

Energy Efficiency solutions



Target audience

Internal and external commercial staff, including:

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

Prerequisite knowledge

- Preferably you will have completed the Essential Drives & Soft Starts course
- You will also 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: IA70

For further information or registration

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

Objectives

- Learn the skills required to identify opportunities for energy efficiency solutions
- See how to present to industry the cost savings that can be achieved through energy efficiency measures using a simple 4 step approach
- Understand the importance of metering as a way of identifying where energy is used and for demonstrating the effectiveness of energy saving measures taken
- Learn how ambitious energy savings of up to 30% can be targeted with existing offers and technologies
- Learn the benefits of Schneider Electric's energy audit services

Content

- Case studies covering a variety of energy efficiency solutions
- Example drives payback calculations using Schneider Electric software
- Presentation of the energy efficiency sales tools containing many examples of how energy saving can be achieved based on the type of building or industry
- Sales tools and literature; what is available and how to use it effectively

Products featured:

- Altivar variable speed drives
- PowerLogic metering
- SCADA and HMI for data collection, visualisation and reporting either directly or via the web

Training and teaching method

- Presentations, discussions and application case studies with an emphasis on solution selling scenarios
- Products from our offer will be used to demonstrate or explain learning points throughout the day