



APRIL 2026

# TECHNICAL TRAINING

2026 Overview

ENGINEERED  
TO OUTFIT

# U.S. Electrification Technical Training

## 2026 training workshops



**LV Component Selection Workshop:** Stock and flow onboarding – [Win the Warehouse](#)

**ABB Merchandised solutions:** Stock and delivery optimization – [Win the Warehouse](#)

**ReliaQuote Small Project Certification:** Quotations onboarding – [Win the Quote Room \(Revised Mebane 101\)](#)



**ReliaQuote Expert Certification:** Advance quotations training for switchboards, busway, motor control centers, low voltage switchgear and medium voltage switchgear; Aftermarket and Service included in each session – [Win the Quote Room \(Revised Mebane 102\)](#)



**ReliaSales - the ABB Advantage:** Contractor and project sales

**ABB products for electrical equipment manufacturers:** eOEM sales

**Motor control and value engineering:** mOEM sales

# Win the Warehouse

## LV Component Selection Workshop

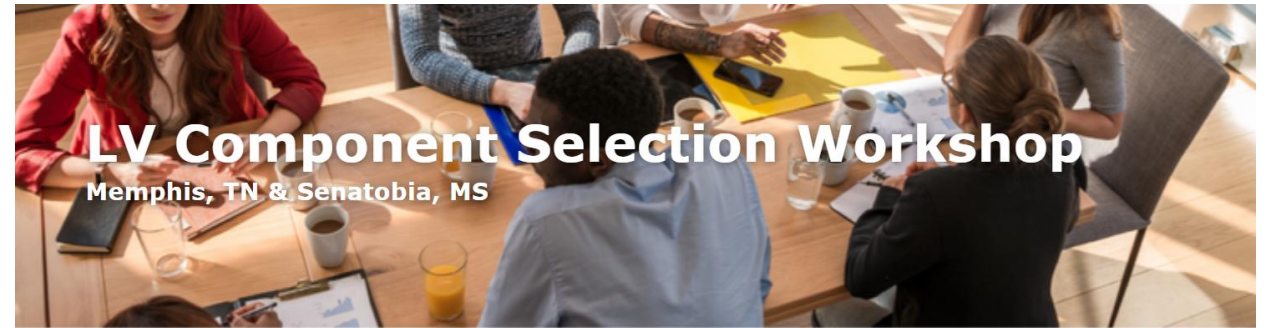
**Target Audience:** Inside sales at Distributors and new iReps and ABB sales team members

**Content:** ABB flow products

- Steps the class through the Mt. Juliet Stocking Guide and teaches them about other key product resources
- Guides them through how to select a product
- Works on competitive cross referencing
- Includes hands on training samples
- Shuttles them to the Senatobia, MS manufacturing facility for a tour

**Logistics:** Three days of in person, instructor led workshop held at the ABB offices in Memphis, TN

- March 10-12
- June 2-4
- September 15-17



[Register For This Session](#)

Whether you're new to the electrical industry or just getting started with ABB products, this hands-on workshop is designed to build your confidence and product knowledge. Learn how to help your customers select the right low voltage components and how to order them.

**Led by an experienced ABB technical trainer, this session will:**

- Clarify key terminology and product features
- Review the right questions to ask to streamline ordering
- Explain what comes with the product and which options and accessories are available
- Provide insider tips to reduce lead times and avoid common pitfalls

[Logistics and registration page](#)

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# Win the Warehouse

## ABB Merchandised solutions

**Target Audience:** Distributor partners, iReps, and ABB direct sales team members

**Content:** Merchandised products

- Identify and understand key product details.
- Apply best practices for product selection
- Understand distributor participation guidelines

**Logistics:** This is a virtual training session (10 am – 2pm Central)

- June 19<sup>th</sup>
- September 11<sup>th</sup>
- November 13<sup>th</sup>



This is a virtual training via Microsoft Teams, [register on the portal](#)

# Win the quote room

Become an ABB ReliaQuote Expert

ReliaQuote™ Small  
Project



Certified ABB  
ReliaQuote Specialist

ReliaQuote™ SB  
ReliaQuote™ Busway  
ReliaQuote™ LV MCC  
ReliaQuote™ LV SG  
ReliaQuote™ MV SG



Certified ABB  
ReliaQuote Expert

# U.S. Electrification Technical Training

## ReliaQuote Small Project Certification: Quotations onboarding

### Assessment in four areas



Test 1:  
Electrical distribution systems basics



Test 2:  
ABB Products



Test 3:  
empower practice projects



Test 4:  
Final project

### Five flexible learning options



Option 1:  
Self-study and assessment



Option 2:  
Self-paced eLearning modules



Option 3:  
Online instructor-led training and assessment



Option 4:  
Hosted instructor-led workshop and assessment



Option 5:  
On-site team training (10+ participants) *(dates pending)*

[Logistics and registration page](#)

# Win the Warehouse

## ReliaQuote Expert Certification

1-1/2 days of advanced project training in empower Quote

Hosted at the Mebane CXC

### Advanced ReliaGear® SB Switchboard

- February 10<sup>th</sup> & 11<sup>th</sup>
- June 23<sup>rd</sup> & 24<sup>th</sup>

### Advanced ReliaGear® Busway

- March 17<sup>th</sup> & 18<sup>th</sup>
- June 25<sup>th</sup> & 26<sup>th</sup>

### Advanced ReliaGear® LV MCC motor control centers

- April 21<sup>st</sup> & 22<sup>nd</sup>
- August 18<sup>th</sup> & 19<sup>th</sup>

### Advanced ReliaGear® LV SG switchgear


- May 19<sup>th</sup> & 20<sup>th</sup>
- October 20<sup>th</sup> & 21<sup>st</sup>

Advanced MV switchgear: this class starts as a half day in the afternoon the first day

- May 20<sup>th</sup> & 21<sup>st</sup>
- October 21<sup>st</sup> & 22<sup>nd</sup>

**Certification Sessions:**


- ✓ Session 1: Advanced ReliaGear® SB switchboard training
- ✓ Session 2: Advanced ReliaGear® busway training
- ✓ Session 3: Advanced ReliaGear® LV MCC motor control center training
- ✓ Session 4: Advanced ReliaGear® LV SG switchgear training
- ✓ Session 5: Advanced medium voltage switchgear training



**Advanced ReliaGear® SB switchboard Training**

Unlock the full potential of ABB switchboard solutions with our dynamic two-day training experience. Designed for certified Empower Specialists, this course dives into **product families, CTO configuration, and ETO best practices**—plus hands-on demos and real-world use cases. From service strategies to data center layouts and value engineering, you'll gain the tools to drive smarter, more efficient projects. Join us for expert-led sessions, collaborative learning, and a group dinner to connect with peers and elevate your switchboard expertise.


[View Program](#)



**Advanced ReliaGear® Busway Training**

This comprehensive two-day ABB Product Training course is designed to equip participants with in-depth knowledge of **ABB ReliaGear busway**. Through a blend of presentations, hands-on tools, and collaborative exercises, attendees will explore product features, configuration capabilities, and quoting processes. The training includes immersive sessions on ABB empower and layout measurement, culminating in a practical busway project and certification assessment.

[View Program](#)



**Advanced ReliaGear® LV MCC Motor Control Center Training**

This comprehensive two-day ABB Product Training course is designed to equip participants with in-depth knowledge of **ABB ReliaGear LV MCC motor control centers**. Through a blend of presentations, hands-on tools, and collaborative exercises, attendees will explore product features, configuration capabilities, and quoting processes. The training includes immersive sessions on ABB empower, engineered customization, value engineering, and a certification assessment.


[View Program](#)



**Advanced ReliaGear® LV SG Switchgear Training**

This comprehensive two-day ABB Product Training course is designed to equip participants with in-depth knowledge of **ABB ReliaGear LV SG switchgear**. Through a blend of presentations, hands-on tools, and collaborative exercises, attendees will explore product features, configuration capabilities, and quoting processes. The training includes immersive sessions on ABB empower budgetary quoting and certification assessment.

[View Program](#)



**Advanced Medium Voltage Switchgear Training**

This comprehensive two-day ABB training course prepares participants to confidently quote **medium-to-large voltage switchgear** projects. Through presentations, hands-on tools, and collaborative exercises, attendees will learn product features, configuration capabilities, and quoting processes. The program includes sessions on ABB Air and Gas Insulated switchgear, key components, ABB Empower budgetary quoting, and a certification assessment, plus networking at ABB's Customer Experience Center.

[View Program](#)

[Logistics and registration page](#)

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# Pull through

## ReliaSales - the ABB Advantage

**Target Audience:** Outside Sales professionals looking to grow their sales of large commercial and industrial projects by enhancing their ability to position ABB solutions effectively in customer conversations

**Content:** ABB best in class products

- Low voltage and medium voltage equipment and components, including Services and Digital Solutions
- **Where to go, Who to talk to, and What to say**

**Logistics:** Three days of in person, instructor led workshop held at the Mebane Customer Experience Center

- July 14<sup>th</sup>-16<sup>th</sup>
- December 8<sup>th</sup>-10<sup>th</sup>
- Possible: JD Martin class in Dallas, TX



[Registration portal](#)

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# Pull through

## ABB products for electrical equipment manufacturers

**Target Audience:** eOEM sales teams and customer engineers and shop floor management

**Content:** ABB low and medium voltage products made to support the eOEM market

**Logistics:** Three days of in person, instructor led workshop held at the Mebane Customer Experience Center

- June 16<sup>th</sup> - 18<sup>th</sup>
- September 29<sup>th</sup> – October 1<sup>st</sup>



[Registration portal](#)

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# Pull through

## Motor control and value engineering

**Target Audience:** Outside Sales professionals looking to grow their sales in machine builder OEMs

**Content:** ABB best in class products

- Recognize opportunities
- Understand ABB key value propositions that help mOEMs optimize production and product performance
- Know who to talk to

**Logistics:** Three days of in person, instructor led workshop held at the ABB offices in Memphis, TN

- Dates to be announced



[Registration portal](#)

# RESOURCES

# ABB U.S. Electrification Technical Training

## Registration portal

### Electrification US Training Registration Portal

- Anyone can set-up an account to register
- Save your account information, it is not SSO
- It is the same system as the #PowerBetter Roadshow
- Account information is used to:
  - Registration and cancellations
  - Receive confirmation emails
  - Receive class updates and reminders

ELECTRIFICATION U.S.

## Organization Training Portal



**ReliaQuote Small Project Certification Program**  
Become a specialist who stands out!  
This certification program will help you deliver faster, more accurate take-offs using ABB's empower system.  
Help your team win more projects with certified quoting skills.  
Earn a digital badge and certificate to showcase your expertise!  
[View Programs](#)

**ABB ReliaQuote Expert Certification**  
In Addition to the ReliaQuote Small Project Certification we have additional expert certification programs that are available for the Low Voltage Products  
[View Programs](#)

**Training Workshops**  
Additional Training workshops for eOEM, mOEM, Outside Sales, and all relevant participants  
[View Programs](#)

**Installation Products**  
These courses are offered for ABB Electrification Installation Product employees, iReps, and authorized distributors  
[View Programs](#)

# ABB U.S. Electrification Technical Training

## 2026 Workshop calendar

Jan	Feb	Mar	Apr	May	Jun
	<p>ReliaQuote Small Project 3<sup>rd</sup>-6<sup>th</sup> <sup>(1)</sup></p> <p>ReliaQuote SB 10<sup>th</sup>-11<sup>th</sup> <sup>(1)</sup></p>	<p>ReliaQuote Small Project 3<sup>rd</sup>-6<sup>th</sup> <sup>(1)</sup></p> <p>LV component selection workshop 10<sup>th</sup>-12<sup>th</sup> <sup>(2)</sup></p> <p>ReliaQuote BW 17<sup>th</sup>-18<sup>th</sup> <sup>(1)</sup></p>	<p>ReliaQuote Small Project 7<sup>th</sup>-10<sup>th</sup> <sup>(1)</sup></p> <p>ReliaQuote Small Project: Electrical Distribution Basics 14<sup>th</sup>-15<sup>th</sup> <sup>(3)</sup></p> <p>ReliaQuote LV MCC 21<sup>st</sup>-22<sup>nd</sup> <sup>(1)</sup></p> <p>ReliaQuote Small Project: ABB Products 28<sup>th</sup>-30<sup>th</sup> <sup>(3)</sup></p>	<p>ReliaQuote Small Project 5<sup>th</sup>-8<sup>th</sup> <sup>(1)</sup></p> <p>ReliaQuote Small Project: empower practice projects 12<sup>th</sup>-14<sup>th</sup> <sup>(3)</sup></p> <p>ReliaQuote LV SG 19<sup>th</sup> – 20<sup>th</sup> <sup>(1)</sup></p> <p>ReliaQuote MV SG 20<sup>th</sup> – 21<sup>st</sup> <sup>(1)</sup></p> <p>ReliaQuote Small Project: Final project 27<sup>th</sup> <sup>(3)</sup></p>	<p>LV component selection workshop 2<sup>nd</sup> - 4<sup>th</sup> <sup>(2)</sup></p> <p>ReliaQuote Small Project 9<sup>th</sup>-12<sup>th</sup> <sup>(1)</sup></p> <p>ABB products for electrical equipment manufacturers 16<sup>th</sup> – 18<sup>th</sup> <sup>(1)</sup></p> <p>ABB ReliaGear® Merchandised Solutions 19<sup>th</sup> <sup>(3)</sup></p> <p>ReliaQuote SB 23<sup>rd</sup> -24<sup>th</sup> <sup>(1)</sup></p> <p>ReliaQuote BW 25<sup>th</sup>-26<sup>th</sup> <sup>(1)</sup></p>
July	Aug	Sept	Oct	Nov	Dec
<p>ReliaSales – the ABB advantage 14<sup>th</sup>-16<sup>th</sup> <sup>(1)</sup></p>	<p>ReliaQuote Small Project 4<sup>th</sup>-7<sup>th</sup> <sup>(1)</sup></p> <p>ReliaQuote Small Project: Electrical Distribution Basics 11<sup>th</sup>-12<sup>th</sup> <sup>(3)</sup></p> <p>ReliaQuote MCC 18<sup>th</sup> – 19<sup>th</sup> <sup>(1)</sup></p> <p>ReliaQuote Small Project: ABB Products 25<sup>th</sup> - 27<sup>th</sup> <sup>(3)</sup></p>	<p>ReliaQuote Small Project 1<sup>st</sup>-4<sup>th</sup> <sup>(1)</sup></p> <p>ReliaQuote Small Project: empower practice projects 8<sup>th</sup>-10<sup>th</sup> <sup>(3)</sup></p> <p>ABB ReliaGear® Merchandised Solutions 11<sup>th</sup> <sup>(3)</sup></p> <p>LV component selection workshop 15<sup>th</sup> - 17<sup>th</sup> <sup>(2)</sup></p> <p>ReliaQuote Small Project: Final project 22<sup>nd</sup> <sup>(3)</sup></p> <p>ABB products for electrical equipment manufacturers 29<sup>th</sup> – 1<sup>st</sup> <sup>(1)</sup></p>	<p>ReliaQuote Small Project 6<sup>th</sup>-9<sup>th</sup> <sup>(1)</sup></p> <p>ReliaQuote Small Project: Electrical Distribution Basics 13<sup>th</sup>-14<sup>th</sup> <sup>(3)</sup></p> <p>ReliaQuote LV SG 20<sup>th</sup> – 21<sup>st</sup> <sup>(1)</sup></p> <p>ReliaQuote MV SG 21<sup>st</sup> – 22<sup>nd</sup> <sup>(1)</sup></p> <p>ReliaQuote Small Project: ABB Products 27<sup>th</sup>-29<sup>th</sup> <sup>(3)</sup></p>	<p>ReliaQuote Small Project 3<sup>rd</sup>-6<sup>th</sup> <sup>(1)</sup></p> <p>ABB ReliaGear® Merchandised Solutions 13<sup>th</sup> <sup>(3)</sup></p> <p>ReliaQuote Small Project: empower practice projects 17<sup>th</sup>-19<sup>th</sup> <sup>(3)</sup></p>	<p>ReliaQuote Small Project: Final project 1<sup>st</sup> <sup>(3)</sup></p> <p>ReliaSales – the ABB advantage 8<sup>th</sup>-10<sup>th</sup> <sup>(1)</sup></p>

[Learn more and register](#)

- (1) Hosted workshop at the ABB Mebane, NC Customer Experience Center
- (2) Hosted workshop at ABB Memphis, TN corporate office
- (3) On-line instructor led via MicroSoft Teams, classes run 10 am – 2pm central time zone, breaks included, unless otherwise noted



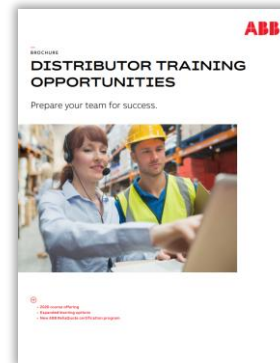
# Awareness

## Top training resources for your channel partners

[Electrification U.S. Training Resource Page](#)



[Distributor Training Opportunities Brochure](#)



[2026 Training Calendar Reference Sheet](#)



[Electrification U.S. Training Registration Portal](#)



[Electrification U.S. ABBmyLearning Course Catalog](#)



[Internal training SharePoint](#)



**AABB**