

Machine safety solutions



Objectives

- Understand the process of safe machinery control system design in accordance with current standards with worked examples and handout material
- Understand the complete Schneider Electric safety solutions offer, with explanation on how safety integrates with other elements of our offer
- Develop a solution style sales approach to spot opportunities and grow business

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 Machine Safety 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: IA65

For further information or registration

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

Content

- Key features, benefits and unique selling points
- Comparisons to alternative machine safety solutions in the market place
- Selection and application knowledge, with the principle of using software in a safety controller
- Sales tools and literature; what is available and how to use it effectively

Products featured:

- Safety detection components
- Safety relays, controllers, Programmable Logic Controllers
- Safety dialogue components

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