

ThinManager Training Roadshow 2022

System Integrator and OEM Training Opportunities

Tom Jordan Marketing Lead, ThinManager January 2022



ThinManager Training Roadshow 2022

The ThinManager Training format for 2022 can be in-person or cloud-based offering for up to 12 physical or 20 virtual SI-OEM trainees at a time

2 Days

- Each available week offers two days of training—Tuesday and Wednesday.
- **Tuesdays** System Integrators and OEMs who complete the 8 hour lab training will become ThinManager Certified Partners. (See page 6 for details on ThinManager Certified Partner benefits)
- Wednesdays How To Sell/Demo ThinManager, ThinManager: Engineered for Results, Security Discussion & Lab





ThinManager Training Roadshow Overview

Time	Title/Topic	Audience	Objective
Tuesday (Day 1)			
8:30am-4:30pm 8-hour Full Day w/ Lunch	SI-OEM Certification	SI and OEM ONLY!!!!	Become ThinManager Certified and be able to deploy for end users
Wednesday (Day 2)			
9:00am-11:30am 60 min presentation 60 min demo	How to Sell / How to Demonstrate ThinManager	Distributors and Demo Kit owners/inheritors	How to sell ThinManager and use the sales tools
11:30am-1:00pm Lunch		Everyone	
1:00pm-2:30pm 30 min presentation 60 min lab	ThinManager - Engineered for Results	Management, New to ThinManager, Decision Makers	Learn what ThinManager has to offer!
2:30pm-3:00pm	Break/Open Conversation	Everyone	Conversation
3:00pm-4:30pm 30 min presentation 60 min lab	ThinManager – Securing the Connected Enterprise	Engineering, IT, Solution Consultants, etc.	Explore how ThinManager secures your infrastructure





SI/OEM Training - Tuesday Agenda (Day 1)

8:30 a.m. - 9:00 a.m. Introductions

9:00 a.m. - 10:00 a.m. Introduction to ThinManager

Presentation of ThinManager Platform

Demonstration of Software using Demo Kit Hardware

10:00 a.m. - 10:15 a.m. Break

10:15 a.m. - 12:00 p.m. HOL All-In-One-ThinManager Lab

Installation of the Remote Desktop Services Role

Installation of an HMI (Factory Talk View SE) and Installation of ThinManager

Defining and configuring Remote Desktop Servers, Display Clients, and Terminals

AppLink for single applications

MultiSession and Tiling, MultiMonitor and Virtual Screens

12:00 p.m. - 1:00 p.m. Lunch / Break / E-mail

1:00 p.m. - 2:00 p.m. Architecture and Best Practices

ThinManager Server vs. Remote Desktop Server

ThinManager in a Rockwell system

Reference Architectures

Licensing

2:00 p.m. - 2:15 p.m. Break

2:15 p.m. - 4:30 p.m. HOL All-In-One-ThinManager Lab

Terminal Replacement

Relevance User Services and Relevance Location Services

DHCP Server, Firewalls, and Ports, Firmware Packages and Modules

Relevance and Geo-Fencing

4:30 p.m. Wrap-up and Questions





Additional Training - Wednesday Agenda (Day 2)

9:00-11:30 How to Sell / How to Demo (Dist+RA)

(How to Sell, How to Demo, How to Operate/Maintain your kit)

11:30 - 1:00 Lunch (ALL)

1:00-2:30 ThinManager - Engineered for Results

(30 min presentation, 60 min lab)

This lab is a guided tour of ThinManager® to learn how to solve some of the most common manufacturing challenges. You will explore how ThinManager reduces total cost of ownership, enables a productive workforce, reduces unexpected downtime, and secures the plant floor. This partially pre-configured lab allows for maximum exposure to the wide variety of functionality ThinManager offers to maximize your operation's productivity and security.

2:00-3:00 Break/Open Conversation

3:00-4:30 ThinManager - Securing the Connected Enterprise

(30 min presentation, 60 min lab) Cloud Only

Learn how to secure your enterprise with the security features built into ThinManager. Through a brief presentation and lab, we'll show you how to prevent unauthorized devices from connecting to your ThinManager system, secure the administration of a ThinManager server, and deliver content to authorized users and locations. You'll also learn how to use layered security in ThinManager to curtail prohibited keyboard input, control which peripherals connect to your devices, and encrypt your ThinManager server configuration.





ThinManager Certification Benefits

System Integrators and OEMs can become ThinManager Certified Partners

ThinManager Certified Partners receive the following benefits:

- Access to an annual lab license (10 clients of Redundant XLr)
- Access to project license (10-Pack of Redundant XLr for 90 days per project)
- Project & lab licenses include Software Maintenance which includes free version upgrades & tech support
- Technical support for a customer that is current on Software Maintenance
- Searchable listing on ThinManager website
- ThinManager Partner badge to display on your website



System Integrators and OEMs who complete the training become ThinManager Certified Partners, receive training certificates, lab licenses and a listing on thinmanager.com.

All other trainees will only receive a ThinManager training certificate.



3 Steps to Host Training



Step 1 - Request a Week to Host Roadshow Training

Follow instructions to request a ThinManager Training Roadshow

- Visit the Roadshow landing page at http://www.thinmanager.com/roadshow/request
- Fill in the form to request the week you wish to host training and submit
 - ThinManager Training Roadshows are being delivered in-person or through the cloud for 2022.
 - 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.
 - Training content is provided on Tuesdays and Wednesdays of available weeks.
 - A ThinManager Commercial Engineer will host the cloud-based training options remotely





Step 2 - Invite SIs, OEMs to Roadshow Training

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. Each full-day of training will have a unique registration link.
 - PDF course descriptions and details you can attach to email invitations.
- Invitations should be sent to appropriate recipients only. Please do not invite End-Users to SI,
 OEM training. They will not be permitted to attend.
- Participants will need to have a web-accessible laptop computer available for this training with an additional monitor for viewing the lab manual.





Step 3 - Maintain the Roadshow Training Guidelines

ThinManager training guidelines for 2022

- Limit of 12 in-person or 20 virtual trainees per day (Training registration forms enforce this limit)
- Registrations for each lab are final two days prior to the training event. Tuesday event registrations will be finalized Friday of the previous week and Wednesday registrations will be finalized by end of day on Monday prior to the training event.
- For the SI, 0EM Certification training, students are not permitted to work together. Any student found to be doubling up at a workstation or working as a team will not receive certification.



ThinManager Contacts

Roadshow Reservation for Distributors - http://www.thinmanager.com/roadshow/request
Use the web form to reserve your week for ThinManager Training

Event Registration – Wende Laurin – WGLaurin@ra.rockwell.com

Agenda- <u>ra_ce_thinmanager@ra.rockwell.com</u>

Hardware Delivery - THGarmon@ra.rockwell.com

Event Hosting Requests and Scheduling - Tom Jordan - TLJordan@ra.rockwell.com

ThinManager SI, OEM Training Roadshows can be delivered in person or through the cloud for 2022.







Thank You

www.rockwellautomation.com



