



The Intelligent Revenue Workshop

17th May 2022

Ovolo Woolloomooloo

6 Cowper Wharf Roadway, Woolloomooloo NSW 2011

It's time for a different revenue story. An Intelligent Revenue story.

Intelligent Revenue is a new approach to creating the resilience that your business needs to grow profitably and predictably, regardless of changes in the market. It not only considers the boardroom strategy for business growth, but also the operating system to drive seller behaviour.

At Unleashed on Tour Sydney, you will learn how to put sellers at the heart of your Revenue Operations strategy to drive resilience, predictability and profitability for your business. See you there!

Agenda

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| 14.30 - 15.00 | Registration & Refreshments |
| 15.00 - 15.30 | Keynote: From Boardroom Strategy to Seller Behaviour: Why Intelligent Revenue is the Future of Business Resiliency
Speaker: Nick Arnott, Xactly |
| 15.30 - 16.00 | From Spreadsheets to Strategy: How Vodafone Boosts Efficiencies with Effective Incentives Processes
Speakers: Tracey Henley, Vodafone + Sean Poulson, Xactly |
| 16.00 - 16.30 | Commissions Made Simple: How simPRO Streamlined Their Approach to Revenue Performance
Speakers: Madeleine Coutanceau, simPRO + Nick Vildzius, Xactly |
| 16.30 - 17.00 | Fireside Chat: The Role of Finance in Commission Planning and Execution
Speakers: Amy Nally, Xero + Sean Poulson, Xactly |
| 17.00 - 18.00 | NETWORKING RECEPTION |

