


**4.2 PA – Plena Plena en Plena Voice Alarm product training**
**Technical and commercial training**

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| <b>Content</b>             | <ul style="list-style-type: none"> <li>▪ Market and product positioning</li> <li>▪ Features, benefits, do's and don'ts of individual Plena hardware and software products</li> <li>▪ Installation, setup and operation of latest hardware and software (including hands-on)</li> <li>▪ Extending installed PA systems</li> <li>▪ System architecture and system integration (e.g. with Fire FPA5000)</li> <li>▪ Overall field knowledge -&gt; transferred to practical solutions (including hands-on)</li> <li>▪ Out of the "product"box thinking &amp; building</li> <li>▪ If possible – "sneak preview of new expected products" (pre-training)</li> <li>▪ An examination is part of the training</li> </ul>                |
| <b>Target Audience</b>     | Sales person, sales engineer, project engineer, product manager or support engineer   |
| <b>Purpose</b>             | <p>After the training the trainees should:</p> <ul style="list-style-type: none"> <li>▪ Understand the application areas and targeted markets</li> <li>▪ Know the relation between the benefits and features of each product</li> <li>▪ Know the Plena and Plena Voice Alarm System products</li> <li>▪ Be able to make a system design</li> <li>▪ Be able to combine and install the correct system components</li> <li>▪ Be able to upgrade the products</li> <li>▪ Be able to configure a system</li> <li>▪ Be able to make a competent presentation to customers</li> <li>▪ Be able to demonstrate the Plena and Plena Voice Alarm products</li> <li>▪ Be able to support and train wholesalers and installers</li> </ul> |
| <b>Prerequisites</b>       | Basic knowledge of public address as covered in the training PA-BASICS  |
| <b>Learning Methods</b>    | PowerPoint presentations, hands-on training, calculation exercises, demonstration and training material (handouts & memory stick)   |
| <b>No. of participants</b> | min. 5      max. 12   |
| <b>Instructor</b>          | Wilbert Maximus   |
| <b>Duration</b>            | 3 Days  |
| <b>Location</b>            | Bosch Security Systems Breda, Kapittelweg 10, 4827 HG Breda, Netherlands  |
| <b>Remarks</b>             | Attendants are encouraged to bring their (laptop) PC for hands-on training  |
| <b>Price</b>               | € 300 excl BTW incl. lunch  |