

EATON LV DRIVES TIER 2 ONLINE TRAINING OUTLINE

August 25, 26, 27 2020 9:30-11:00 CST

PRE-WORK

Induction Motor Basics: Pre-work – Presentation will be emailed as pre-work prior to online training

- PowerPoint presentation, review prior to training.

Drive Basics: Pre-work-- Presentation will be emailed as pre-work prior to online training

- PowerPoint presentation, review prior to training.

DAY ONE—90 MIN.


Overview Drive basics—Review of the pre-work presentations

Drives Products and Market Overview:

- Markets for Drives
- Eaton LV Drives product line group
- Eaton Drives sales strategy
- Eaton Drive products
 - Micro drives: DA1, DC1, DE1 and New DM1
 - DG1
 - DH1
 - HMax (HMX)
 - SVX/SPX
- Eaton Enclosed Drives
 - Harmonic solutions
 - Flex Center
 - Rapid Response Program
 - Stock enclosed drives and lead times
- Drives Products resources
 - Sales resources
 - Product development
 - Training

Bruce Gott
30 min

Gerry Feldmeier
60 min



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DAY TWO—90 MIN.

Gerry Feldmeier
90 min

Drives Sales Tools

- Customer Conversion Toolbox
- Online resources
- DG1 and DH1 online demo
- PC tools
- Customer support
- Training
- Warranty

Drives Product Aids

- Review attachment

Selling against competitors

- Features, benefits
- Competitive strategies
- Communications

Industrial Applications

- How to find industrial opportunities
- Customer success story, Eaton drive fit a customer need.

DAY THREE—90MIN.

Scott Hagen
90 min

BidManager Spec Exercises

- Review a general drive specification and use BidManager to select product

Energy Saving Estimator

- Download Eaton Energy Savings Estimator program from www.eaton.com/drives webpage
- Use Energy Savings Estimator program to show ROI for drive use