OpenAir®
A NETSUITE COMPANY

User Summit 2008

NetSuite Partners, Join Us!

User Summit 2008 is the premier event for OpenAir clients and sponsors looking to optimize their use of OpenAir and expand their networks into a variety of industries. The conference provides the opportunity to learn best practices from OpenAir staff and users, receive one-on-one training, and network with fellow services professionals.

Following OpenAir's merger with NetSuite, we are excited to extend an invitation to attend our Summit to all of NetSuite's Solution Provider and NS-BOS Developer partners. The User Summit is a great opportunity to increase your OpenAir knowledge and learn about our product's functionalities.

Additionally, we still have sponsorship opportunities available. For as little at $1K, you can communicate directly with our users and improve your visibility at the Summit, allowing you to showcase your organization's offerings to our User Community. If you are interested in being a OpenAir Summit sponsor, please see our Sponsor Program.

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Feedback from last year's Summit

We have enjoyed great success with our attendees from previous years.

84% were very pleased with the content

86% were very pleased with the value

89% would consider attending again

Participants by industry & company size

The User Summit brings together users from different backgrounds, industries and company sizes, ranging from small and medium-sized businnesses to large enterprises.

Industry

Software	37%
Business Services and Consulting	34%
Creative Firms	7%
Technology	5%
Healthcare	4%
Financial Services	4%
Communications	3%
Other	6%

Company Size (Employees)

1000 +	25%
501–999	19%
201–500	19%
101–200	26%
100 or fewer	11%

The User Summit provides partners with the opportunity to reach a targeted audience to build their pipeline and gain access to a forum of high level executives.

User Summit attendees wrote ...

John Carr, VP Operations, ICS, Inc. ...

I really did enjoy the Summit this year. Kudos to you and all the OpenAir staff for doing an excellent job … Thanks again for a great experience. OpenAir is definitely another one of Boston's Championship Teams!

Joe Longo, VP Professional Services Operations, MetricStream ...

This Summit surpassed last year, which was excellent.
I am looking forward to 2008.

Jonathan Schultz, Senior Project Manager, Court Square Group ...

Each of us learned many new tips that will add significant value to our organization. We really enjoyed the client presentations showing different and creative ways to implement OpenAir and getting to meet representatives from the other clients and the OpenAir staff was invaluable!

User Summit partners wrote ...

Jodi Cicci, President and CEO, TOP Step Consulting ...

The OpenAir User Summit is truly a unique experience. The breadth of users in the community crosses industries, markets, job functions, and management levels giving sponsors the ability to reach customers at almost all levels. Combined with attendees and presenters from OpenAir partner solutions, you get a potentially unlimited customer base exposure for your business. The networking opportunities I gained in sponsoring the event were invaluable in growing my business.

Randy Mysliviec, President, RTM Consulting, LLC ...

The OpenAir user summit provides an outstanding forum for consultants and other vendors to network with PS operators.
The event also provides a real-time opportunity to learn what the challenges are facing PS operators at all levels.

Scott Fletcher, Director, InfoMentis ...

Sponsoring OpenAir's User Summit opened new doors of opportunity with some of today's leading technology companies and those on the rise.

What's new this year

We are excited to introduce several new sessions and client presentations, improved break-out sessions, a pre-summit agenda, and a sponsor expo this year. We are focusing on providing extremely valuable content on all sessions and meet all our attendees' needs regardless of their knowledge of the product.

Some of the training topics and client presentations this year include:

- Customizing OpenAir for your Company
- Using Earned Value Metrics in OpenAir
- Project Accounting
- Keeping your resources off of the bench - managing resources in OpenAir
- Advanced Resource Management techniques
- Managing your workforce in OpenAir
- Project Management
- Reporting
- Integration excellence - integrating mergers/acquisitions quickly and effectively
- Managing different businesses in OpenAir
- Optimizing the Resource Management Process
- Forecasting revenue in OpenAir
- Top 10 hurdles to optimizing OpenAir for your company
- Standardizing OpenAir in a global environment

The break-out sessions agenda has also been expended to include new and improved topics:

- More 1:1 Pro Serv time
- More 1:1 Support sessions
- End User T&E Training session
- Crystal Reports integration session
- MS Project Connector session
- GL Integrations sessions

Register at openair.com/summit.html if you haven't yet!

There is a preferred group rate at the Westin starting at $319/night. Availability is limited so reserve your rooms now. You can find more information about the by using the link on our site and login pages. We are pleased to invite NetSuite partners to attend for the discounted price of $399. We look forward to seeing you this fall!