



USERS CONFERENCE 2020

Virtual Sessions

VisibleThread

Customer Best Practises | New Product Capability | Tips & Tricks

Virtual Sessions

VT University Live Sessions – April 2020

WEDNESDAY

APRIL 08th

12:00 – 1:00pm EST

60 mins

VT Docs Dictionary & Discovery Tab Tutorial
Learn about the features within Dictionaries and Discovery. Discover how they apply to your RFP process.

[Register now.](#)

THURSDAY

APRIL 23rd

12:00 – 1:00pm EST

60 mins

What's New and What's Coming in VT
We will share product updates from VisibleThread. Enjoy an overview of what's new and what's to come in VT Docs, VT Readability and Insights.

[Register now.](#)

THURSDAY

APRIL 30th

12:00 – 1:00pm EST

60 mins

Using Macros to Customize VT Docs
Learn about this customization functionality in VT Docs. This is an advanced session. Participants should be confident in creating compliance and responsibility matrices with VT Docs. You have expert Excel knowledge and preferably experience using VBA in Excel.

[Register now.](#)

VT Users Sessions & Panels – May – July 2020

THURSDAY		MAY 21st
12:00 – 12:45pm EST	45 mins	Express Scripts – Madison Diemer Using VisibleThread to Drive Sales & RFP Strategy Register now.
THURSDAY		JUNE 04th
12:00 – 12:45pm EST	45 mins	ISCI – Karnita McElveen The Business Impact of VT Docs - Going beyond the Compliance Matrix Register now.
MORE TO BE ANNOUNCED		
June		Panel Discussion – Mark Amtower The Role of Social Media in Positioning to Win
More to come		

Session Details

Thursday, May 21st, 12pm EST
Using VisibleThread to Drive Sales & RFP Strategy
Madison Diemer, Project Manager at Express Scripts



Express Scripts is finding creative ways to use VisibleThread to reduce inefficiencies and identify strategic areas of opportunity in our sales process. Madison will discuss how Express Scripts has compared multiple documents within VisibleThread to create RFP response templates and identify strategic questions. She will further outline how they are exploring using VisibleThread to help assess and assign workload.

About Madison Diemer: Madison is a project manager for Express Scripts' Bid Strategy and Execution team. In her role, she manages the request for proposal (RFP) process. This includes proposal response and follow-up, for the Health Plan and Public Sector divisions. Since joining Express Scripts in 2014, she has helped win and retain more than 79 million prescriptions for the company. Madison earned her Bachelor of Arts in Business Administration from Wartburg College.



[Book your space.](#)

Thursday, June 04th – 12pm EST

The Business Impact of VT Docs – Going Beyond the Compliance Matrix
Karnita McElveen, VP of Operations and PMO at
Information Sciences Consulting, Inc. (ISCI)



In this session, Karnita will talk about ISCI's journey from less than 5% utilization of VisibleThread to now using it regularly for proposals, contracts and task orders, and in the program management office (PMO). Additionally, she will discuss how she used VisibleThread to free up time resulting in room for her personal and professional growth in just 1 year in a new company. Ultimately, how using VT allowed her to create space to contribute to the growth of the business and clearing a path for her professional growth.

About Karnita McElveen: Karnita is the Vice President of Operations and the Program Management Office (PMO) for Information Sciences Consulting, Inc. (ISCI). Karnita is a transformational leader. She forms alliances with individuals and business leaders. She does this via a thought-provoking and creative business process that supports organizational effectiveness and collaborative team-building. She served her country in the military and spent nearly two decades working in the Aerospace and Defense Industry. Karnita knows what truly drives growth and profitability. Karnita is also a certified proposal manager. She has worked in corporations and with business leaders around the world. Her goal is to win business based on her passion for business, and commitment to meeting customer and market demands.



Karnita is a member of Walden University's Nu Rho Chapter of the International Business Honor Society, Delta Mu Delta (DMD), and the National Society of Leadership and Success. She holds a BA in Project Management as well as a dual MBA in Operations Management and Human Resource Management from American Intercontinental University. She focusses her doctoral studies on the development of talented, high-potential leaders to help organizations meet business objectives. Karnita believes that organizational excellence can be met by setting high expectations while living out the mission and values.

[Book your space.](#)

Date to be confirmed

Panel Discussion – The Role of Social Media in Positioning to Win
Moderated by Mark Amtower, Amtower & Company

Featuring:

Allan Rubin, CMO at ORock Technologies, Inc
Patricia David-Muffet, VP Marketing at Booz Allen Hamilton
Fergal McGovern, CEO at VisibleThread

