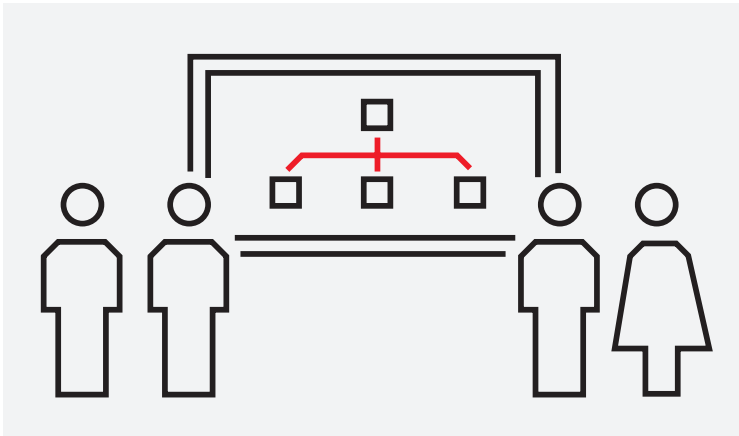


COURSE DESCRIPTION

S346

Combustion Instruments – Flame Scanners



The trainees will enhance their sales and technical knowledge of combustion instruments – Flame Scanners. This enables building up the sales and faster technical resolving abilities.

Learning objectives

Upon completion of this course, and depending on the specific training blocks that are selected, students will be able to:

- Gain the basic and advanced knowledge about different types of power plant boilers
- Use the price book of combustion instruments
- Know the differences between different types of flame scanners
- Setup the scope of solution for power generation (PG) application
- Setup the scope of solution for process industry (PI) application
- Know how to deal with competitors
- Create a solution for Retrofit DFS
- Create a solution for Retrofit MFD/UR
- Create a solution for Retrofit Flamon
- Create a solution for Retrofit Forney/Fireye
- Create a solution for industrial furnace/turbine

Participant profile

This training is targeted for sales and application engineers, commissioning and maintenance personnel, service engineers and system integrators.

Prerequisites

There are no specific requirements for taking up the S346 Course.

Topics

- Entry-level on flame scanner basics
- Commercial and Quotation basics for flame scanner
- Sales on power generation (PG) application
- Sales on process industry (PI) application
- Competitor comparison and battle cards
- Advanced Flame Scanner products training
- Retrofit DFS
- Retrofit MFD/UR
- Retrofit Flamon
- Retrofit Forney/Fireye
- Retrofit experience sharing
- Application on boiler/scanner integration
- Application on industrial furnace/turbine

Course type and methods

This is an instructor led course with interactive classroom discussions. For those who cannot conveniently join the face to face course, remote online conference is also available.

Duration

2 1/2 days

Agenda

Day 1	Day 2	Day 3
Entry-level on flame scanner basics	Advanced Flame Scanner products	Application on boiler/scanner integration
Commercial and quotation basics for flame scanner	Retrofit DFS	Application on industrial furnace/turbine
Sales on power generation (PG) application	Retrofit MFD/UR	
Sales on process industry (PI) application	Retrofit Flamon	
Competitor comparison and battle cards	Retrofit Forney/Fireye	
	Retrofit experience sharing	

Note:

- Day 1 Topics are more focused on Hub and LBU sales/engineers
- Day 2 Topics are more focused on L2 technical support engineers
- Day 3 Topics are more focused on application engineers