Course description

F427w
ABB Power Care webinar

Find out more about ABB Power Care
- Understand what is ABB Power Care
- Find out how it is different from a standard Service Agreement
- Learn the features of ABB Power Care that can help you sell better
- Discover how to read the Power Care Matrix
- Effectively find and use marketing materials for your sales activities

We will answer these questions
- What is ABB Power Care?
- How is it different for the service agreements that we have been selling?
- What is the benefit for the clients?
- How can it help us to sell more?

Participant profile
- LPBS and LPLS service managers
- LPBS and LPLS sales and marketing employees
- Service technicians and engineers

Prerequisites and recommendations
A general background knowledge on low voltage switchgear is recommended

Course type
This webinar is led by an instructor; click here to enroll.

When
2 sessions on 20 October 2015:
- 10:00 AM GMT+2
- 4:00 PM GMT+2