

SI, OEM, FSE and Channel Partner Training Opportunities

Tom Jordan Marketing Lead, ThinManager November 2018





Step 1 — Request a Training Date Follow instructions to request a ThinManager Training Roadshow

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- Visit the Roadshow landing page at <u>www.thinmanager.com/roadshow</u>
- Click the link at the top-right of the page and fill in the form to request dates for training in your area
 - You must have a physical training location available in order to get an event scheduled. You can request dates without a pre-determined location but no event will be authorized without an approved location. We require using a local RA Sales Office (preferred) or a hotel to host the training classes.
 - You will be contacted by the ThinManager events team once your submission has been reviewed. If approved, your event will be added to the roadshow schedule and resources assigned.

Step 2 – Invite SIs, OEMs and FSEs

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- Get people registered for your event
- Once your event has been approved and added to the schedule, you will receive marketing materials from the ThinManager events team that you may use to invite participants. Here's what is included...
 - ThinManager will be hosting the event registration forms for this year's training. You will receive a unique URL (link) to use to get people to register for your event.
 - Email copy that you can use to send invitations.
 - PDF course descriptions and details you can attach to email invitations.

Step 3 – Prepare

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Make sure you have people to support your event dates

- Someone needs to be able to receive the MR Demo kits when they arrive.
- Ideally, a local technical source would be assigned to receive and setup equipment prior to your training start. Ideally, this person would also deliver the actual training (with remote presentations and support from a ThinManager team member).
- Someone needs to be assigned to tear down and pack up the MR Demo kits for return once training is completed.

Step 4 – Follow the Guidelines

ThinManager training parameters for 2019



- Basic Guidelines
 - Limit of 12 trainees per day (Training registration forms enforce this limit)
 - Make sure tables are available to accommodate MR Demo kits. 6-foot workspaces for each student are best suited for this training.
 - Make sure you have someone local assigned to help manage setup and teardown. Ideally, this person will also lead the training with live ThinManager team support.

Each class can train up to 12 people at a time – **STRICT LIMIT!**



This 1-day training is designed to teach attendees how to set up, configure and manage a ThinManager installation. You can request up to three consecutive training days. Training will cover basic and advanced features of ThinManager (including new 11.0 features released December 2018). This course is complimentary and includes lunch. Each training runs from 8:30 a.m. – 4:30 p.m.

TUES
(SIs, OEMs and FSEs)

WED
(SIs, OEMs
and FSEs)

THU
(Distributors or overflow, if needed)

One Week, One Location, Up to Three Days of Training

System Integrators & OEMs who complete this training will become ThinManager Certified Partners.

Field Service Engineers and others who complete this training receive a ThinManager Specialist Certificate.



Each class can train up to 12 people at a time



Event Coordination (Registration, lunch, etc.) – Wende Laurin **Agenda and Delivery** – Todd Garmon, Steve Schuler, Nick Putman

12 seats per training – each station contains a MR Demo kit, a laptop, an auxiliary monitor, keyboard, mouse and a lab manual. 6-foot workspaces are required for proper MR Demo kit setup.

Please plan to use regional RA sales offices for the trainings.

Sample

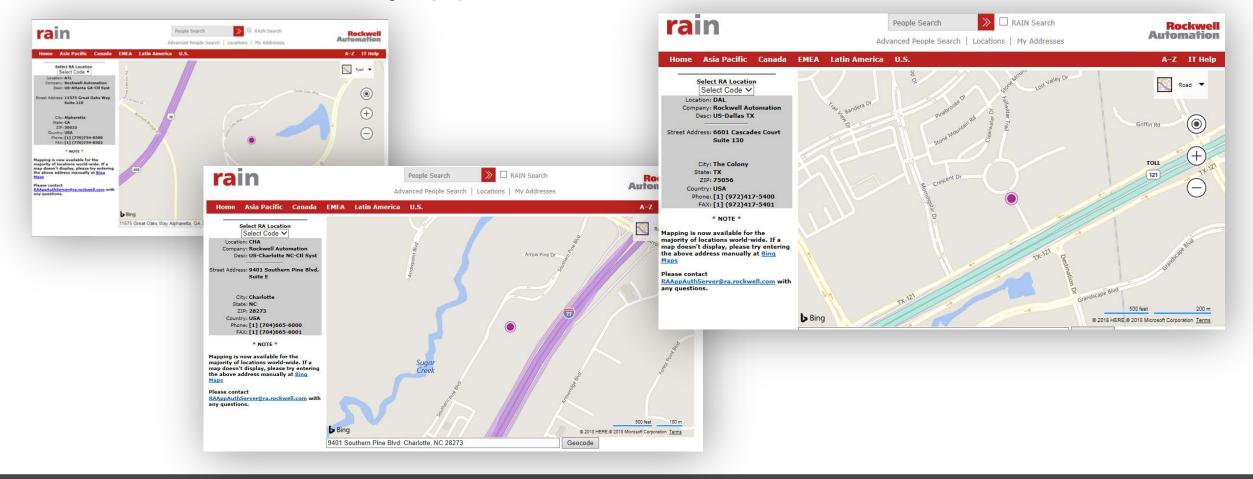
Southeastern Regional Training - Location / Dates per Dave Leonard

- Atlanta / Week of June 25 (T, W,TH) Includes ATL, TAM, NAS, BIR
- Charlotte / Week of July 16 (T,W,TH) Includes CHA, RIC, E.TN
- Dallas / Week of July 25 (W,TH, F) Includes DAL, AUS, HOU, OKL, LA

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Each class can train up to 12 people at a time

We require using a local RA sales office or a hotel to host the training classes. Facility should have 8' tables to accommodate training equipment. Distributor offices are not recommended.



Contacts

ThinManager Training Roadshow contacts



- Wende Laurin Event Coordinator (locations, lunch, general)
 - WGLaurin@ra.rockwell.com
- Tom Jordan Event Request and Scheduling
 - TLJordan@ra.rockwell.com
- Todd Garmon Logistics for MR Demo kits
 - THGarmon@ra.rockwell.com

 START HERE BY REQUESTING A TRAINING DATE IN YOUR TERRITORY: www.thinmanager.com/roadshow



Thank You





www.rockwellautomation.com



