

Course duration

The duration is 5 days.

Sunday	arrival
Monday	all day training
Tuesday	all day training
Wednesday	all day training
Thursday	all day training
Friday	morning training (till 12:30)

Location

Bergamo - Italy. Half a day will be spent in Dalmine (hands-on).

Course type

This is a classroom course with activities led by an instructor. The language is English.

Course goal

After this training, you will have a complete overview of the BU products, enjoying all the fundamental info in order to promote ABB to consultants and designers.

The training includes Standards details, technical and applications information, some marketing and competitors details and hands-on sessions.

Student profile

The basic training is intended for technical promoters, but participation of new hired product managers and sales engineers is also possible (better if starting from Monday at 14:00).

Prerequisites and recommendations

The student must have a basic electro technical knowledge.



Main topics

Day 1, Monday

- Introduction to Core Team for promotion
- Products comparison (features as an advantage to our competitors)
- Tools for promoters (web, tender specifications, killer kit, technical documents)
- DOC software - part 1

Day 2, Tuesday

- Basic product training LVBS (standards, selection criteria, ACBs and MCCBs, fusegear, switches, features and ranges)

Day 3, Wednesday

- Selectivity and back-up
- Technical comparison between breaker and fuses
- DOC software - part 2

Day 4, Thursday

- Communication with ABB breakers (and other ABB products) and Ekip connect software
- Hands session on Tmax, Tmax XT, Emax, Emax 2

Day 5, Friday (morning)

- Power manager (features and application example for promotion)
- Emax 2 Ekip G Touch / Hi-Touch for generator protection, ATS transfer switch

