

Essential Automation Low End Control



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: IA26

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 automation market place and the key players
- Learn how to use our Zelio configuration software
- Share the strategy of Schneider Electric and our automation offer
- Learn how to select a product in response to customer requirements

Content

- Presenting the Zelio Logic smart relay and the versatile Twido nano-PLC (Programmable Logic Controller) automation offers
- An overview of the pull through products that compliment and add value to our automation offer
- Key features, benefits and unique selling points
- Sales tools and literature; what is available and how to use it effectively

Products featured:

- Zelio Logic
- ZelioSoft (software)
- Twido

Training and teaching method

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