

ORACLE NETSUITE

# SuiteLife



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| <b>Course:</b>                                                                                                                                                            | Demo and Delivery Week                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                           |                                                                                                                                                                                        |
| <b>Language:</b>                                                                                                                                                          | English                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                           |                                                                                                                                                                                        |
| <b>Class Dates and Times:</b>                                                                                                                                             | Monday, August 8 <sup>th</sup> – Friday, August 12 <sup>th</sup><br>8am – 3:30pm (Central European Time)<br>10am – 5:30pm (Dubai time)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                           |                                                                                                                                                                                        |
| <b>Focus Region:</b>                                                                                                                                                      | This class is primarily aimed at Partners based in ECEMEA.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                           |                                                                                                                                                                                        |
| <b>Agenda:</b>                                                                                                                                                            | <p>The Demo &amp; Delivery class is a blend of all of the most important practices and skills that you need to acquire whether your role is that of a Pre-Sales/Solution Consultant or an Implementation Consultant.</p> <table><tr><td><b>Demo Track Highlights Include:</b><br/>Pre-Sales Motion<br/>Demo Excellence<br/>Demo Best Practices<br/>Leading Practices<br/>Technical Overview<br/>Pulling it all Together</td><td><b>Delivery Track Highlights Include:</b><br/>How to Implement<br/>Project Kick-off<br/>Bundle Deployment<br/>Personalization &amp; Customization<br/>Data Migration<br/>Go Live &amp; Project Close</td></tr></table> | <b>Demo Track Highlights Include:</b><br>Pre-Sales Motion<br>Demo Excellence<br>Demo Best Practices<br>Leading Practices<br>Technical Overview<br>Pulling it all Together | <b>Delivery Track Highlights Include:</b><br>How to Implement<br>Project Kick-off<br>Bundle Deployment<br>Personalization & Customization<br>Data Migration<br>Go Live & Project Close |
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| <b>Pre-work</b>                                                                                                                                                           | You must complete the required pre-work in the Learning Portal before attending class (refer to your class confirmation email for details). However, if you completed any of the training courses in in the pre-work curriculum previously, please notify <a href="mailto:nsgbu-partnerenablement_ww@oracle.com">nsgbu-partnerenablement_ww@oracle.com</a>                                                                                                                                                                                                                                                                                             |                                                                                                                                                                           |                                                                                                                                                                                        |
| <b>Pre-Class Check-in Session</b>                                                                                                                                         | <b>It is mandatory that each attendee join a pre-class check-in session</b> , to ensure you are fully prepared for your class. In the session your class facilitators will: <ul style="list-style-type: none"><li>• Confirm which track or tracks you plan to attend</li><li>• Review Zoom features that will be used for the class delivery</li><li>• Ensure that you have access to all the resources and tools you will need for the class</li><li>• Answer any questions you may have about the pre-work</li></ul>                                                                                                                                 |                                                                                                                                                                           |                                                                                                                                                                                        |
| <b>Zoom Invitation</b>                                                                                                                                                    | Watch your inbox for Zoom invitations: <ul style="list-style-type: none"><li>• Check-In session invitation will be sent approximately two weeks before class</li><li>• Class invitation will be sent after Check-in session</li><li>• Please note that the Zoom meeting will be open 15 minutes in advance of the official start time, should you wish to test your Zoom settings and get comfortable ahead of the class start.</li></ul>                                                                                                                                                                                                              |                                                                                                                                                                           |                                                                                                                                                                                        |

**Webcam**

A webcam is not mandatory, but it is recommended! At certain points, the Facilitators will invite attendees to use their webcams such as at the beginning of each class and during the wrap-up portions at the end of each day.