

Drives 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: IA263

For further information or registration

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

Objectives

- Develop the skills required to identify the right variable speed drive (VSD), drive solution according to application needs
- Understand the strengths and weaknesses against our competitors
- Develop a solution style sales approach to spot opportunities and grow business
- Learn the energy efficiency opportunities for drive based solutions
- Understand how a drive can be integrated into an automation solution and the various connectivity options available

Content

- Familiarisation with application case studies to demonstrate past solutions successes to enhance knowledge of sales opportunities
- Explanations covering harmonics, radio frequency interference (RFI) and the solutions available
- Examples of drives solutions through case studies
- Comparisons of the Schneider Electric Altivar range of drives to identify the best fit for application
- Comparisons with alternative motor starting products available in the market place

Products featured:

- ATV21
- ATV31
- ATV61
- ATV71

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