

VANDERBILT

International Sales Training offer 2018



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International Sales Training Offer 2018

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Training offer in 2018

- Standard trainings (3 training blocks/year):
 - 1 training block consists:
 - SPC basic training (1,5days)
 - SiPass integrated base training (2,5days)
 - ACT - Eventys solutions (1day)

- Only on request:
 - SiPass Entro training (2days)
 - SiPass integrated advanced training (3days)
 - Video (Eventysrange / Vectis iX / basics) (2days)
 - Aliro training (1days)

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Training dates in 2018

	From	Till	Duration (days)	Location	Training
VI IS	12.03.18	13.03.18	1,5	Karlsruhe	SPC
VI IS	13.03.18	15.03.18	2,5	Karlsruhe	SiPass integrated
VI IS	16.03.18	16.03.18	1,0	Karlsruhe	ACT - Eventys solutions
VI IS	25.06.18	26.06.18	1,5	Karlsruhe	SPC
VI IS	26.06.18	28.06.18	2,5	Karlsruhe	SiPass integrated
VI IS	29.06.18	29.06.18	1,0	Karlsruhe	ACT - Eventys solutions
VI IS	22.10.18	23.10.18	1,5	Karlsruhe	SPC
VI IS	23.10.18	25.10.18	2,5	Karlsruhe	SiPass integrated
VI IS	26.10.18	26.10.18	1,0	Karlsruhe	ACT - Eventys solutions

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Standard trainings

Standard training details:

Training location: Karlsruhe (Germany)

Training related information available on SPIAP homepage:

- Training dates
- Training description
- Online registration via SPIAP homepage

Training	Duration / days	Costs/training	Voucher value*	Effectiv costs
SPC basic	1,5	300€	150	150
SiPass integrated base	2,5	500€	250	250
ACT - Eventys solutions	1	200€	100	100

*(Each participant will receive a voucher of 50% of the training costs for the next purchase at Vanderbilt.)

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Standard trainings – How to book

<u>Customer</u>	<ul style="list-style-type: none">• wants to join a training
<u>Area Sales Manager (ASM)</u>	<ul style="list-style-type: none">• presents general SP standard training offer (Training leaflet)• Standard Training descriptions are available• Standard Trainings are chargeable – Location in Karlsruhe
<u>Customer</u>	<ul style="list-style-type: none">• Customer wants to join a standard training in Karlsruhe
<u>Customer</u>	<ul style="list-style-type: none">• Customer has to register online via SPIAP homepage
<u>CS</u>	<ul style="list-style-type: none">• send out official registration confirmation and offers VISA support if needed
<u>CS</u>	<ul style="list-style-type: none">• 3 weeks before the training: CS send out official announcement of the training (cancelation or confirmation)

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How to find the IS training offer on web

Information:

- Standard trainings
- Webinars
- Podcasts

- Click on courses
- Select a training
- Click on join the training

- > Home
- > Products
- > News & Press
- > Support
 - > Pre-sales
 - > After sales
 - > Order processing
 - > Brochures/Literature
 - > Training
 - > Courses
 - > Webinars
 - > Easy-learning podcasts
- > About us

Classroom courses



Classroom courses probably represent the most comprehensive form of training as they encompass both theory and practice. Our courses are designed to provide a good understanding of our product portfolio, its features and benefits and are planned on a regular basis or on-demand either at our premises or at yours.

Why train with us

Our training courses are designed to provide all delegates/participants on both a technical and commercial basis the ability to:

- Design and specify systems
- Operate and configure our products
- Gain real hands-on experience with our latest security products

Furthermore, they are designed to provide a good understanding of our portfolio, features, and benefits which

- increase the service level to customers
- provide real insight into interoperable technology
- show the benefits of expert advice on system integration
- increase their expertise in modern security solutions

How and where we train

All our courses combine theory and practical sessions, including full courseware for all delegates/participants. Our training courses are either run at our European offices with dedicated trainers and training facilities or can be run at regional locations including customers' own premises.

International Sales training offer [click here](#)

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Registration form for standard training (web)

I would like to register for the event specified above:

First name *	Street *
<input type="text"/>	<input type="text"/>
Last name *	Postcode, town *
<input type="text"/>	<input type="text"/>
Company *	Country *
<input type="text"/>	<input type="text"/>
Department *	Telephone *
<input type="text"/>	<input type="text"/>
E-mail *	Fax *
<input type="text"/>	<input type="text"/>
Internet:	Mobile:
<input type="text"/>	<input type="text"/>
Comments:	
<input type="text"/>	
<input type="button" value="Send"/> <input type="button" value="Cancel"/>	

Information:

- Fill in your personal data
- **If you need VISA support, please add your personal details in the comment field.**

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Customized trainings – How to request

Costs per customized training:

- Depending on the customer requirements, CS can offer a customized training based on the SP standard training portfolio.
- CS provides estimated costs to Area Sales Manager (see example below)
- Area Sales Manager has final decision about margin and discount options and create official offer and send it to the customer

Example of a costs calculation:

(Customer requests SPC standard basic training (2days) in Dubai)

Training	Costs	No. of days	Costs/training
Trainer day rate	Internal 1.250,00€/ day	2	2.500,00
Training material shipment	600,00		600,00
Travel expenses:			
Flight	700,00		700,00
Travel time	20h x 120€/h		2.400,00
Others (transfer,...)	120,00		120,00
Hotel	400,00		400,00
		Overall:	= 4.320,00€

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Customized trainings

<u>Customer</u>	<ul style="list-style-type: none">• wants to join a training
<u>Area Sales Manager (ASM)</u>	<ul style="list-style-type: none">• presents general SP standard training offer• Standard Training descriptions are available• Standard Trainings are chargeable – Location in Karlsruhe
<u>Customer</u>	<ul style="list-style-type: none">• Customer wants to have a customized training
<u>Area Sales Manager (ASM)</u>	<ul style="list-style-type: none">• ASM inform customer about approx costs (~1000€/day + approx. additional costs, travelling costs, shipment, travel expenses, etc.)
<u>Customer</u>	<ul style="list-style-type: none">• Takes decision go or no-go
<u>Area Sales Manager (ASM)</u>	<ul style="list-style-type: none">• Sales manager collect information about customer wishes and send it to CS (What should be trained, where, when, how many people, who is contact person, etc.)
<u>CS</u>	<ul style="list-style-type: none">• Training Manager starts to allocate possibilities• Availability of trainer with required knowledge• Availability of training equipment• Training Manager provides estimated costs to Sales (Travel arrangement, shipment, trainings costs)
<u>Area Sales Manager (ASM)</u>	<ul style="list-style-type: none">• ASM create official offer with margin/discount and send it to the customer
<u>Customer</u>	<ul style="list-style-type: none">• Customer place an official order to start the training administration process

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Requesting a customized training

Customized Training details questionnaire (mandatory information):

- Requestor: ASM name
- Participants: estimated no. of participants
- Location: Where should the training taking place
- Training type: customized / standard classroom training/ project training
- Topics: Standard training /+ additional topics (to be specified by customer)
- Language: English,
- Duration: related to standard training description
- Date: Enter a period of time
- Contact person (Customer)
- Contact person (training location)

Glossary: ASM = Area Sales Manager / TM = Training Manager

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Requesting a customized training

After providing this mandatory information:

- Feasibility study will be done from Training Management
- ASM get estimated costs with training offer
- ASM will send out official offer to customer
- Customer has to place a order to start the training preparations

Glossary: ASM = Area Sales Manager / TM = Training Manager

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- **Training Management**

André Zschaubitz

Phone: +49 (721) 95881-25

E-mail: andrezschaubitz@vanderbiltindustries.com

- **Booking & VISA support
TBD**