

Essential SCADA



Target audience

Internal and external commercial staff, including:

- Telesales
- External sales
- Business Development
- Trade counter sales staff
- Technical support

Prerequisite knowledge

- You will be required to complete a pre-course evaluation to ensure this is the right course for your requirements

Duration and delivery

- A one day course

Training code: IA29

For further information or registration

- Contact us on 0870 608 8 608 or email us on GB-Industry-Training@gb.schneider-electric.com

Objectives

- Understand the Supervisory Control And Data Acquisition (SCADA) market place and the key players
- Share the strategy of Schneider Electric and our SCADA offer
- Learn the fundamentals of SCADA; reporting and database solutions
- Learn how to select a product in response to customer requirements

Content

- Key features, benefits and unique selling points
- Sales tools and literature; what is available and how to use it effectively
- Complimentary services; where and how to include them

Products and technology featured:

- Vijeo Citect
- Vijeo Historian
- OFS (OPC server)
- SG2
- UAG

Training and teaching method

- Presentations and demonstrations with product selection and exercises
- Products from our offer will be used to demonstrate or explain learning points throughout the day