Course description

F318w
Discover Retrofitting Kits – Keep Alive our Installed Base

Learn to sell retrofitting kits
- See the sales arguments for retrofitting
- Understand benefits of ABB’s retrofitting solutions
- Know the ABB solutions that are available
- Effectively find and use ABB’s resources for your sales activities

We will answer these questions
- Why retrofit?
- Why use ABB’s retrofitting solutions?
- Which ABB’s retrofitting solutions are available now?
- What tools and resources are available to facilitate the sales process?
- Where else we successfully installed these solutions?

Student profile
- LPBS and LPLS sales and marketing employees
- Service technicians and engineers
- Service salespersons from the other ABB divisions, eg Marine, OGP etc
- Anybody who has the opportunity to help their clients modernize

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

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

When
2 session on 15 May 2015:
- 10:00 AM GMT+2
- 3:00 PM GMT+2