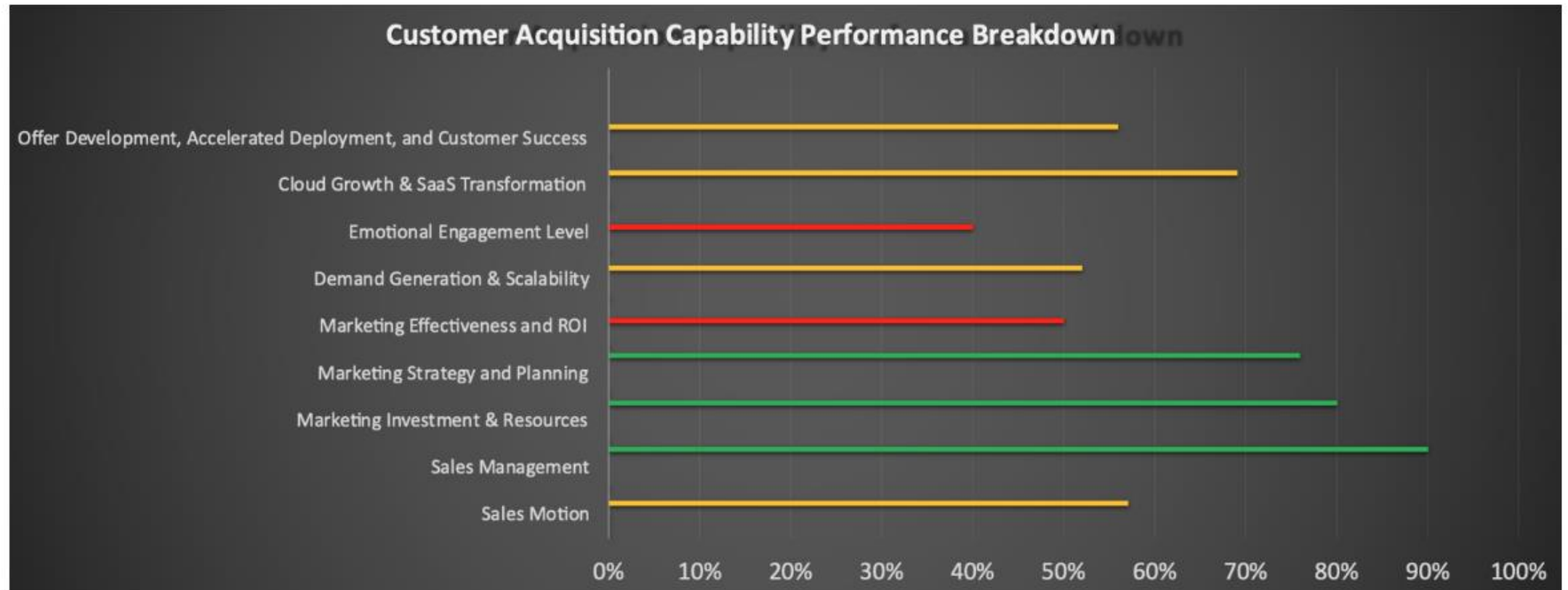
Where are you in your SaaS transformation?

Conduct the self assessment and you will get a sense of where your gaps are
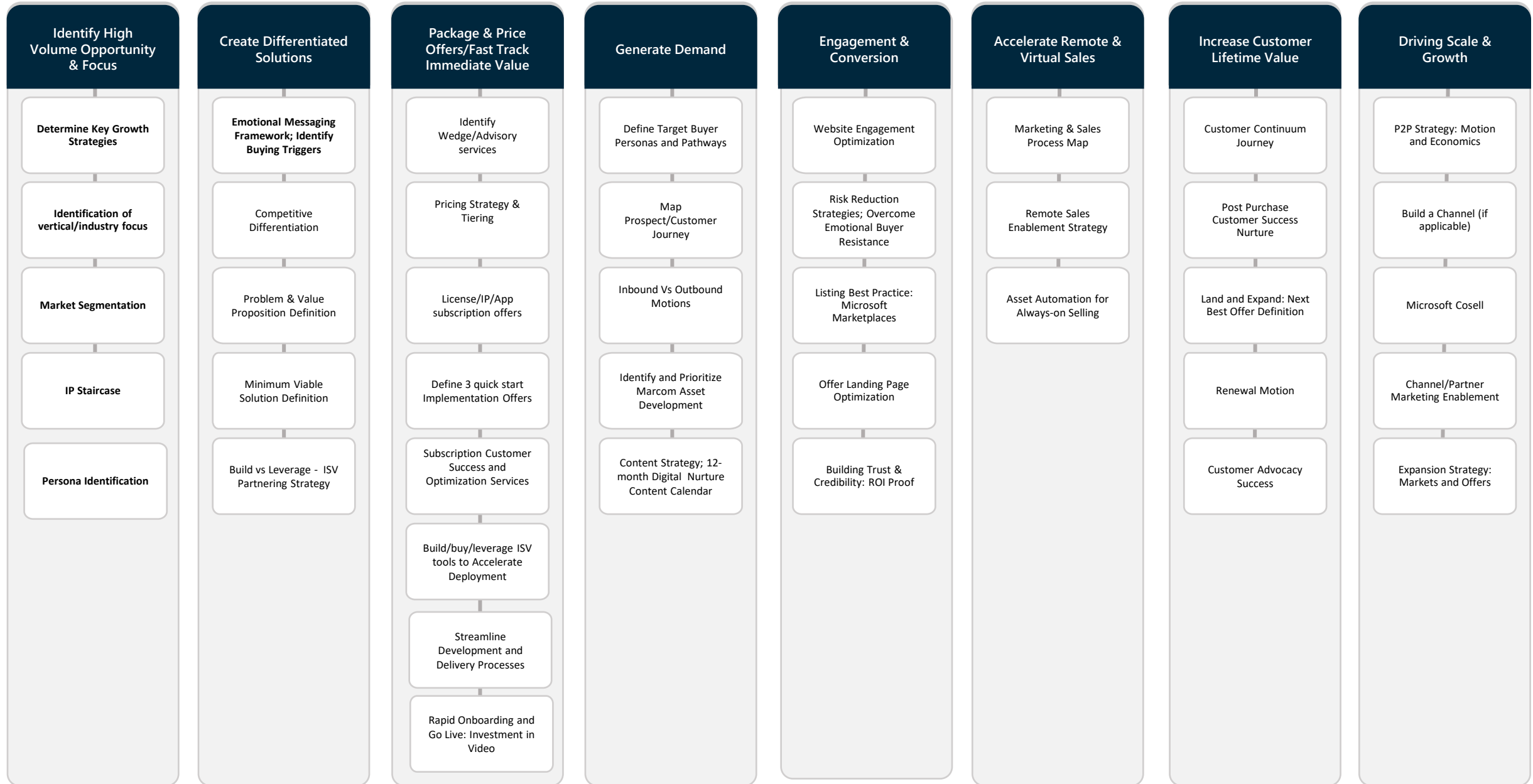
FULL: https://neuralimpact.ca/customeracquisition

Mini: *https://forms.office.com/r/m3Mqwjg3RJ*

Customer Acquisition Capability Performance Breakdown

- Offer Development, Accelerated Deployment, and Customer Success
- Cloud Growth & SaaS Transformation
- Emotional Engagement Level
- Demand Generation & Scalability
- Marketing Effectiveness and ROI
- Marketing Strategy and Planning
- Marketing Investment & Resources
- Sales Management
- Sales Motion

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

SaaS Metrics

- Growth Average Recurring Revenue (ARR)
- % YoY Growth i.e. 50-200%
- Subscriber Growth
- Average customer acquisition cost CAC
- Gross Margin i.e. 33%+
- Operating Profit Margin (Sales-CGS-Op. Exp (G&A)
- Net Profit Margin (all + taxes/interest, non op.)
- S&M as % of Revenue 35-40%
- R&D 13-15%
- G&A 7-9%
- Churn <10%
- Average Revenue Per User (ARPU) (reflects Value)
- Customer Lifetime Value

Metrics	Average
Full Time Sales Resources	3.8
Marketing Resources	2.1
New Customer Ads/year	23
Annual Revenue Growth	37%
Average Deal Size (annualized)	$66,271
Length of Sales Cycle (Days to Close)	81
Hours spent by Sales Professional to close customer	28.7
Average project services margins	33%
Win Rate	39%
Marketing Investment (videos, digital, SEO)	3%
Qualified Prospects	6
Leads / Month	20
Days to implement a 20-40 user deal	102

High Volume Capability Framework

Identify High Volume Opportunity & Focus	Create Differentiated Solutions	Package & Price Offers/Fast Track Immediate Value	Generate Demand	Engagement & Conversion	Accelerate Remote & Virtual Sales	Increase Customer Lifetime Value	Driving Scale & Growth
Determine Key Growth Strategies	**Emotional Messaging Framework; Identify Buying Triggers**	Identify Wedge/Advisory services	Define Target Buyer Personas and Pathways	Website Engagement Optimization	Marketing & Sales Process Map	Customer Continuum Journey	P2P Strategy: Motion and Economics
Identification of vertical/industry focus	Competitive Differentiation	Pricing Strategy & Tiering	Map Prospect/Customer Journey	Risk Reduction Strategies; Overcome Emotional Buyer Resistance	Remote Sales Enablement Strategy	Post Purchase Customer Success Nurture	Build a Channel (if applicable)
Market Segmentation	Problem & Value Proposition Definition	License/IP/App subscription offers	Inbound Vs Outbound Motions	Listing Best Practice: Microsoft Marketplaces	Asset Automation for Always-on Selling	Land and Expand: Next Best Offer Definition	Microsoft Cosell
IP Staircase	Minimum Viable Solution Definition	Define 3 quick start Implementation Offers	Identify and Prioritize Marcom Asset Development	Offer Landing Page Optimization		Renewal Motion	Channel/Partner Marketing Enablement
Persona Identification	Build vs Leverage - ISV Partnering Strategy	Subscription Customer Success and Optimization Services	Content Strategy; 12-month Digital Nurture Content Calendar	Building Trust & Credibility: ROI Proof		Customer Advocacy Success	Expansion Strategy: Markets and Offers
		Build/buy/leverage ISV tools to Accelerate Deployment					
		Streamline Development and Delivery Processes					
		Rapid Onboarding and Go Live: Investment in Video					

High Volume Capability Framework

| Identify High Volume Opportunity & Focus | Create Differentiated Solutions | Package & Price Offers/Fast Track Immediate Value | Generate Demand | Engagement & Conversion | Accelerate Remote & Virtual Sales | Increase Customer Lifetime Value | Driving Scale & Growth |

Identify High Volume Opportunity & Focus

CAREERS | CONTACT US | PARTNER

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Ready for the Future of Fleet Management

Understanding how market variables impact your fleet management is the key to enabling success. Distribution businesses must adapt quickly to market conditions in order to survive and thrive.

Learn the five trends and influences that will drive logistics in 2023.

Download whitepaper »   **Explore this product** »

https://www.aptean.com/en-US

New Customer Ads in the Last Fiscal

New Customer Adds

<20   20-40   40+

■ North America ■ Europe ■ Other
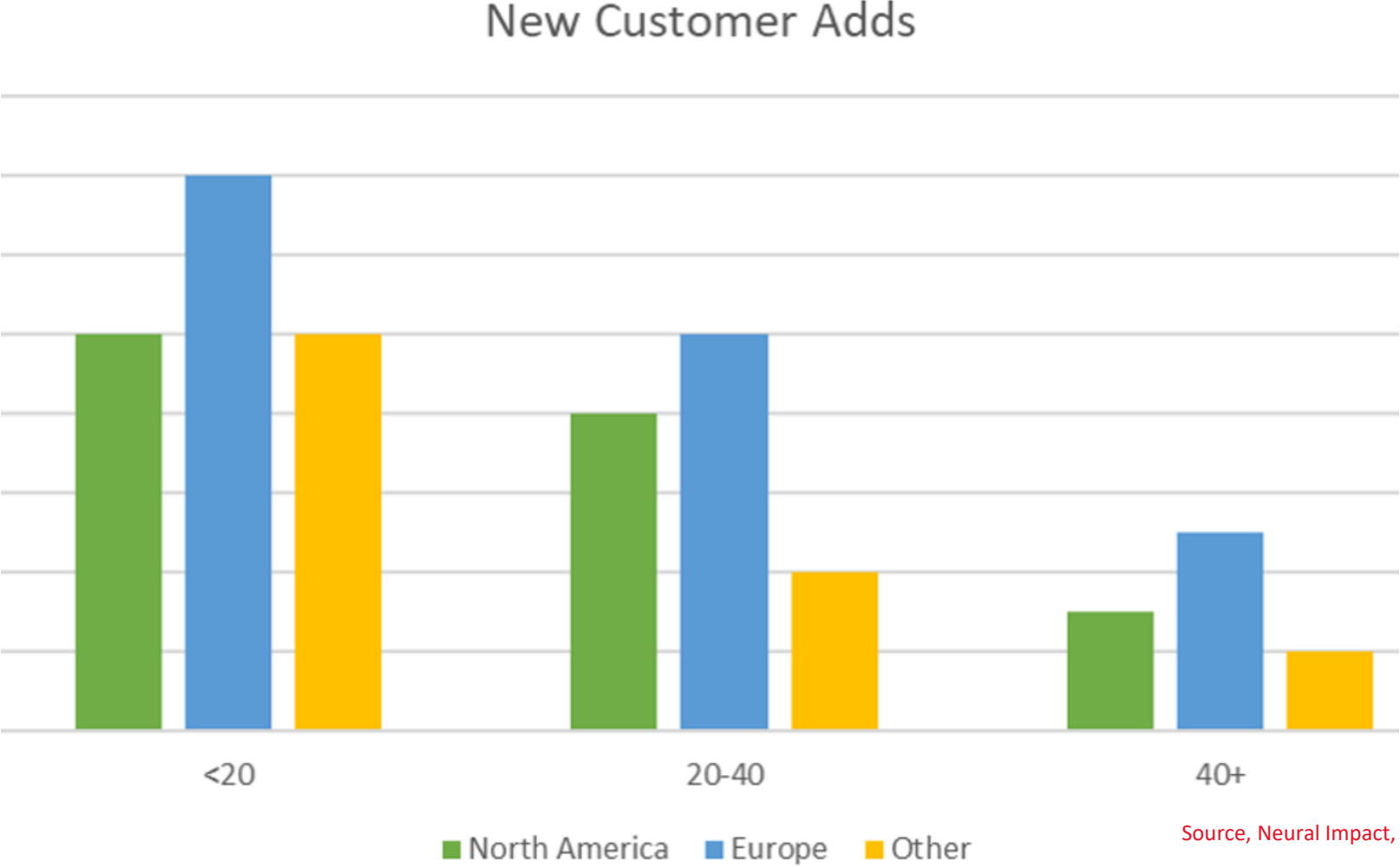
Source, Neural Impact, March 2022

Churn Rate

Compounding Impact of Churn

Company A (5 % churn rate)
Company B (10 % churn rate)

Attrition (pie chart):
- <5% — 50.5%
- 10%+ or don't know/don'... — 26.73%
- 5%-10% — 22.77%
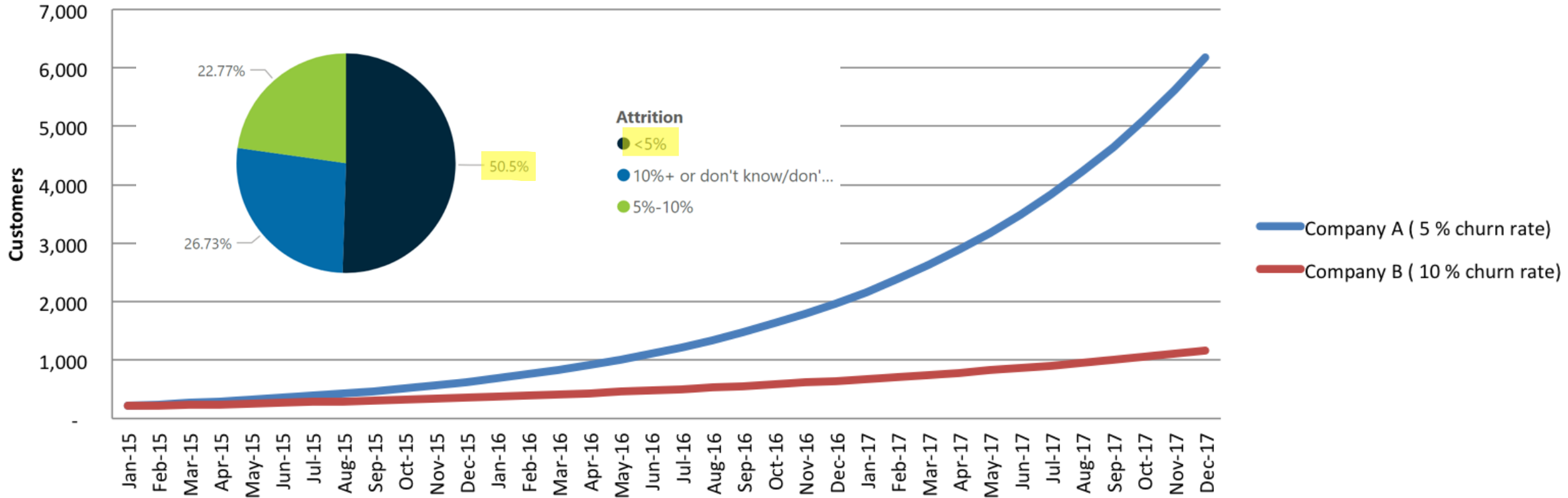
Churn

Retention for different customer segments

	SMB	Midmarket	Enterprise
Average ACV	<$12k	$12 – $50K	$50K+
Gross Retention	70 – 80%	80 – 90%	90%+
Net Retention	80 – 100%	90 – 120%	100%+

NEURAL IMPACT
The Neuroscience of Emotional Engagement

High Volume Capability Framework

| Identify High Volume Opportunity & Focus | Create Differentiated Solutions | Package & Price Offers/Fast Track Immediate Value | Generate Demand | Engagement & Conversion | Accelerate Remote & Virtual Sales | Increase Customer Lifetime Value | Driving Scale & Growth |

Create Differentiated Solutions

Sea freight forwarding software

Oracle NetSuite

Growers & Agriculture - Oztera

Differentiation: Industry Go To Market

Industry Go-To-Market Strategy

■ North America ■ Europe ■ Other
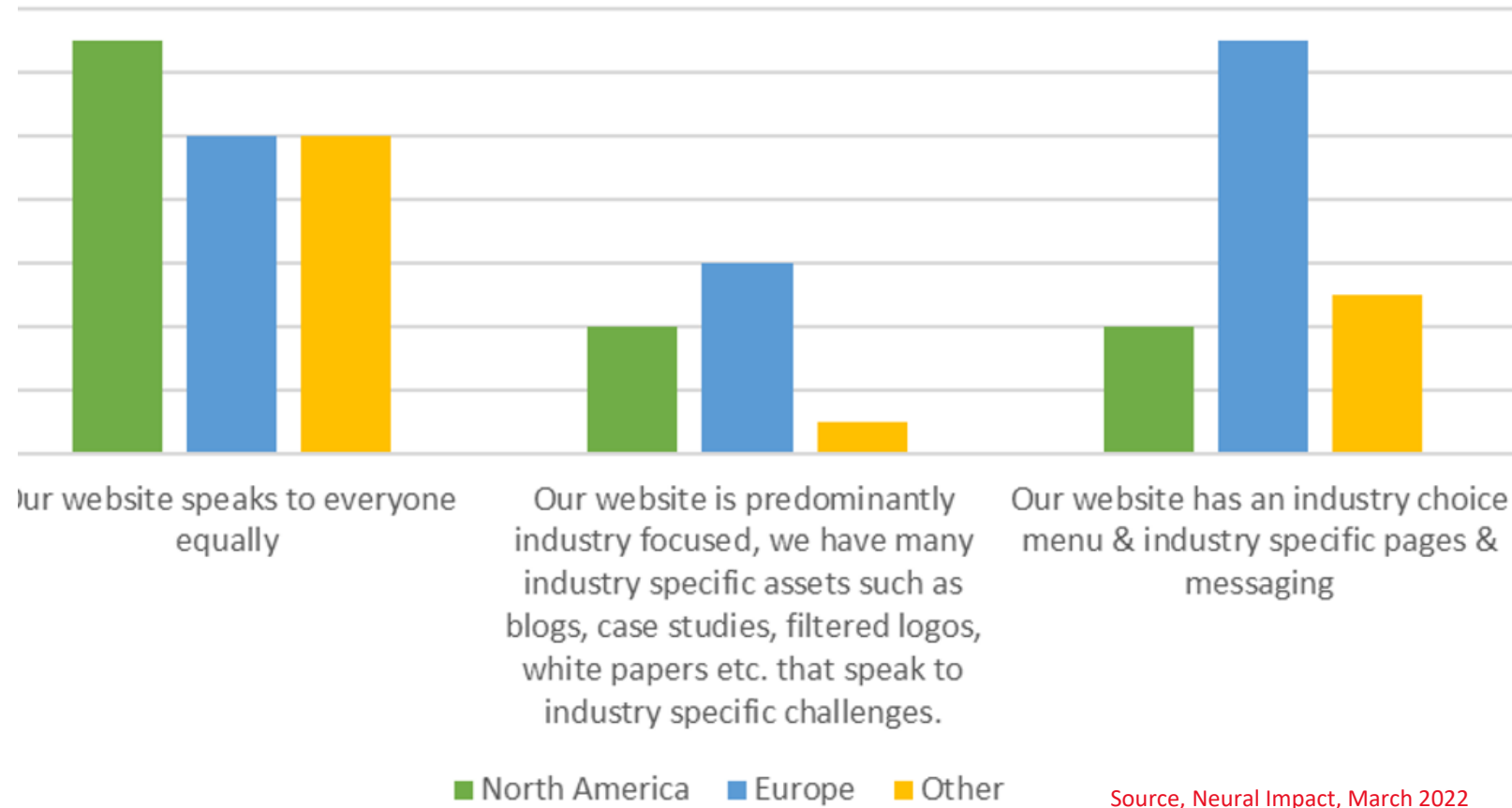
Source, Neural Impact, March 2022

Progression of Economic Value

High

Differentiation

Low

Price

High

IP & Industry Relevance

Industry Innovation

ERP as a Service

CRM as a Service

DYNAMICS 365
Business Central

Commodity Products

Project Services

Project Service Automation · Sales · Customer Service · Microsoft Dynamics 365 · Field Service · Marketing · Operations

TECHNOLOGY SERVICES

We help our clients accelerate their digital transformation by understanding "what could be," help them set priorities and take responsibility to deliver the best possible business outcomes.

LS Retail

Power BI Business analytics

Power Apps Application development

Power Automate Process automation

Power Virtual Agents Intelligent virtual agents

BEVICA™
LEADING DRINKS ERP SOFTWARE, POWERED BY MICROSOFT
Bevica Dedicated ERP for the Drinks Industry

Curo365
Welcome to the next generation of legal practice management software.
Schedule a Demonstration

Microsoft | Microsoft 365

Price and Gilmore, 2011

Margin < 20%　　*Margin < 35%*　　*45% Margin*　　*45%-80% Margin*

Industry IP

North America   Europe   Other

No industry specific IP   Some industry specific workflow or processes or light configuration only   Yes, we invest in building industry specific IP, solutions and/or service offers

ERP Software Used by Industries

Education – 0.99
Transportation – 0.99
Mining – 1.98
Construction – 1.98
Utilities(Oil, Gas, Electric Etc.) – 3.96
Retail – 3.96
Informational Technology – 14.85
Healthcare – 4.95
Public Sector and Non-profit – 6.93
Distribution and Wholesale – 9.9
Manufacturing – 33.66
Professional or Finacial Services – 13.86
Agriculture – 0.99
International Trade – 0.99
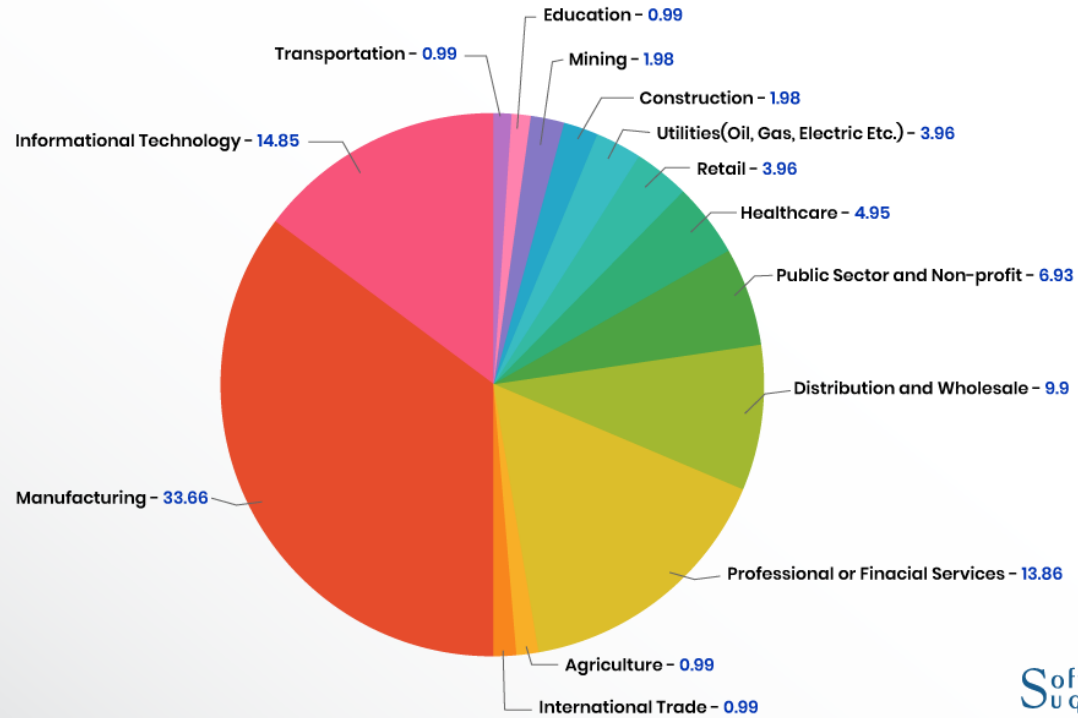
Software® Suggest

CRM Buyer Survey
Respondent Breakdown by Industry

Not for Profit 2%
Retail 3%
Healthcare 3%
Government 4%
Construction 4%
Education 5%
Other 5%
Distribution 7%
Finance 10%
Services 32%
IT 13%
Manufacturing 13%

SelectHub
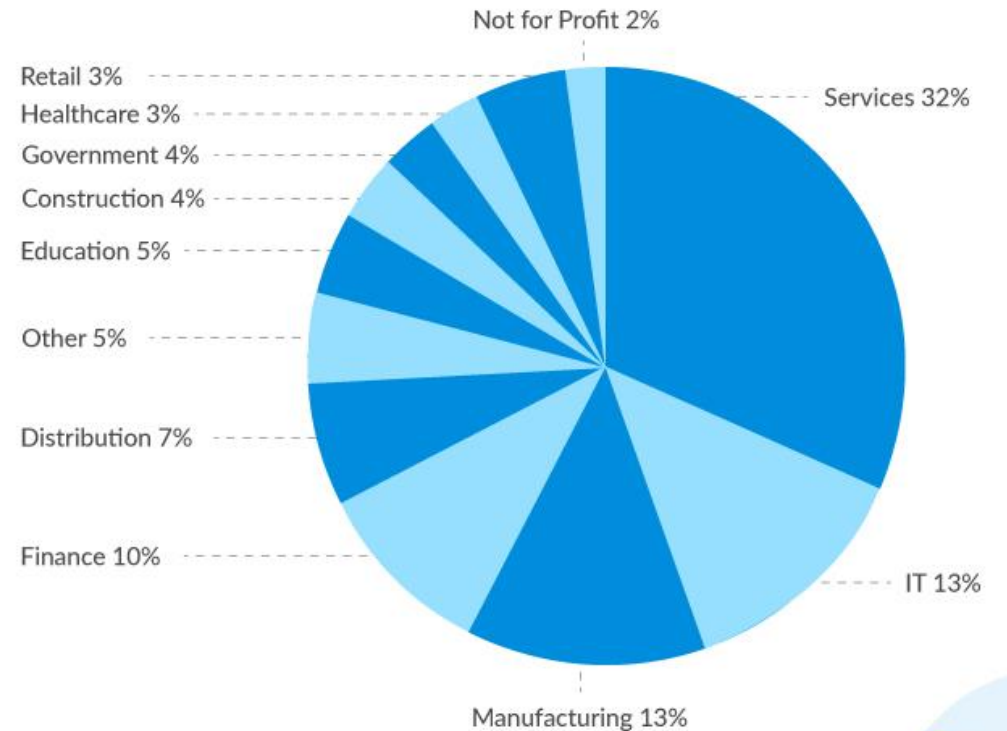
Accelerated
Core
Foundation
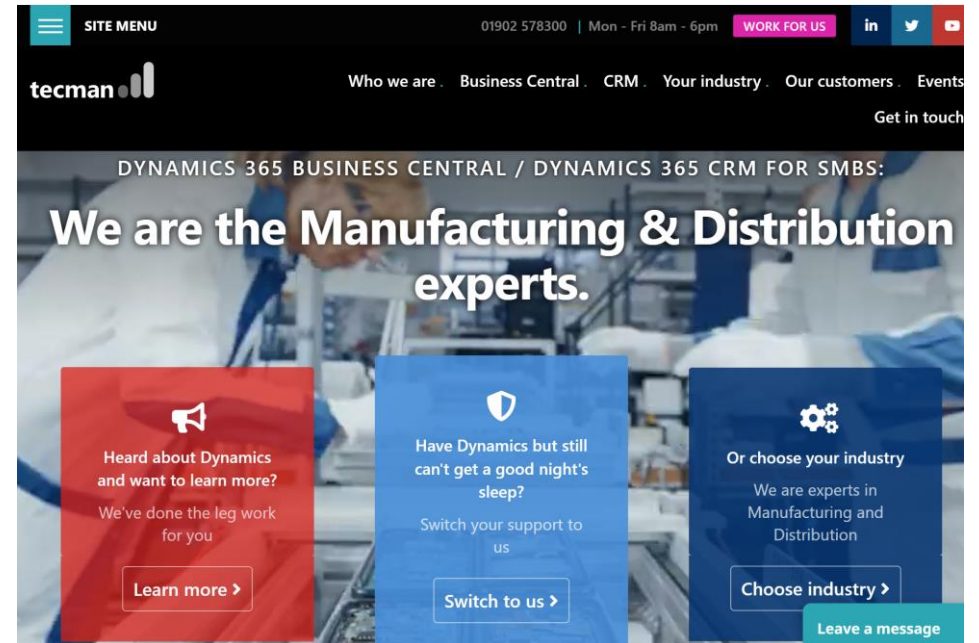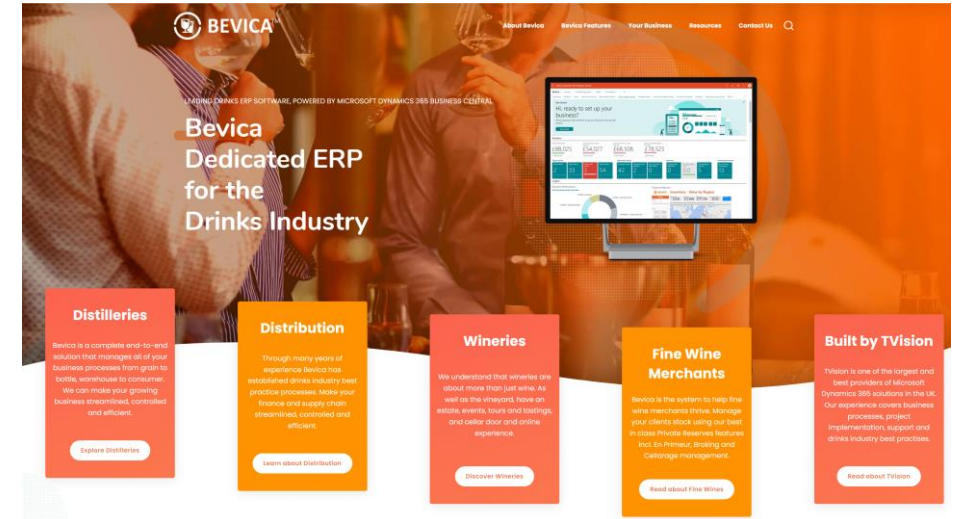
Risk
Cost
Time
Resources

https://k3pebblestone.com/

https://www.serenic.com/our-customers/npo/

Race to Cloud

Worldwide SMB market Opportunity

78M
—
SMB Organizations worldwide*

$17B
—
SMB SaaS market opportunity

X3$
—
Services

X10$
—
Services
IP
Margins
Incentives

SOURCE: IDC
*Does not include singe-person proprietorships

NEURAL IMPACT
The Neuroscience of Emotional Engagement

High Volume Capability Framework

| Identify High Volume Opportunity & Focus | Create Differentiated Solutions | Package & Price Offers/Fast Track Immediate Value | Generate Demand | Engagement & Conversion | Accelerate Remote & Virtual Sales | Increase Customer Lifetime Value | Driving Scale & Growth |

Package & Price Offers/Fast Track Immediate Value

Source: Microsoft, March 2022
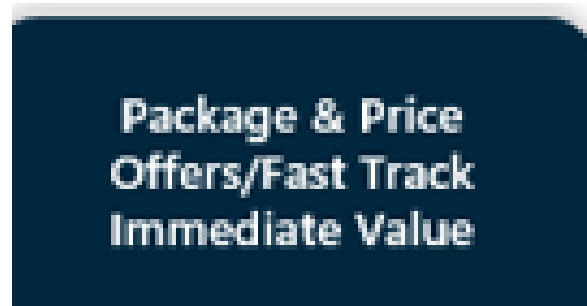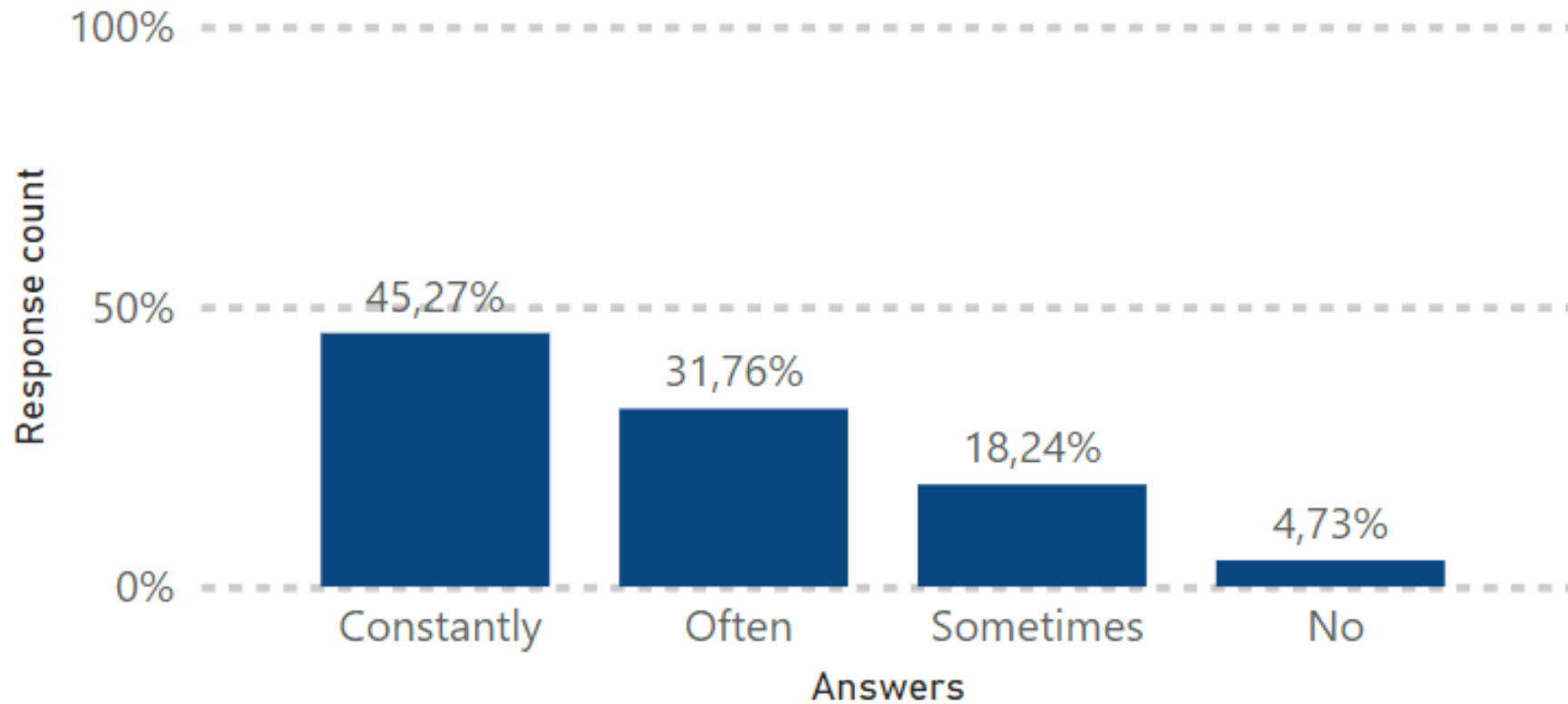
LS Express pricing

bundled with Microsoft Dynamics 365 Business Central

LS Express   Store Management   Pricing   Videos   Technical Help & Support

Each LS Express POS can have:

Unlimited Staff Members per POS

1 Free User for External Accountant

TALK TO OUR EXPERTS

No upfront fees, just pay as you go

Prices do not include VAT

USD   EUR   CAD   AUD   GBP

LS EXPRESS POS INCLUDING A BC USER

$99*

*prices per month with a yearly
subscription

Additional users and POS

LS Express POS with a BC device $75

BC Essentials user $70

LS Pay per POS $9

[Pricing of LS Express POS and ERP system (lsretail.com)](#)

Flexible Forecast pricing

EUR   USD   GBP   DKK

Single App

€ **5**,67

*Per named user per month at 10 users.
Single user is EUR 10,08.*

Flexible Forecast has a base user price of EUR 10,08, but the more users you subscribe to, the cheaper each user becomes.

The price is calculated on the total number of Named Full Users in your Business Central. We don't charge for Team Members.

Use the slider below to select your number of users and see your price.

[Watch video about price model](#)

€ **5**,67

*Per named user per month at 10 users.
Single user is EUR 10,08.*

If you have the Abakion App Bundle – any other app is only €5,67 per app at 10 users (€10,08 at 1 user).

This discounted price goes for any additional app you may select.

[How to save money on several apps](#)

App Bundle

€ **30**,61

*Per named user per month at 10 users.
Single user is EUR 54,44.*

You get our most popular apps with this bundle.

- 📦 Document Customizer [Read]
- 📦 Dynamic Data Exchange [Read]
- 📦 Document Handling [Read]
- 📦 Master Data Information [Read]

And on top of that – you get additional apps at an extremely discounted price. Only €5,67 per app at 10 users (€10,08 at 1 user).

[Watch presentation of the App Bundle](#)

10 users   https://abakion.com/dynamics-365/apps/flexible-forecast/

FUSION5
Business Solutions

Solutions ⌄　　Industries ⌄　　**Technologies** ⌄　　Services ⌄　　**Insights & Resources**

🔍　　Chat now

MICROSOFT　　Products ⌄　　Industries ⌄　　Services ⌄　　Resources ⌄　　Pricing

Pricing for Dynamics Business Central

ONE

BC CORE FINANCE

Connect your financial data and streamline your accounting processes

Live in 5-6 weeks. Ideal for 1-10 users

$45,000

TWO

BC SUPPLY CHAIN

Extend your supply chain capabilities and manage inventory across multiple locations.

Live in 2-3 months. Ideal for 5-25 users

$75,000

THREE

BC ADVANCED WAREHOUSING

Automate and manage your end-to-end supply chain and warehousing needs.

Live in 3-4 months. Ideal for 10-25 users

$100,000

BC Core Finance will give you:

BC Supply chain management delivers:

BC Advanced provides:

Need Help? ⌄

Pricing | Fusion5

High Volume Capability Framework

| Identify High Volume Opportunity & Focus | Create Differentiated Solutions | Package & Price Offers/Fast Track Immediate Value | Generate Demand | Engagement & Conversion | Accelerate Remote & Virtual Sales | Increase Customer Lifetime Value | Driving Scale & Growth |

Generate Demand

Cost of Customer Acquisition

Known Cost of Customer Acquisition

No   Yes   We estimate

■ North America   ■ Europe   ■ Other
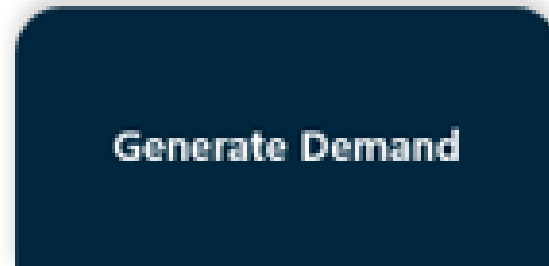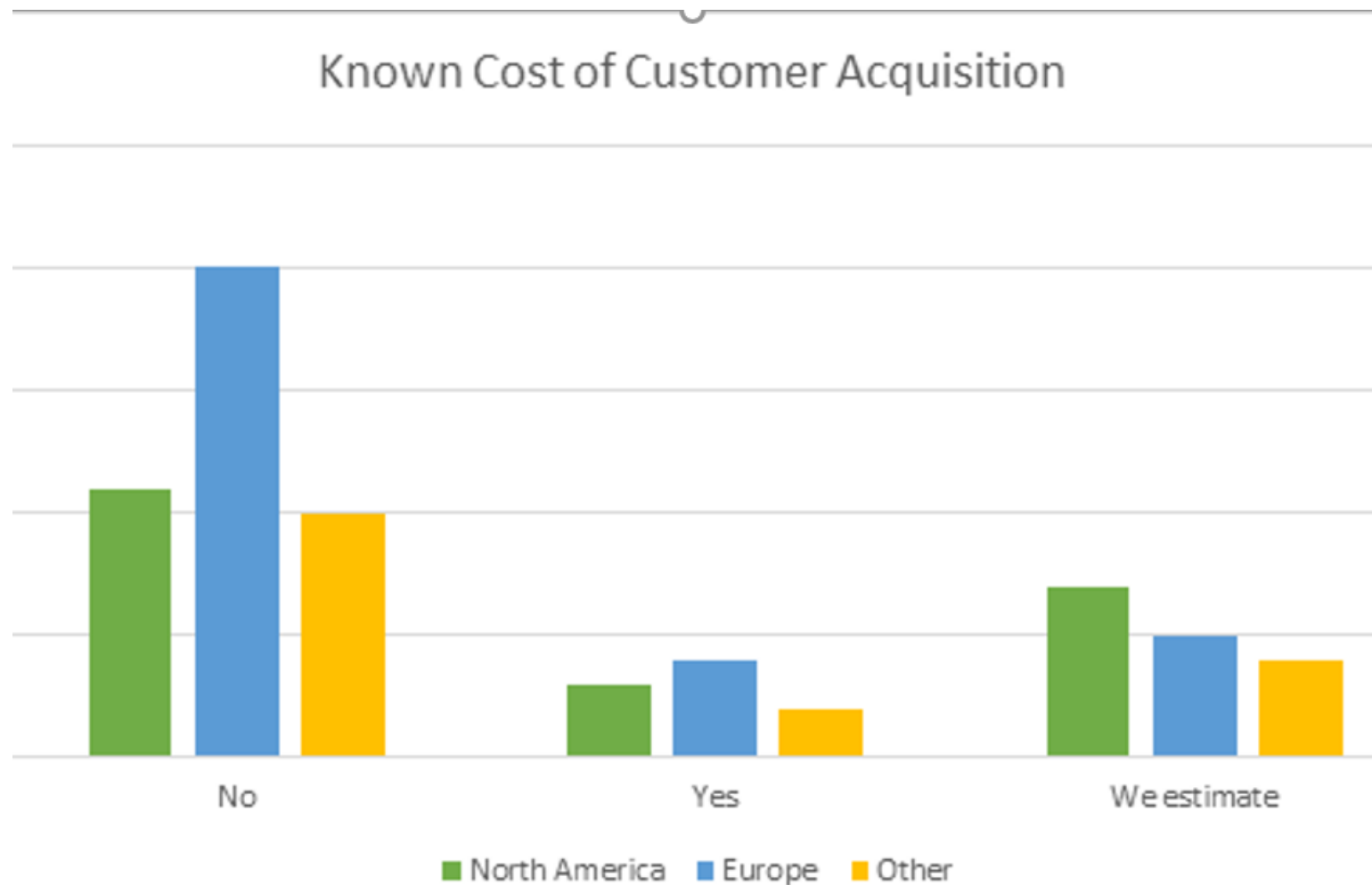
Under Invested in Marketing

Marketing Investment (videos, digital, SEO)	3%
Qualified Prospects	6
Leads / Month	20

Under Invested in Marketing

How many full time equivalent marketing resources do you have, including employees or contract resources?
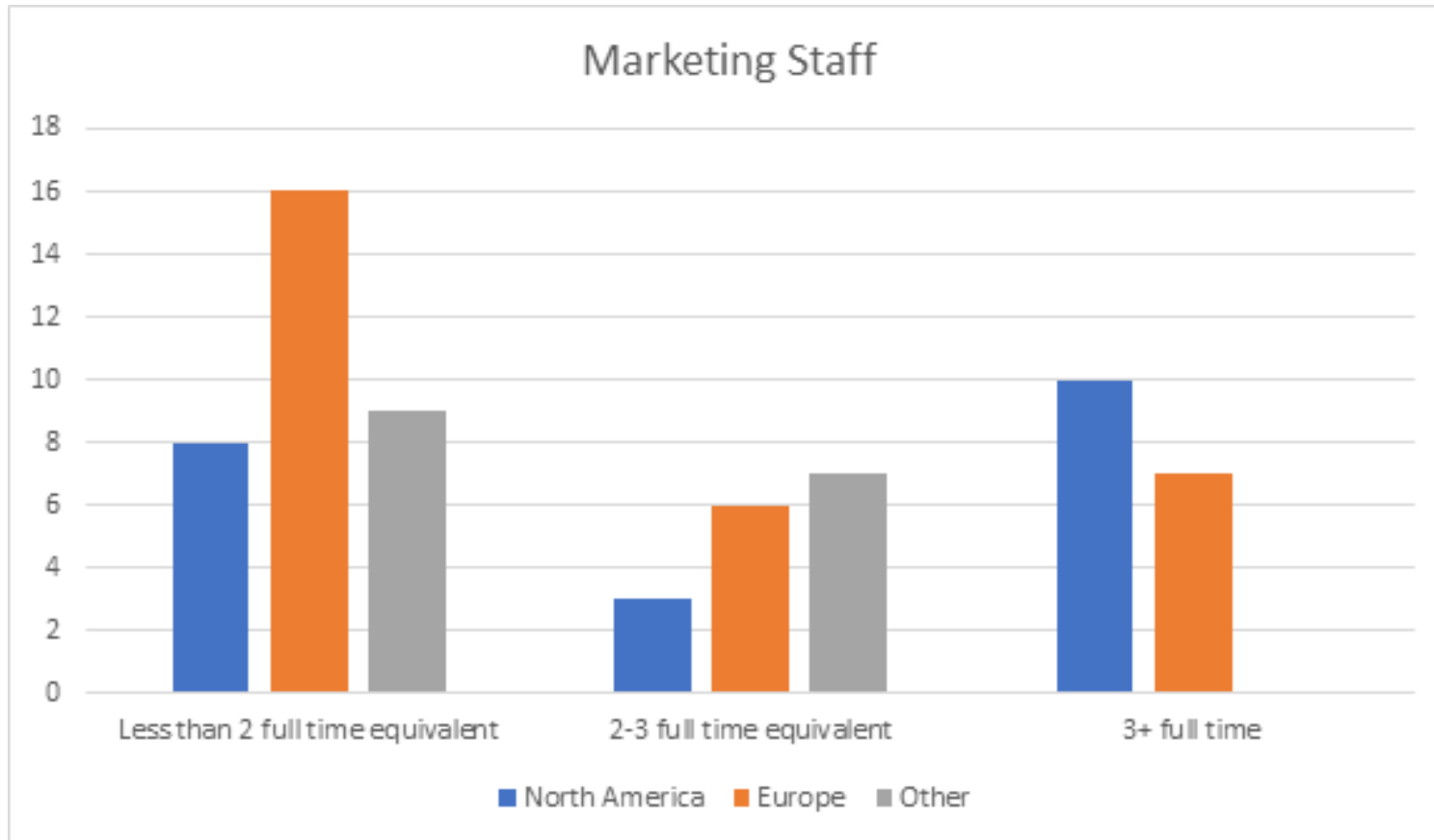
Dependency on Word of Mouth
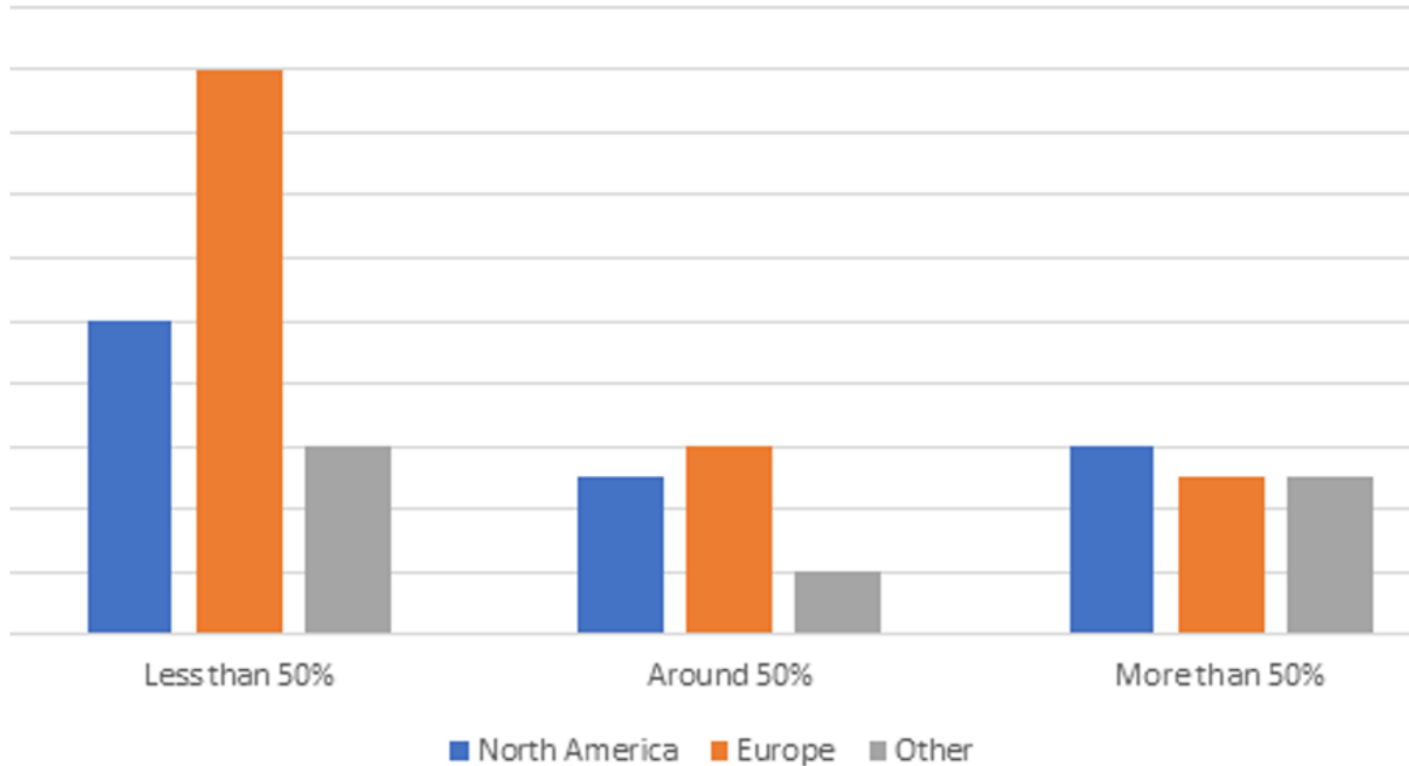
Legend: North America, Europe, Other

Categories: Less than 50%, Around 50%, More than 50%

Source, Neural Impact, March 2022

Dive into 3 key tech trends shaping the future of #manufacturing with Thomas McKee, Jr, David Kohar, and Ashley Haynes-Gaspar. Hear their thoughts on Industry Clouds, Industry Data Models, and Consumer Driven Manufacturing: https://lnkd.in/grSXyhim

#industrycloud #intelligententerprise #microsoft #industrydata #manufacturingcloud

3 Technology Trends Driving Modernization for Manufacturers
elogic.com • 1 min read

Your implementation costs will vary depending on your chosen Microsoft partner and your needs as a business. Microsoft's AppSource shows the range of implementation services and prices available.

For example, a straightforward quick-start implementation of the Sales app only, using the software as it is out of the box without tailoring it to your specific needs, might cost $3,000. A more complex implementation of multiple apps that involves tailoring the software to your processes could cost as much as $25,000 or more.

A good industry average implementation cost estimate to use for your initial consideration is $15,000. Be sure to consult any potential partners about their costs before committing to an implementation.

Wes Kintner
Business
Development
Representative

Let's Chat

Still have questions? Get in touch with our expert team of software professionals.

BOOK A MEETING

Social

Element	Microsoft Partners	Global Benchmarks (CRM + ERP)	Global Benchmarks (All Enterprise)
% of Return Visitors	29.56%	38.42%	32.03%
Bounce Rate (%)	61.32%	64.95%	61.26%
Direct Traffic (%)	30.90%	27.50%	26.20%
Organic Search Traffic (%)	44.70%	48.10%	52.00%
Referral Traffic (%)	10.10%	7.70%	7.70%
Social Traffic (%)	4.90%	2.80%	2.70%
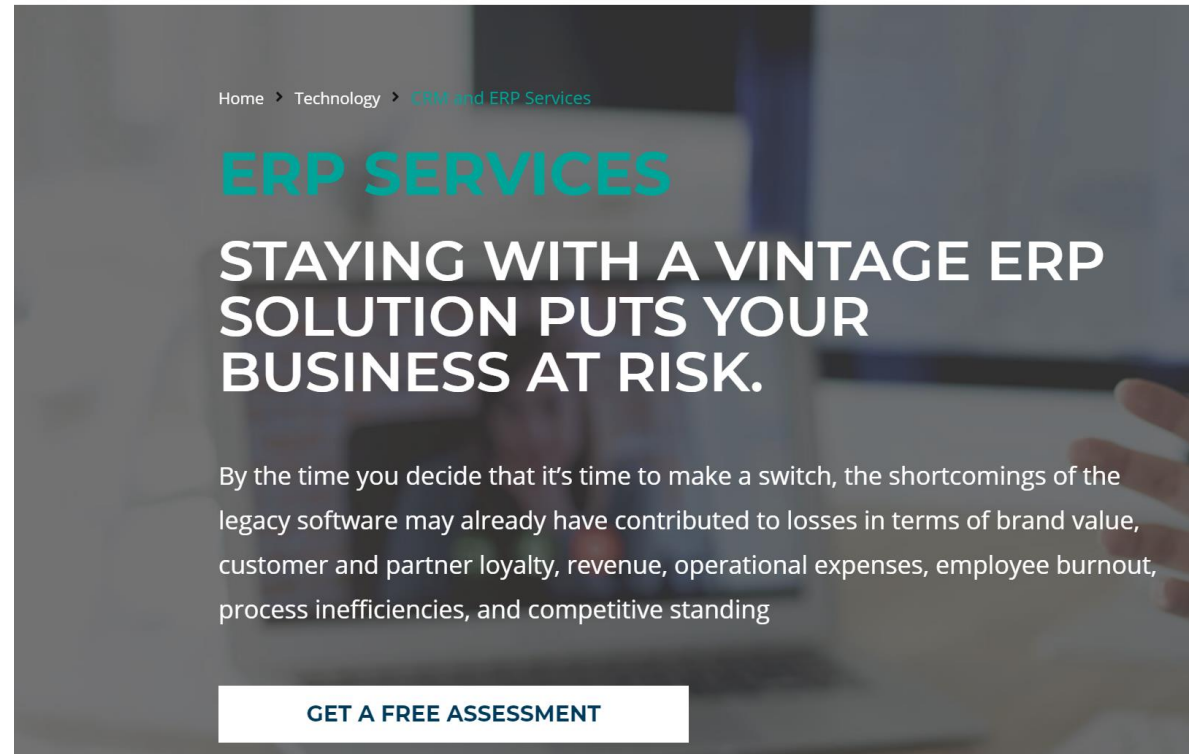
High Value Educational Content

https://www.sikich.com/technology/crm-erp-services/

Video Strategy

Source Neural Impact 2022

Products   Industries   Customers   Solutions   Benchmarking   Services   Partners and Programs   Resource Center   Company   Country/Region

My **top priority** right now is...
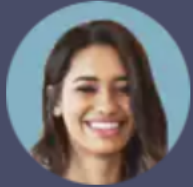
Making financial operations more efficient.

Learn more

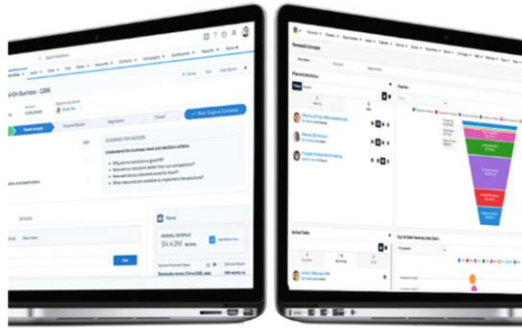**Getting better control of inventory and fulfillment.**

Learn more

Replacing accounting software we've outgrown.

Learn more

Understanding all my options.

Learn more

Business Software, Business Management Software | NetSuite

SOFTWARE   RESOURCES   ABOUT   **CONTACT**   🔍

Salesforce vs. SugarCRM Comparison

Salesforce Sales Cloud vs. Sugar Sell: Large-Scale Flexibility vs. Small-Business Support Salesforce Sales Cloud and Sugar Sell are leading CRM solutions with overlapping features and functions. While these solutions may share capabilities, they have slightly different focus areas, and their developers take different approaches to software design. This means one solution may be a [...]

December 6th, 2022 | Comparison, CRM, Salesforce   Read More
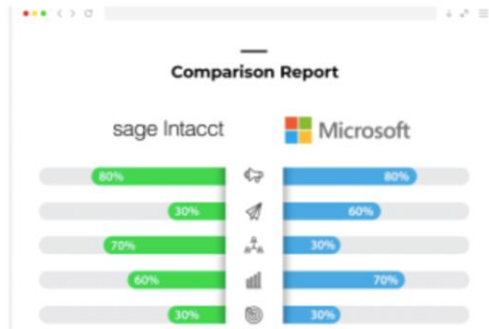
Sage Intacct vs. Dynamics GP: Cloud Accounting or Traditional ERP

COMPARISON | 5 MIN READ Sage Intacct vs. Dynamics GP Compare two leading ERP solutions Sage Intacct and Microsoft Dynamics GP are two popular products with overlapping features and functions. While these solutions have similar capabilities, [...]

October 12th, 2022 | Accounting, Comparison, ERP, Microsoft Dynamics GP, Sage Intacct   Read More

Sage Intacct vs. FinancialForce: Which Is the Best Choice?

| Identify High Volume Opportunity & Focus | Create Differentiated Solutions | Package & Price Offers/Fast Track Immediate Value | Generate Demand | Engagement & Conversion | Accelerate Remote & Virtual Sales | Increase Customer Lifetime Value | Driving Scale & Growth |

Engagement & Conversion

Empathy Problems

SITE MENU

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tecman

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Take the hassle out of stock management

> No more "on-stock somewhere"; instead have an up-to-the second view of your inventory across every location for more reliable fulfilment and reduced obsolescence.

> No longer get caught out by non-BOM (Bill of Materials) costs such as packaging or consumables.

> Take advantage of perpetual stock management for a precise cost of goods sold.

> Less credit notes issued for missed deadlines or incorrect products.

Streamline warehouse processes

> Use system directed receipts, put-aways, picks & shipments for a more efficient "path of the picker", optimised storage and safe observance of weight/height restrictions.

> Benefit from integrated EDI/eCommerce so orders can be automatically received and passed straight to the

Get in touch

Live Support

Leave a message
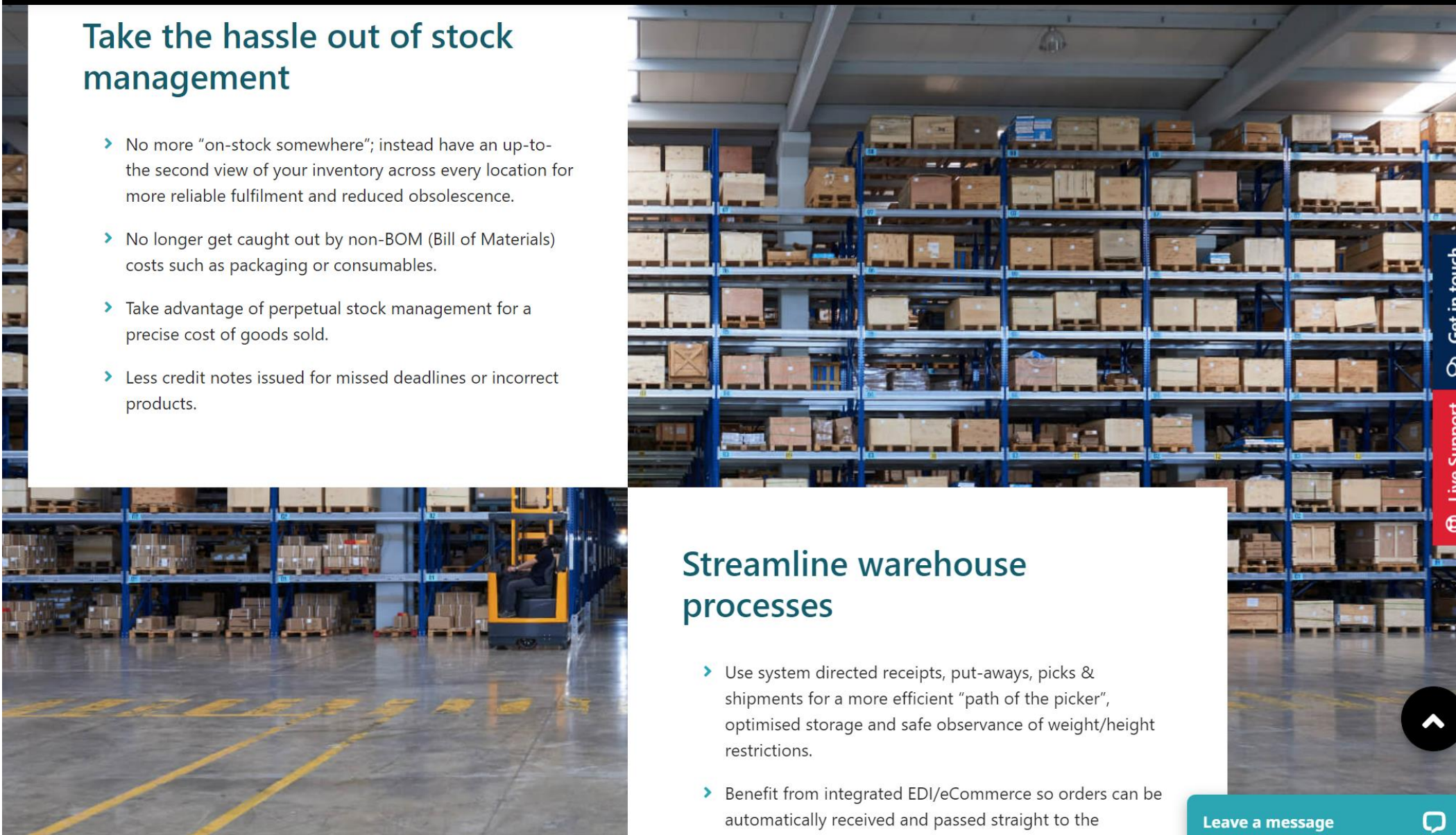
Pain
Proof

QAD
18,767 followers
Promoted

A smooth and successful ERP implementation is possible. Get the insights you need to succeed with this actionable guide. Download today!

20% of ERP Implementations Fail.

DON'T BE A STATISTIC.

Download White Paper

Avoid The Common Mistakes That Lead To ERP Failure With This Guide

go.qad.com

⬇ Download

Identify High Volume Opportunity & Focus

Create Differentiated Solutions

Package & Price Offers/Fast Track Immediate Value

Generate Demand

Engagement & Conversion

Accelerate Remote & Virtual Sales

Increase Customer Lifetime Value

Driving Scale & Growth

Accelerate Remote & Virtual Sales

Cloud Sales Motions

Volume

Connect — Confirm — Close

Value

Connect — Anchor — Optimize — Close

Snowflake
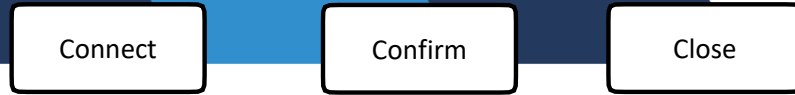
Connect — Anchor — Optimize — Confirm — Close
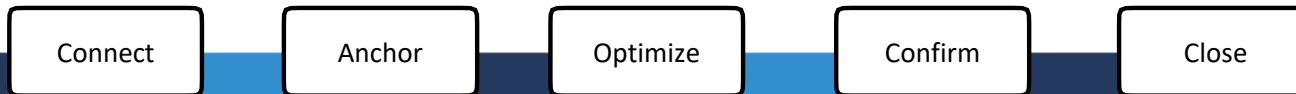
Alignment E-mail

Dear <BDM>,
Cc: <PL, SME>

Thank you again for taking the time to share your business objectives and project goals with me today. Based on our discussion, and those I had with <Project Lead> and <Subject Matter Expert/IT>

I have summarized my understanding of <Prospect Company's> <ERP/CRM/XXX> project for your team's review. Based on our conversations, I understand the primary business challenges behind your initiative are:

•Geographical expansion – outgrown current system
•Inaccurate demand forecasts
•Volatile raw materials prices
•Inaccurate data/reporting
•Lack of measurement and allocation of environmental cost per finished goods produced
•Increase in returned goods
•Increase in inventory write-offs
•Increasing regulatory and compliance requirements
•Inability to manage multiple manufacturing sites within a single system
•Inconsistencies between procurement, warehouse, production, finance and sales data

Your shared the above challenges are impacting client relationships, and your ability to properly plan production resources, maximize plant capacity and capitalize on your recent expansion/acquisition. While nothing has been documented, the economic impact of the above challenges are estimated to be in the hundreds of thousands of dollars annually.

To address these challenges, you stated that <company name> is looking for the following new capabilities:

• Improved inventory management capabilities
• RFID (receipt to ship)
• Materials and finished goods inventory consumption reports
• Batch and series traceability throughout the entire supply chain
• Compliance governance and quality management
• Aggregated production and procurement scheduling
• Integration to artificial intelligence and robot systems
• Capture and transfer customer specific BoMs into the net requirement process
• Improved BI/reporting capabilities
• Automated and finite machinery and location maintenance planning
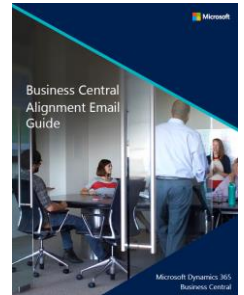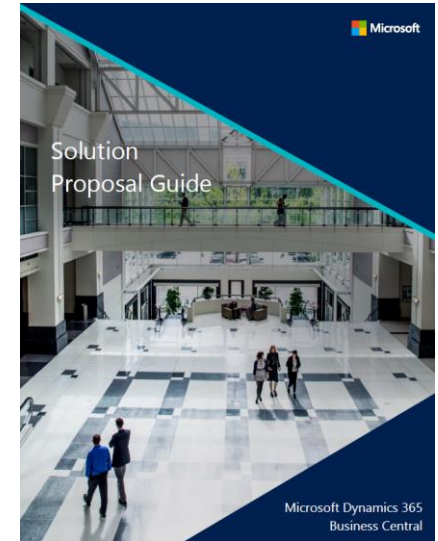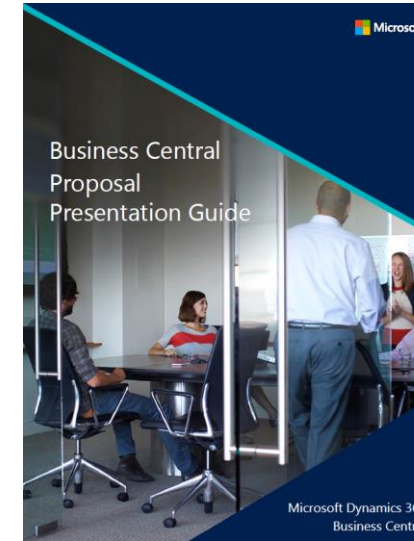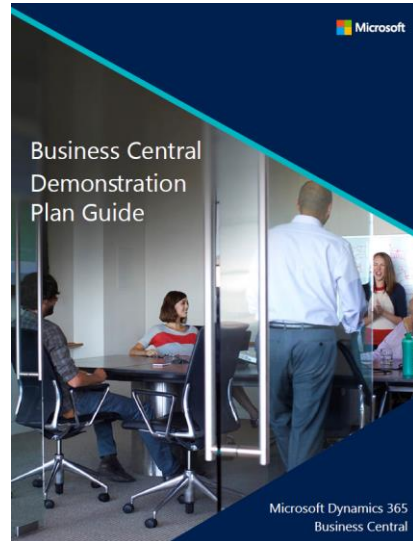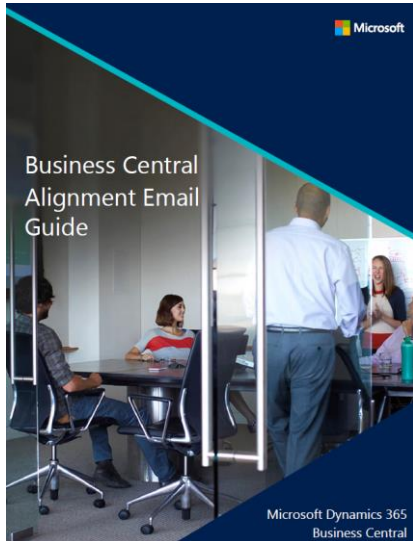
"How" and "What"

Negative "Why" challenges!

Business Applications Partner Sales Acceleration Program (PSAP)

https://partner.microsoft.com/en-us/training/assets/collection/business-applications-partner-sales-acceleration-program-psap#/

Business Central Alignment Email Guide — Microsoft Dynamics 365 Business Central

Business Central Demonstration Plan Guide — Microsoft Dynamics 365 Business Central

Business Central Prospect Engagement Guide — Microsoft Dynamics 365 Business Central

Business Central Proposal Presentation Guide — Microsoft Dynamics 365 Business Central

Solution Proposal Guide — Microsoft Dynamics 365 Business Central

Documentation

Engagement Comm.	Discovery Questions	Educational Insights
Differentiation Demonstration	Alignment Email/Video	Engagement Plan

Requirements Survey	Demonstration Plan
Project Summary	

Proposal Presentation	Solution Proposal
Contract (Digital)	

Connect: 14 Days

Confirm: 14 Days

Close: 7 Days

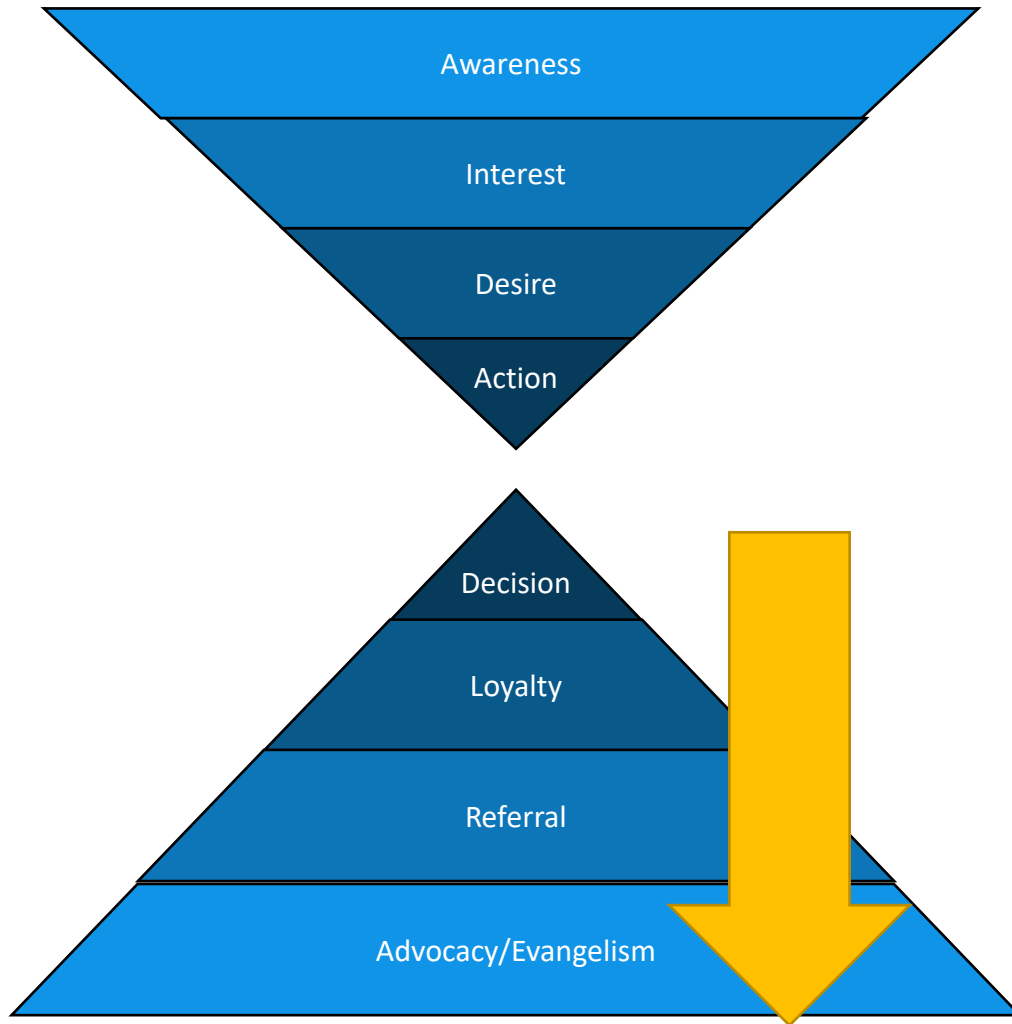| Identify High Volume Opportunity & Focus | Create Differentiated Solutions | Package & Price Offers/Fast Track Immediate Value | Generate Demand | Engagement & Conversion | Accelerate Remote & Virtual Sales | Increase Customer Lifetime Value | Driving Scale & Growth |

Drive a Digital Buying Journey

KGiSL

Hyperautomation Principles are the Foundation for the "Future Work"

Source: Gartner
736497_C

Gartner
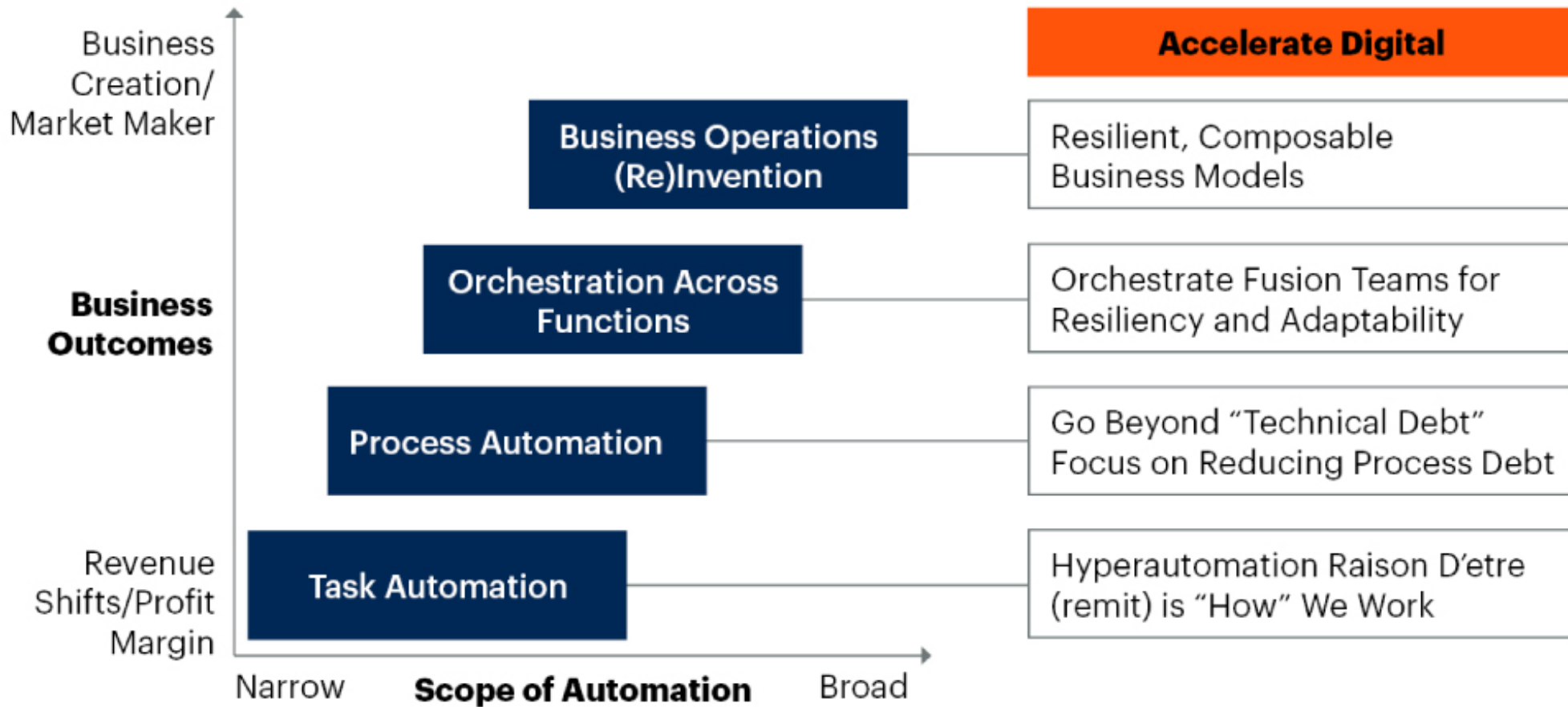
Identify Your Customer Journey

BC Implementation

Sales/Order Management Integration (Sales Professional)

OH&S Regulatory Requirement (Power Apps)

Production Monitoring (Power BI)

EDI Integration (ISV)
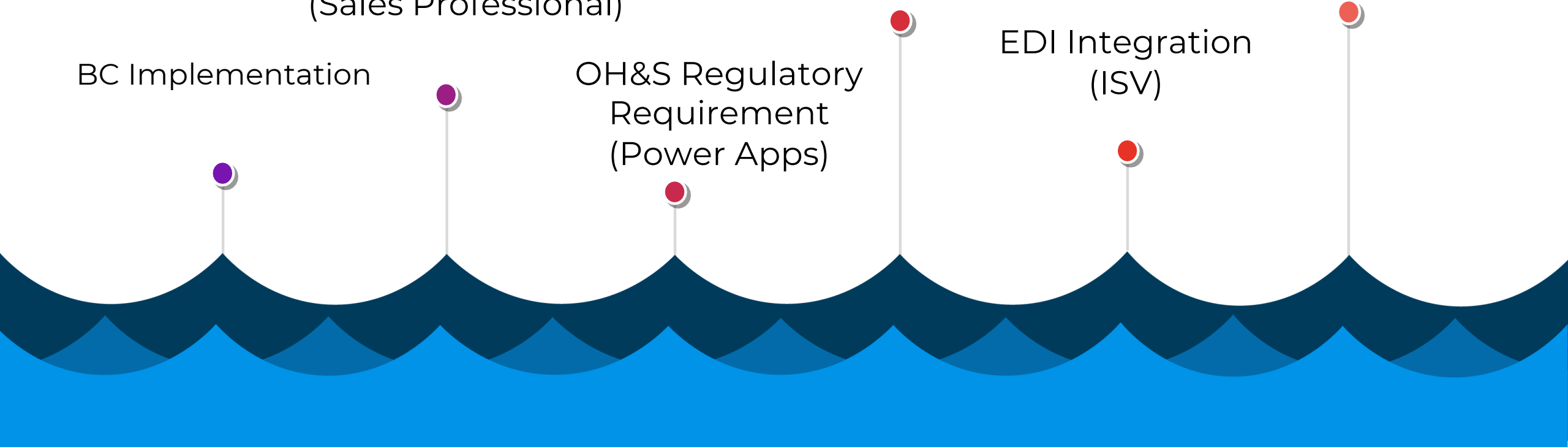
SharePoint Proposal Workflow (Power Automate)

Identify High Volume Opportunity & Focus

Create Differentiated Solutions

Package & Price Offers/Fast Track Immediate Value

Generate Demand

Engagement & Conversion

Accelerate Remote & Virtual Sales

Increase Customer Lifetime Value

Driving Scale & Growth

Partner to Partner

1. Better understand the P2P model
2. Find the suitable Financial Model
3. Get in touch with Indirect Providers

Aka.ms/SMBP2P

Business Applications SMB P2P resources COLLECTION

Last Modified 2020-07-16

Leverage other partners to deliver end-to-end Business Central, Dynamics
Power Apps solutions for your SMB customers.

This campaign's content

Showing **1-9** of **9** assets

539.1 KB	341.8 KB	69.9 KB	56.9 KB
P2P overview: Sell Dynamics 365 without becoming an expert	The Partner-to-Partner Opportunity	P2P Financial Model (MW Partner Lead Referral Revenue Share)	P2P Financial Model (MW Partner Lead Referral Incentives)
Launch a new business quickly by working with an experienced partner.	An overview of the P2P value chain.	Identify the financial impact of ongoing revenue share.	Identify the financial impact of lead incentives.
2020-08-17	2020-07-16	2020-07-16	2020-07-16
113.8 KB	128.8 KB	07:37	05:54
P2P Financial Model (MW BC Build)	P2P Financial Model (Dynamics Existing Provider)	Modern Workplace partner lead referral compensation models tutorial	Modern Workplace partner Dynamics practice build tutorial
Identify the financial impact of building a Dynamics practice.	Identify the financial impact of implementing solutions from referrals.	Learn how to complete the Lead Referral financial models.	Learn to complete the financial model for building a Dynamics practice.
2020-07-16	2020-07-16	2020-07-16	2020-07-16
07:01			
Existing Dynamics provider tutorial			

Post-deployment Nurture Programs

1. Customer onboarding
2. Education: lesson-based nurture
3. Product/service/news updates
4. Milestone nurture
5. Legacy customer nurture
6. Advocacy and case studies

Directions Asia Attendee Limited Exclusive Offer

**High Volume
Acceleration Program**

50% off $2,400 US

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❑ *Limited to **first 5 partners only***
❑ *Must register April 26 -30*
❑ *On Demand*
Email: Marcie@neuralimpact.ca

For Sessions Slides and Resources Visit:

https://neuralimpact.ca/directions-asia-2023

Come & See Me at
Directions 4 Partners!

Microsoft + NEURAL IMPACT — The Neuroscience of Emotional Engagement

Session	Speakers	Time	Location
8 Capabilities Needed to Grow a SaaS Business	Sharka Chobot	Thursday April 27 3:10 – 3:55	Air
Accelerate the Sales Process with Packaged Cloud Solutions	Sharka Chobot	Friday April 28 2:10 – 2:55	Air

Please Take 1 Min to Rate this Session Now

Thank you
Sharka@neuralmpact.ca
www.NeuralImpact.ca

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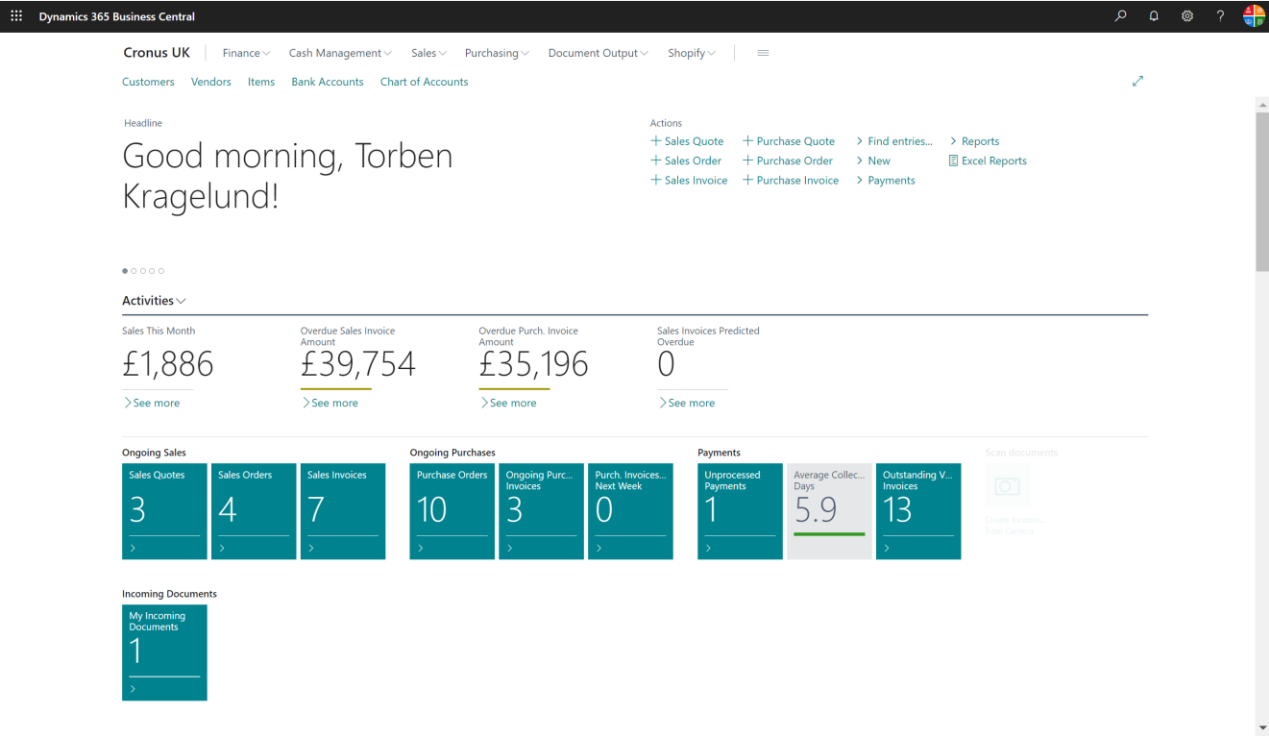Text goes here

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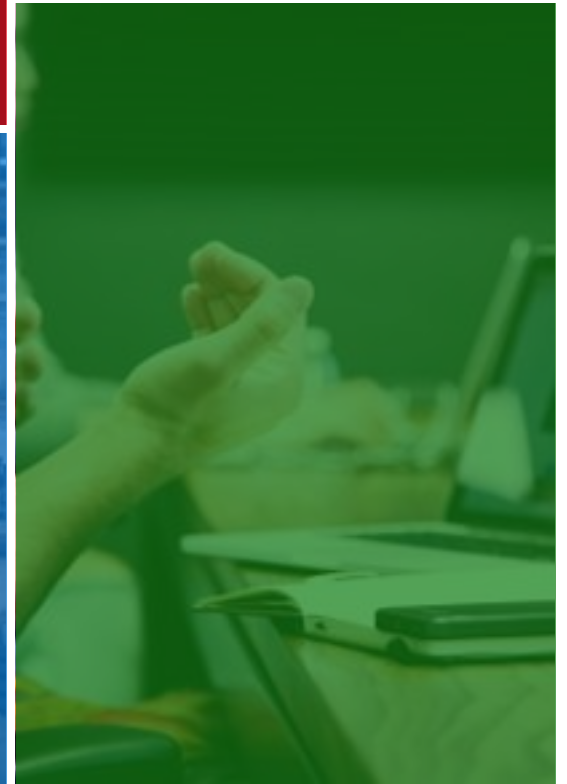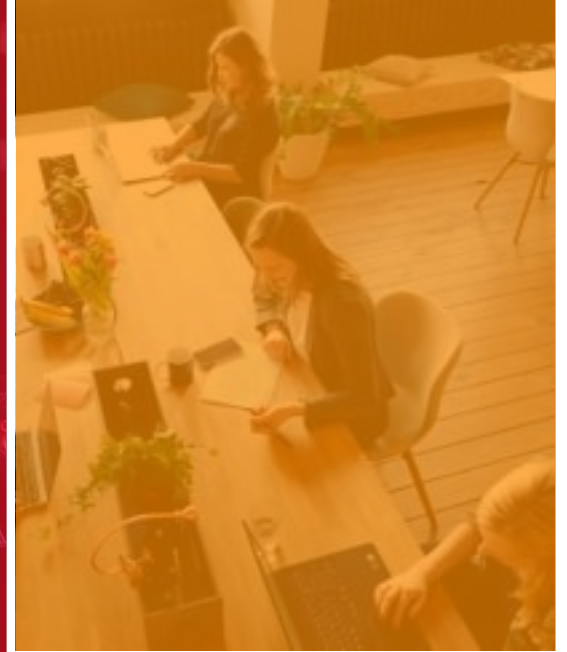
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Category 1   Category 2   Category 3   Category 4

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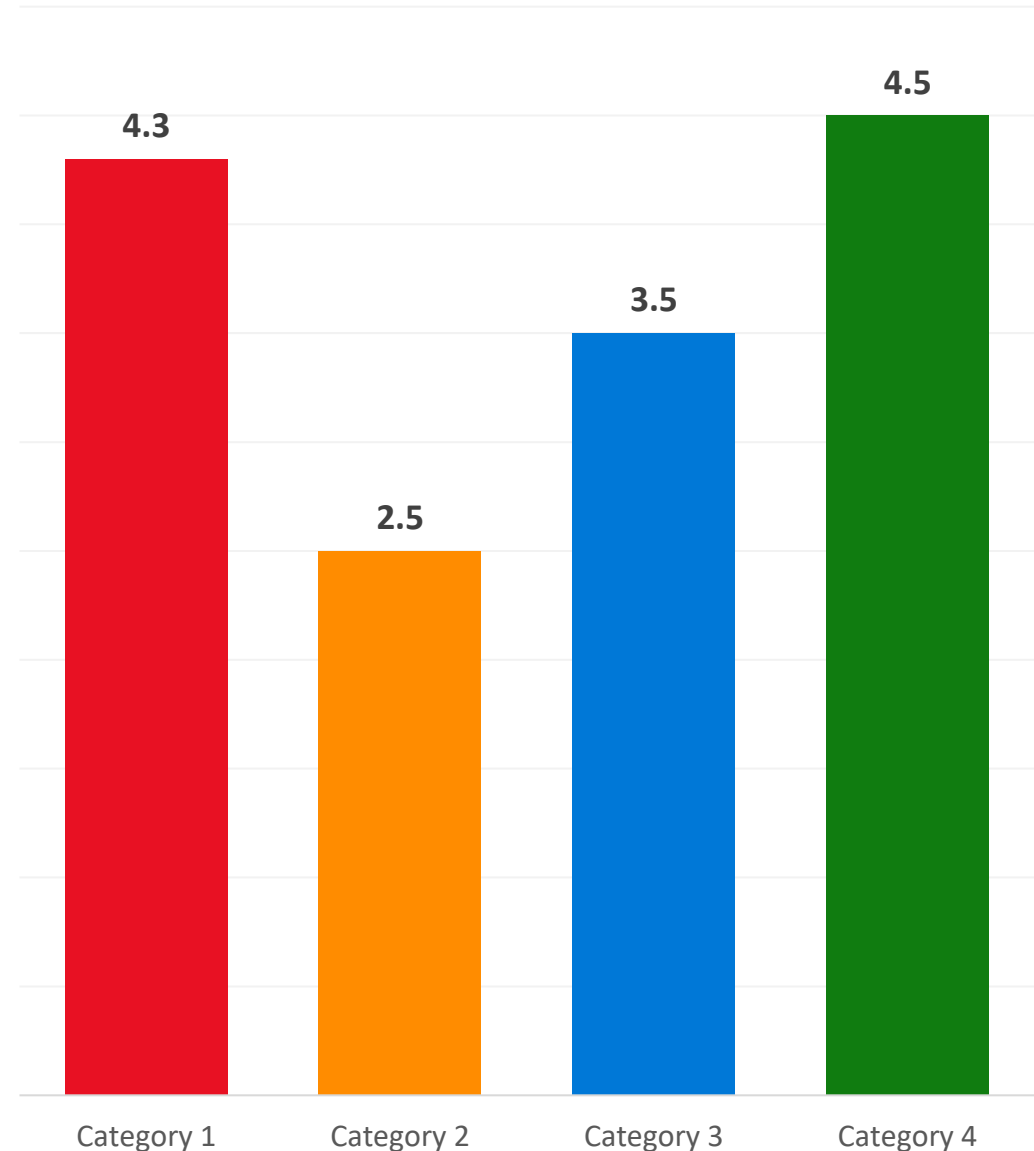
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