

ASI Partner Connect

Partner Day Agenda | 9:00 AM – 5:00 PM

Time	Session
9:00 – 9:50 AM	Opening Session: Where We’re Going — and How We’ll Get There ASI’s new product strategy has been shaped by extensive feedback from our customers, partners, and the people who work with our products every day. In this opening session, our Chief Product Officer will share where we’re headed across the ASI product portfolio, what we heard, what we learned, and what we are going to do differently as a result. This won’t be a list of recently released features or another roadmap review. It’s a conversation about our strategic priorities, how we developed them, and how we plan to execute against them. Come hear where we’re going, why we believe it matters, and how we plan to deliver.
9:50 – 10:05 AM	Break
10:05 – 10:55 AM	Fast. Focused. Successful. The Configured For You™ Approach to Modern iMIS Implementations Traditional implementations can be lengthy, complex, and demanding on client staff. Learn how ASI's Configured For You (CFY) methodology is changing that experience by combining proven best practices, streamlined processes, QuickStart template, and a highly structured implementation framework designed to accelerate time-to-value. In this session, we'll share the results from our BHAG Initiative (Big Hairy Audacious Goal to cut implementation costs by 40%) and how it has helped improve the CFY methodology. We'll uncover how CFY has helped organizations go live faster, reduce implementation burden, and increase their chances of project success through a repeatable approach that focuses on what matters most: achieving business outcomes quickly and confidently. You'll leave with practical ideas for simplifying implementations while creating happier clients and stronger long-term partnerships.
10:55 – 11:10 AM	Break
11:10 AM – 12:00 PM	From Effort to Efficiency: The Client Success Toolkit for Modern iMIS Implementations ASI's Client Success team has a clear ambition for 2026: to significantly reduce the time it takes to deliver successful iMIS implementations. This session explores how DDRS and the Client Success toolkit are making that possible, including the workflows, tools, and delivery patterns that reduce friction throughout the implementation lifecycle. Partners will leave with practical approaches to reduce rework, accelerate go-live, and deliver more value in less time.
12:00 – 1:00 PM	Lunch
1:00 – 1:50 PM	Beyond Go-Live: Creating Training and Documentation That Actually Works A successful implementation doesn't end when the system goes live. Customers need training and documentation that reflect how their iMIS environment is actually configured, help users become comfortable with the system, and remain useful long after implementation. In this session, ASI training and documentation experts will join a Solution Provider to share practical guidance on what makes customer training and documentation effective. We'll cover how to design training that drives adoption, what users need before and after go-live, how to organize documentation so people can actually find and use it, and how to keep both from becoming outdated or ignored. You'll also see real-world examples of how a Solution Provider approaches training and documentation for its customers. The goal is simple: leave with practical ideas you can use to create better training, better documentation, and a better overall experience for your customers.
1:50 – 2:05 PM	Break
2:05 – 2:55 PM	Better Solutions by Design: Choosing the Right Path in iMIS Learn how ASI Client Success and an experienced iMIS Partner approach solution design with a shared goal: finding the simplest, most sustainable way to meet a client's business requirements. Using a practical decision framework, this session explores how to evaluate requirements and prioritize standard iMIS capabilities, configuration, partner solutions, and product enhancements before turning to custom development. You'll see how this approach can reduce complexity and risk, control costs, preserve upgradability, and lead to better long-term solutions for clients.
2:55 – 3:10 PM	Break
3:10 – 4:00 PM	Building the Next Generation of iMIS Consultants If the iMIS community is going to grow, we need to do more than compete for the same pool of experienced consultants. We need to bring new talent into the industry and help them become productive, confident, client-ready iMIS professionals. In this session, leaders from Causeis and Bursting Silver will share how they identify, hire, onboard, and develop consultants who may have little or no prior iMIS experience. They'll discuss what they look for beyond technical skills, what can be taught, how they structure the first 30, 60, and 90 days, and how they balance formal training with real-world client experience. They'll also share how they evaluate progress, determine when someone is ready for greater independence, recognize when a hire may not be the right fit, and some of the lessons they've learned along the way. This session is about more than hiring. It's about building the talent pipeline our entire iMIS community will need to grow successfully over the next several years.
4:00 – 4:10 PM	Break

4:10 – 5:00 PM

Closing Session: Excellent, and Underpriced: What 509 Professional Services Firms Reveal About Firms Like Yours

In this can't miss closing session, Alan Waitt breaks down what's actually happening across the professional services industry right now: falling utilization, the "10-person cliff" that quietly wrecks growing firms, what the top 20% of performers do differently (hint: it's not working harder), and where small firms are quietly out-adopting AI faster than firms 100x their size. Expect live polls, a 60-second self-audit you can do from your seat, and a question at the end you'll still be chewing on during Emergence.
