Call for Speakers - The NAMA Show 2025

Submission Deadline: **Thursday, November 14th, 2024.**

Welcome to The NAMA Show 2025 Call for Speakers. This form contains five sections:

1. Welcome
2. Submitter Info
3. Session Info
4. Speaker Info
5. Acknowledgement of Speaker Terms

Any questions can be submitted to elarson@namanow.org.

Please note submissions not pertaining specifically to The NAMA Show audience are subject to prescreening by NAMA's Education Department before advancing to the review process. As always, participation in The NAMA Show education is an unpaid, voluntary speaking opportunity.

Submissions like yours help the convenience services industry advance as a whole. Thank you very much for your participation in our Call for Speakers.

Please enter your information. This will allow us to get in touch after reviewing your submission.

Session Title
Software: When, why, and how to implement into your business. An open forum Q&A with expert panelists.

Submitter Name
Nate McQuillen

Submitter Email
Redacted

Submitter Phone
Redacted

Select a Topic
Technology

Select a Secondary Topic (Optional)
Sales/Business Development

Description of Proposed Session
VMS, ERP, and all niche software applications make big promises...but are you and your company ready for the challenge?

Digital Transformation opportunities include both Operational Improvement and Growth Driver initiatives. This will mean different things for different companies and step one is defining your needs through internal analysis.

Designing your plan for implementation effectively through research, ideation, and creating back up plans. Planning for process, people, and operational changes while strategizing for pushback and obstacles.

Ongoing training, maintenance and successful change management is crucial to deliver sustainable business benefits.

Ideal Length of Proposed Session
50 Minutes

Target Audience
Operators of all shapes and sizes will benefit

Target Audience Business Channels (Select All That Apply)
Vending
Micro Markets
Office Coffee Services
Pantry Services
Commissary Operations

Target Audience Areas of Business	**Target Audience Industry Experience**
CEO, CTO, CIO, Director of Operations, Sales	Applicable to new and experienced operators.

Session Relevance to Audience
Attendees should literally walk out of the session into the expo and apply what they have learned in their decision making process. They'll also have simple steps and good advice they can utilize in their business.

Presentation Style
Town Meeting style Q&A

Learning Objectives
Provide 3 learning objectives that are clear, measurable, and achievable. Complete the sentence, 'Upon completion, participants will be able to…' Use action words to begin this learning objective, such as list, describe, define, demonstrate, conduct, etc.

Upon completion, participants will be able to…
effectively determine whether they are ready to purchase and implement new software.

Upon completion, participants will be able to…
decide which software fits best for their business.

Upon completion, participants will be able to…
create reasonable goals and expectations for implementation and change management with software roll out.

Additional Comments (Optional)
Thank you for your consideration!

Please add information for up to four speakers. Click "Add Item" near the bottom of the page to add additional speakers.

Speaker(s)

Item 1

Name
Nate McQuillen

Role
Moderator

Company
WTIwireless

Position
Director of Sales Development

Speaker Email
Redacted

Speaker Phone
Redacted

Biography
After over a decade managing successful restaurants and clubs, Nate went back to college for Network Administration to begin a new career in the world of technology. Graduating Suma Cum Laude, he was hired on by Patterson Companies after a successful internship with their network administration and hardware department. Originally starting as a digital support specialist, he quickly moved into quality assurance analysis for their flagship software line Eaglesoft. There he specialized in hardware integrations, and completely reconfigured the expansive quality assurance lab with a streamlined workflow for testing. After a few years at Patterson, Nate went on to manage an IT company spread over several states. Specializing in building offsite hardware configurations, installing those configurations, and eventually selling them. Next, Nate was hand selected by the CEO of J&J Ventures to be the Director of Sales and Marketing at SMART Software where he expanded the company both nationally and globally. Currently Nate works with WTIwireless as the Director of Sales Development, and continues to speak at national conferences across the country about technology and digital transformation. In his free time Nate djs at clubs/festivals along with nurturing his inner nerd by staying on top of bleeding edge technologies. Professional club/festival DJ, lover of dogs, sports, food, and vinyl records.

Headshot