

Critical Environments (Channel Partners)

Selling Siemens CE Solutions (WBT)

Training Design, v3

September 27, 2022

v2, 10/11/22

v3, 10/19/22



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- ▶ Project Overview
- ▶ Selling Siemens CE Solutions, WBT Design
- ▶ Project Plan & Schedule
- ▶ For More Information

Note: If you are reviewing this as an electronic document, click on a heading above to navigate directly to that section.

INTRO 1 Project Overview

- ▶ Project Background
- ▶ Design Meeting Summary
- ▶ Course Audience Description
- ▶ Design/Development Rules/Guidelines
- ▶ Open Issues/Decisions



Project Intent

Business Goals

Support the capabilities of Channel Partner offices in pursuing and selling CE solutions, that is room pressurization and fume hood control, in their target markets

Audience

The primary audience is Channel Partner Sales reps targeting the CE Market. Channel Partner Management may also benefit. In addition, the course may also benefit Channel Partner Territory Managers who are less familiar with CE solutions and products.

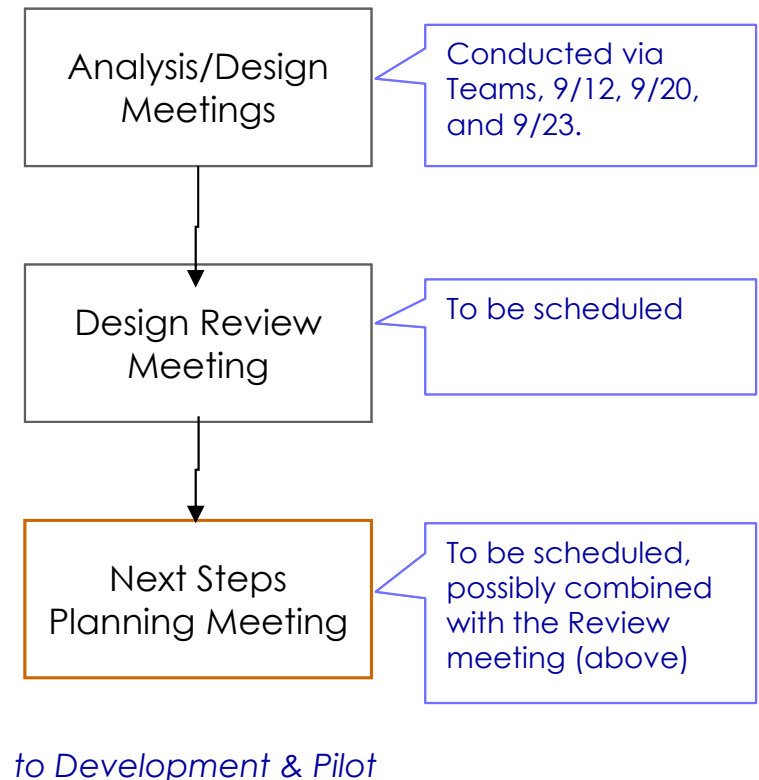


Project Design Phase Purpose & Activities

Design

The design phase is intended to

- Identify the starting point for WBT, i.e., evaluate current (or soon-to-be) available training and identify gap areas to be addressed through WBT
- Clarify and reach agreement on course scope, contents, and approach
- Identify sources for existing content
- Define development guidelines and “rules”
- Create specs for course components to be developed
- Plan/scope the development and pilot phases





Project Team and Roles

Design Meeting Participants

- Lava Pokala
- Mike Eddinger
- Alex Shair
- Pete Hybert (PRH, Facilitator)

Project Team	Participants/ Role
Siemens Business Owner	This role will be played by the project manager (Lava Pokala, Siemens Building Products Strategic Growth Manager). <ul style="list-style-type: none">• Make business decisions related to the target roles, project scope, and resource requirements• Obtain project funding, project participants, and resources
Siemens Project Manager	Siemens Building Products Strategic Growth Manager, Lava Pokala <ul style="list-style-type: none">• Monitor progress and issues status• Interface between consultants and Siemens• Final design acceptance
Siemens Subject Matter Experts (SMEs)	Designated Critical Environment Subject Matter Experts (Alex Shair, Mike Eddinger) <ul style="list-style-type: none">• Provide or clarify content• Provide examples• Provide information on target audience learning needs (e.g., incoming knowledge, level of difficulty of activities, etc.)• Review and approve design
Consultants	PRH Consulting <ul style="list-style-type: none">• Facilitate and document the project meetings• Create and distribute project deliverables



Rules and Open Issues

Rules/Guidelines

- ❑ Focus first on the Technical Sales training needs – in the future, the next priority will likely be the Engineer role
- ❑ Sample project outputs for exercises and examples will need to be obtained and “scrubbed” to make them generic
- ❑ Target 1-hour “chunks” for completion of training
- ❑ Keep content “channel generic”
- ❑ The training should look “professional” and “modern” – avoid dated-looking visuals
- ❑ Include periodic knowledge-checks to confirm learning during the course but also require a final test (20 to 25 questions) for completion/credit

Open Issues/Decisions

- ❑ Whether learners will be able to restart the course and resume where they left off – need to research whether BlueVolt supports this

Training Design

2

CE Sales Technical Training

- ▶ Course Objectives
- ▶ Course map
- ▶ Module and Object Specifications

#	Title	¹ Screens (Total)	Minutes (Total)	Hours(Total)
1	Sales Technical Introduction to Siemens CE Solutions	269	807	4.48333
MODULE 1	Overview: Sales Technical Introduction to Siemens CE Solutions	11	6	Screens
OBJECTS				
Obj #	Title	Delivery Method	Est Length	
01-01	Course Introduction	Interactive WBT	3Pages/Screens	62
	Preliminary Contents			
	<ul style="list-style-type: none">• Course purpose and objectives• Overview of modules• Credit for completion by passing the final quiz• WBT navigation			
	Notes			
01-02	Review of CE Environments and Control	Interactive WBT	3Pages/Screens	38
	Preliminary Contents			
	<ul style="list-style-type: none">• Previous training introducing<ul style="list-style-type: none">- Critical Environments- Typical CE equipment and control needs			
	Notes			



Course Description

Effectively configure Siemens solutions to key selling situations

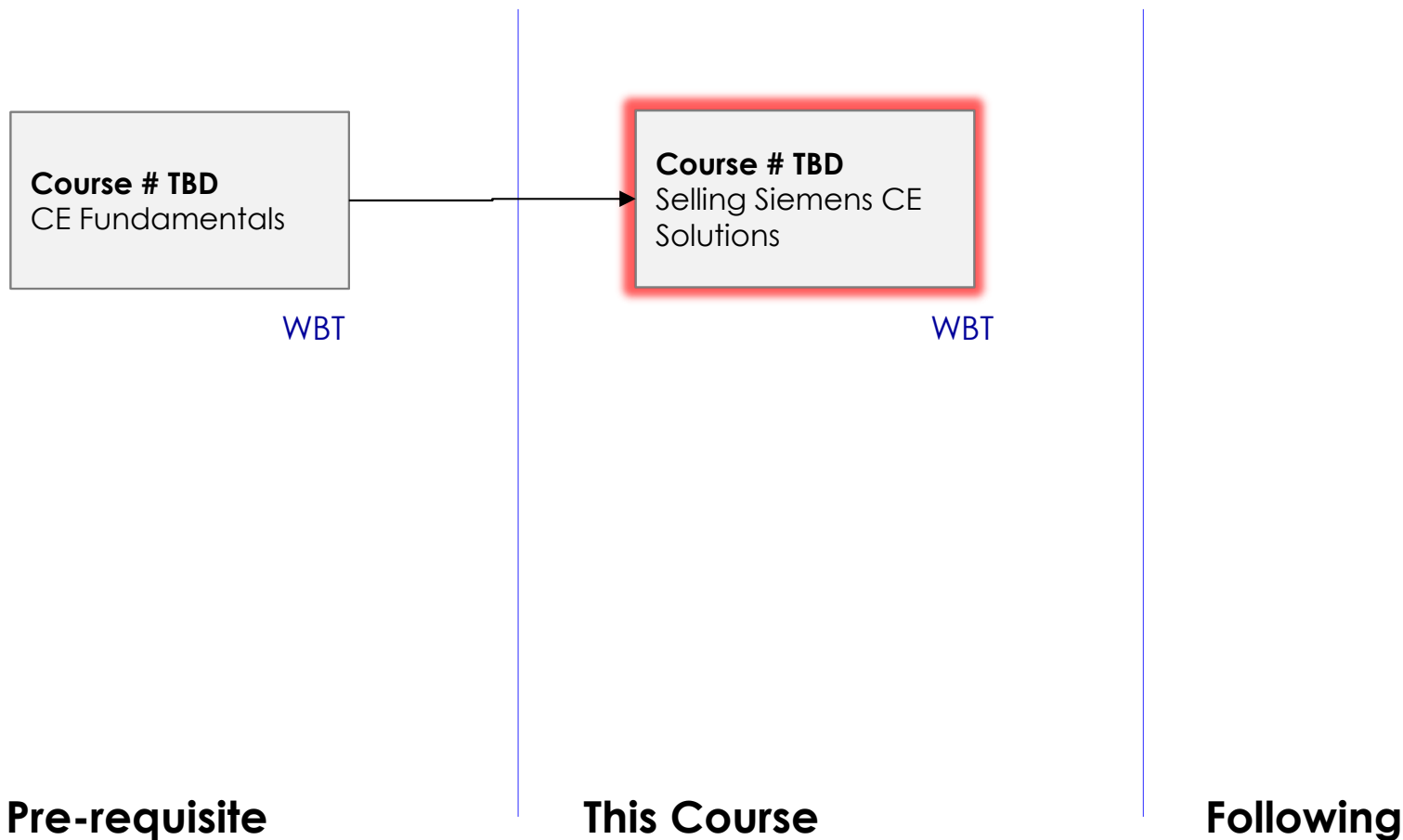
Overall Course Objectives: By the end of the WBT, learners will be able to

- Describe the CE market opportunities and how Siemens is positioned to compete effectively
- Identify key regulations and standards driving project specifications
- Describe Siemens solutions, key equipment, and control strategies to address customer needs in common room pressurization control situations
- Describe Siemens solutions, key equipment, and control strategies to address customer needs in common fume hood exhaust control situations
- Given customer situations, identify Siemens products and their competitive advantages



Placement in the Curriculum

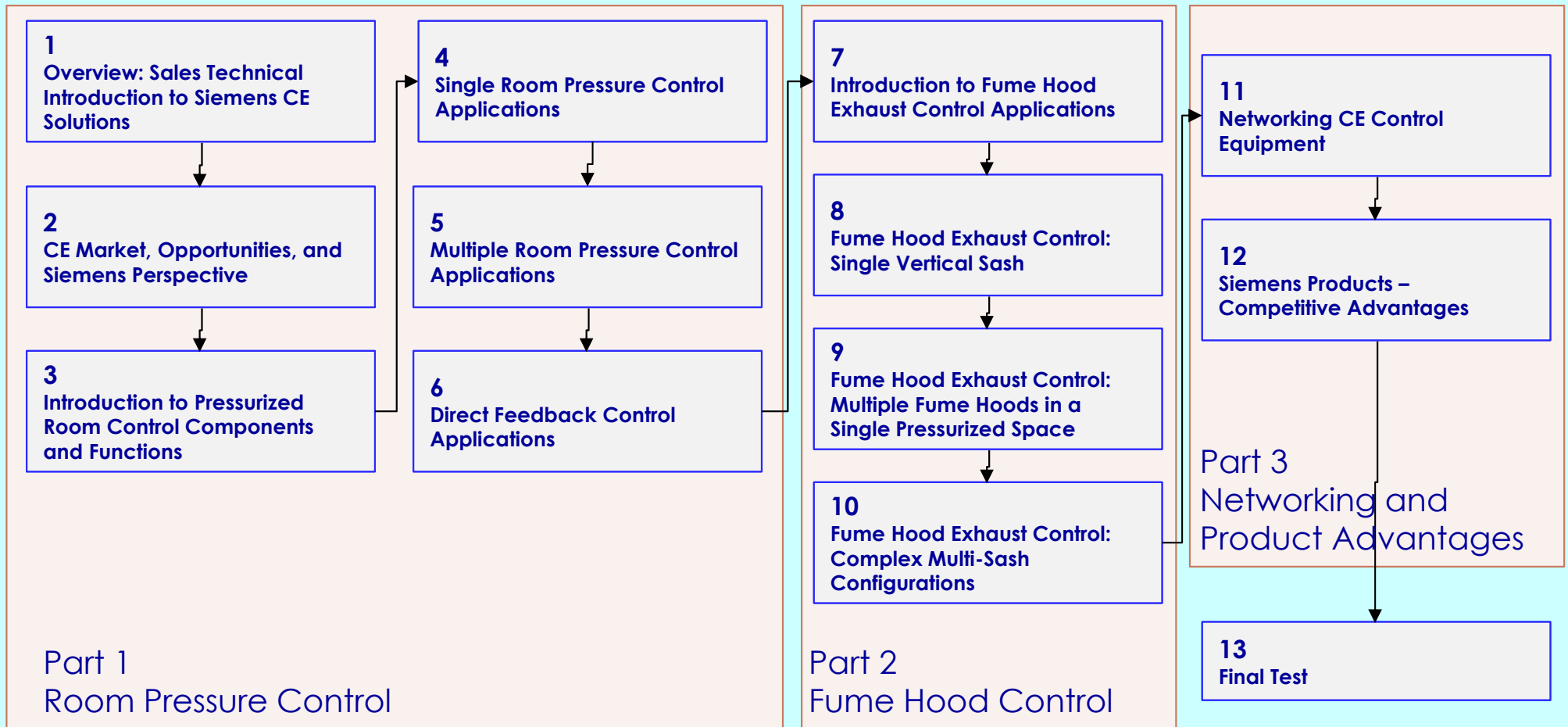
The course will be included in the training path for Sales roles but available to any interested participant





Module Map

Course # TBD: Selling Siemens Critical Environment (CE) Solutions



The course will be organized into “chunks” (Part 1, etc.) to make it more accessible.

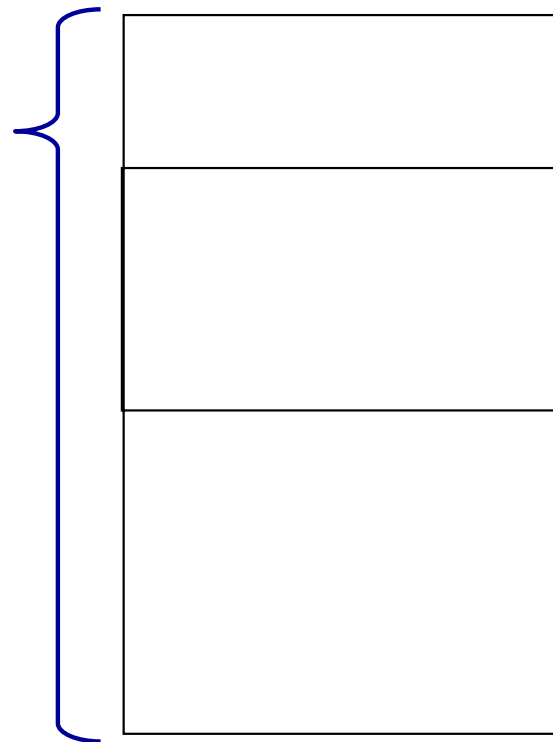


Design Components

The course design is based on the structure shown below – the key is the lowest level of detail, the object.

Module:

Logical collection of content – equivalent to a “tab” in a binder



Object:

Discrete instructional component, e.g., presentation, exercise, etc.



Defining individual objects enables rapid development, development progress tracking, resource allocation, and issues management.



Object Types

The training is designed using a structure of “Course” – “Module” – “Object”

Objects are defined using the format below.

Objects can be one of five types

- Content (in which information is presented)
- Example (or Demo)
- Skill Building¹
- Application
- Assessment

Estimated object durations are based on an estimated # of screens, then timing is calculated using an average of 3 minutes/screen.

The course will be organized into smaller “chunks” by combining related modules – see pg 10 for specifics.

#	Title	Minutes (Total)	Hours (Total)
# 1	Sales Technical Introduction to Siemens CE Solutions	269	4.48333

MODULE	Title	Minutes (Total)	Hours (Total)
1	Overview: Sales Technical Introduction to Siemens CE Solutions	11	6 Screens

Obj #	Title	Delivery Method	Est Length
01-01	Course Introduction	Interactive WBT	3 Pages/Screens
Preliminary Contents <ul style="list-style-type: none"> • Course purpose and objectives • Overview of modules • Credit for completion by passing the final quiz • WBT navigation Notes			
01-02	Review of CE Environments and Control	Interactive WBT	3 Pages/Screens
Preliminary Contents <ul style="list-style-type: none"> • Previous training introducing <ul style="list-style-type: none"> - Critical Environments - Typical CE equipment and control needs Notes			

Course

Module

Objects

¹. A skill exercise practices a single task, process, or concept. An application exercise targets a larger job performance.

# 1	Title Selling Siemens CE Solutions	¹ Screens (Total) 225	Minutes (Total) 675	Hours(Total) 3.75
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MODULE 1	Overview: Selling Siemens CE Solutions	¹¹ 5 Screens
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OBJECTS

Obj #	Title	Delivery Method	Est Length	
01-01	Course Introduction	Interactive WBT	3Pages/Screens	62

Preliminary Contents

- Course purpose and objectives
- Overview of modules
- Credit for completion by passing the final quiz
- WBT navigation

Notes

01-02	Review of CE Environments and Control	Interactive WBT	2Pages/Screens	39
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Preliminary Contents

- Previous training introducing
 - Critical Environments
 - Typical CE equipment and control needs

Notes

OBJECTS

Obj #	Title	Delivery Method	Est Length	
02-01	Critical Environments -- Controlling Pressure, Exhaust, and Airflow	Interactive WBT	3Pages/Screens	40

Preliminary Contents

- Pressurized room control
- Fume hood exhaust control

Notes

02-02	CE Customers and Needs	Interactive WBT	3Pages/Screens	41
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Preliminary Contents

- Life Sciences customer categories
- Common/unique needs for pressurized room control
- Common/unique needs for fume hood exhaust control
- Service needs and opportunities (e.g., certification, maintenance, testing, etc.)

Notes

Include current trends, e.g., converting office buildings to labs

Slides 9 & 10

02-03	Tiers of the Market/Channel Partner Expertise	Interactive WBT	1Pages/Screens	43
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Preliminary Contents

- Tiers
 - Regulated
 - Validated
- Each Channel Partner will need to have in-house expertise available for solutions and services sold to customers

Notes

02-04	Why Siemens is Well-Positioned to Compete in this Market	Interactive WBT	3Pages/Screens	42
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Preliminary Contents

- Name recognition
- Siemens product testing, certification, and reputation
- Differentiation in integrated solutions and life cycle support

Notes

Slide 11, 12, and 13

02-05	Support Available to Channel Partners	Interactive WBT	1Pages/Screens	44
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Preliminary Contents

- Life Science Center of Competence

Notes

Slide 7

OBJECTS

Obj #	Title	Delivery Method	Est Length	
03-01	Introduction to Pressurized Room Control	Interactive WBT	3Pages/Screens	45

Preliminary Contents

- Examples of facilities and situations in which pressurized room control is used
 - Vivarium
 - Healthcare (e.g., surgical)
- Key factors
 - Positive/negative pressure
 - Airchange rates

Notes

Slide 16

03-02	Pressurized Room Control Codes and Standards	Interactive WBT	3Pages/Screens	46
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Preliminary Contents

- Much of the work done in CE is guided and governed by codes and standards
- This course is not intended as detailed instruction about codes and standards
- At a high level
 - ASHRAE
 - ANSI
- References are available
 - Documents
 - CE portion of the Partner Portal
- Note -- to perform the sales role effectively, you will need to be fully aware of the codes and standards but you are not expected to be an expert

Notes

03-03	Sample of Pressurized Room Control Applications	Interactive WBT	3Pages/Screens	49
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Preliminary Contents

- Walk through an example of a generic system showing the primary components and their functionality
 - Air supply and exhaust
 - Control devices (e.g., air valve)
 - Sensors
 - Panels

Notes

In addition to WBT screens, there would be attachments of PDFs of drawings and selected paragraphs from the spec

03-04	Knowledge Check: Room Control Concepts	Interactive WBT	5Pages/Screens	48
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Preliminary Contents

- Recognize/count rooms shown on a drawing for simple, multiple, true room pressure
- Identify components and function (generic) for sample situations

Notes

See slide 123 ff for example scenarios

OBJECTS

Obj #	Title	Delivery Method	Est Length	
04-01	Room Pressurization Control: Single Room Applications	Interactive WBT	6Pages/Screens	47

Preliminary Contents

Customer intent/typical simple room pressurization control situations, challenges, and solutions

- Requirements and functionality
- Single tracking pair
- Actually controlling pressure by controlling air volume

Review of equipment used to achieve the required control

- Ancillary components
 - Hot water coils
 - Room sound attenuation
- How it looks on a set of drawings

Notes

Will need sample plans/spec segments to walk learners through the concepts

04-02	How Single Room Pressurization Control Works	Interactive WBT	3Pages/Screens	65
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Preliminary Contents

- Control system components and how they meet the spec requirements
- Equipment functionality in the system

Notes

04-03	Orientation to Product Cutsheets	Interactive WBT	2Pages/Screens	162
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Preliminary Contents

- Sections
- What is included
- Why/how used in estimating
- Provide link to cut sheet
- Recommend offline study for familiarity with finding them, as well as with the content/information

Notes

04-04	Siemens Equipment for Single Room Pressurization Control	Interactive WBT	6Pages/Screens	50
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Preliminary Contents

- Per equipment component, function, key features (including competitive advantages), cutsheet reference
 - Air valves
 - Actuation
 - Air flow measurement
- Room Pressure Monitor
 - May also be referred to as Room Condition Monitor
 - May be optional -- independent verification that we are controlling pressure

Notes

Mention BACnet compatibility with 3rd party systems

Start with slide 42

04-05	Knowledge Check: Single Room Pressurization Control	Interactive WBT	5Pages/Screens	66
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Preliminary Contents

- Match equipment to functionality
- Select competitive advantages for individual components
- Review the (partial) drawing and spec to select individual components (using cutsheets to make selection)

Notes

OBJECTS

Obj #	Title	Delivery Method	Est Length	
05-01	Room Pressurization Control: Multiple/Parallel Systems	Interactive WBT	3Pages/Screens	63

Preliminary Contents

- Customer intent/typical room pressurization control situations, challenges, and solutions
- Requirements and functionality for rooms with multiple boxes being controlled as a system
- Review of equipment used to achieve the required control
 - "Mention only" for equipment that has been previously introduced
 - Same details as previous for equipment that is new to the learner
- Where to find the key information on a drawing

Notes

Will need sample plans/spec segments to walk learners through the concepts

05-02	Siemens Equipment for Room Pressurization Control Using Multiple/Parallel Systems	Interactive WBT	3Pages/Screens	148
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Preliminary Contents

- Per equipment component, function, key features (including competitive advantages), cutsheet reference
 - Air valves
 - Actuation
 - Air flow measurement

Notes

Focus on equipment that is different from that covered in the previous section

Start with slide 42

05-03	How Room Pressurization Control Works when Multiple/Parallel Systems are Used	Interactive WBT	3Pages/Screens	67
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Preliminary Contents

- Drawings
 - How to identify multiple room pressurization control on a job
- Control system components and how they meet the spec requirements
- Equipment functionality in the system

Notes

Would need attachments (PDF drawings and spec sections)

05-04	Knowledge Check: Multiple Room Pressurization Room Control	Individual Exercise	5Pages/Screens	68
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Preliminary Contents

- Match equipment to functionality
- Select competitive advantages for individual components
- Review the (partial) drawing and spec to select individual components (using cutsheets to make selection)

Notes

OBJECTS

Obj #	Title	Delivery Method	Est Length	
06-01	Room Pressurization: Direct Feedback Control	Interactive WBT	4Pages/Screens	64

Preliminary Contents

- Customer intent/typical room pressurization control situations, challenges, and solutions
- Requirements and functionality for rooms using direct feedback control (and how that is different from the previous examples)
- May also be referred to as "Closed Loop" control
- Review of equipment used to achieve the required control
- How it looks on a set of drawings (overview)

Notes

Will need sample plans/spec segments to walk learners through the concepts

06-02	How Direct Feedback Room Pressurization Control Works	Interactive WBT	3Pages/Screens	69
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Preliminary Contents

- Drawings (details)
 - How to identify direct feedback control on a job
- Control system components and how they meet the spec requirements
- Equipment functionality in the system

Notes

Preliminary Contents

- Per equipment component, function, key features (including competitive advantages), cutsheet reference
 - Air valves
 - Actuation
 - Air flow measurement
- Siemens room pressure and condition monitors (key features, BACnet compatibility)

Notes

Focus on equipment that is different from that covered in the previous section

Start with slide 42

Preliminary Contents

- Match equipment to functionality
- Select competitive advantages for individual components
- Review the (partial) drawing and spec to select individual components (using cutsheets to make selection)

Notes

MODULE 7 Introduction to Fume Hood Exhaust Control Components and Functions

23 **19** Screens

OBJECTS

Obj #	Title	Delivery Method	Est Length	
07-01	Introduction to Fume Hood Exhaust Control	Interactive WBT	5Pages/Screens	86

Preliminary Contents

- Examples of facilities and situations in which fume hood exhaust control is used
 - Pharma
 - Healthcare (e.g., infectious diseases)

Notes

Slide 16

07-02	Fume Hood Exhaust Control Codes and Standards	Interactive WBT	3Pages/Screens	87
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Preliminary Contents

- Much of the work done in fume hood control is guided and governed by codes and standards
- This course is not intended as detailed instruction about codes and standards
- At a high level
 - ASHRAE
 - ANSI
- References are available
 - Documents
 - CE portion of the Partner Portal
- Note -- to perform the sales role effectively, you will need to be fully aware of the codes and standards but you are not expected to be an expert

Notes

07-03	Samples of Fume Hood Exhaust Control Applications	Interactive WBT	5Pages/Screens	88
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Preliminary Contents

- Example to illustrate the key concepts
 - Negative pressure
 - Exhaust
 - Control with sash changes

Notes

07-04	Knowledge Check: Fume Hood Exhaust Concepts	Interactive WBT	6Pages/Screens	89
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Preliminary Contents

- Recognize/count rooms shown on a drawing for simple, multiple, true room pressure
- Select components for sample situations (of each type)

Notes

See slide 123 ff for example scenarios

OBJECTS

Obj #	Title	Delivery Method	Est Length	
08-01	Fume Hood Exhaust Control: Single Vertical Sash Applications	Interactive WBT	5 Pages/Screens	135

Preliminary Contents

- Customer intent/typical room pressurization control situations, challenges, and solutions
- Requirements and functionality
- Review of equipment used to achieve the required control
- Ancillary components
 - Materials
 - Coatings
 - Sash sensing
 - SOAM
 - Sidewall velocity method

Notes

Will need sample plans/spec segments to walk learners through the concepts This configuration covers 85% of the market

08-02	Siemens Equipment for Fume Hood Exhaust Control: Single Vertical Sash Applications		5 Pages/Screens	136
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Preliminary Contents

- Per equipment component, function, key features (including competitive advantages), cutsheet reference
 - Air valves
 - Actuation
 - Air flow measurement

Notes

Mention BACnet compatibility with 3rd party systems Start with slide 42

Preliminary Contents

- Drawings
 - How to identify simple room pressurization control on a job
- Control system components and how they meet the spec requirements
- Equipment functionality in the system

Notes

Preliminary Contents

- Per equipment component, function, key features (including competitive advantages), cutsheet reference
 - Air valves
 - Actuation
 - Air flow measurement

Notes

DXR selectionSensorsValvesEtc.+/- 10 slides

Confirm/update equipment list

OBJECTS

Obj #	Title	Delivery Method	Est Length	
09-01	Room Pressurization Control: Systems for Multiple Fume Hoods in a Single Pressurized Space	Interactive WBT	5Pages/Screens	140

Preliminary Contents

- Customer intent/typical room pressurization control situations, challenges, and solutions
- Requirements and functionality for rooms with multiple boxes being controlled as a system
- Review of equipment used to achieve the required control - "Mentio

Notes

Will need sample plans/spec segments to walk learners through the concepts

09-02	How Fume Hood Exhaust Control Works When Multiple Fume Hoods are Used in a Single Pressurized Space	Interactive WBT	5Pages/Screens	141
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Preliminary Contents

- Drawings
 - How to identify multiple room pressurization control on a job
- Control system components and how they meet the spec requirements
- Equipment functionality in the system

Notes

Show both manifolded and delicated exhaust systems for each system. Describe flow/pressure dynamics.

09-03	Siemens: Fume Hood Exhaust Control Equipment/Devices for Controlling Multiple Fume Hoods in a Single Pressurized Space	Interactive WBT	6Pages/Screens	146
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Preliminary Contents

- Per equipment component, function, key features (including competitive advantages), cutsheet reference
 - Air valves
 - Actuation
 - Air flow measurement
 - Controllers/panel(s)
- Wiring and networking requirements for both IP and MS/TP (F-Com)

Notes

09-04	Knowledge Check: Multiple Fume Hoods in a Single Pressurized Space	Interactive WBT	8Pages/Screens	142
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Preliminary Contents

- Match equipment to functionality
- Select competitive advantages for individual components
- Review the (partial) drawing and spec to select individual components (using cutsheets to make selection)

Notes

MODULE 10 Fume Hood Exhaust Control: Complex/Multi-Sash Configuration

36 **24** Screens

OBJECTS

Obj #	Title	Delivery Method	Est Length	
10-01	Control of Fume Hoods Using Complex, Multi-sash Configurations	Interactive WBT	7Pages/Screens	143

Preliminary Contents

- Customer intent/typical room pressurization control situations, challenges, and solutions
- Requirements and functionality for rooms using true room pressure control (and how that is different from the previous examples)
- Review of equipment used to ac

Notes

Will need sample plans/spec segments to walk learners through the concepts

10-02	How Control of Fume Hoods Using Complex, Multi-sash Configurations Works	Interactive WBT	7Pages/Screens	144
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Preliminary Contents

- Drawings
 - How to identify true room pressurization control on a job
- Control system components and how they meet the spec requirements
- Equipment functionality in the system

Notes

Preliminary Contents

- Per equipment component, function, key features (including competitive advantages), cutsheet reference
 - Air valves
 - SOAM UniTrak Sensors
 - Actuation
 - Air flow measurement
 - Controllers/panel(s)
- SOAM
- UniTrak sensors

Notes

Preliminary Contents

- Match equipment to functionality
- Select competitive advantages for individual components
- Review the (partial) drawing and spec to select individual components (using cutsheets to make selection)

Notes

OBJECTS

Obj #	Title	Delivery Method	Est Length	
11-01	Introduction to Networking with Multiple Fume Hoods	Interactive WBT	3Pages/Screens	150

Preliminary Contents

- Types of networks
 - IP (preferred)
 - MS/TP
- Considerations/trade-offs
 - Capacity/limitations
 - Subnets
 - Network speed
 - Central monitoring/control
- Additional equipment needed

Notes

11-02	Network Examples	Interactive WBT	9Pages/Screens	151
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Preliminary Contents

- Daisy-chained (RSTP)
- Two room daisy-chained
- (Not supported) Mix of RSTP with exposure to other traffic
- (Not supported) RSTP using 2 switches
- Dedicated switch port -- one per DXR (star configuration)
- Multiple rooms with dedicated switch port -- one per DXR (star configuration)
- (Not supported) Star configuration but with exposure to other network traffic
- (Not recommended) DXRs wired in series (instead of star)
- (Recommended) DXRs wired (TBD, see page 68)

Notes

OBJECTS

Obj #	Title	Delivery Method	Est Length	
12-01	Introduction to Competitive Challenges	Interactive WBT	2Pages/Screens	154

Preliminary Contents

- Emphasize the role of the sales person to both identify/select the right equipment but also to sell the customer on the benefits of Siemens components over common competitor products.

Notes

12-02	Competitive Challenges: Air Valves	Interactive WBT	5Pages/Screens	155
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Preliminary Contents

- Show example drawings and spec section
- Illustrate how Siemens product(s) meet the customer requirements
- Explain common competitive options and how Siemens compares
- Access and review the cutsheet

Notes

May be able to use a matrix format and repeat it throughout this module

12-03	Competitive Challenges: Hot Water Coils	Interactive WBT	3Pages/Screens	156
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Preliminary Contents

- Show example drawings and spec section
- Illustrate how Siemens product(s) meet the customer requirements
- Explain common competitive options and how Siemens compares
- Access and review the cutsheet

Notes

May be able to use a matrix format and repeat it throughout this module

12-04	Competitive Challenges: Sound Attenuation	Interactive WBT	3Pages/Screens	157
<p>Preliminary Contents</p> <ul style="list-style-type: none"> • Show example drawings and spec section • Illustrate how Siemens product(s) meet the customer requirements • Explain common competitive options and how Siemens compares • Access and review the cutsheets <hr/> <p>Notes</p> <p>May be able to use a matrix format and repeat it throughout this module</p>				
12-05	Competitive Challenges: Hot Water Reheat Valves	Interactive WBT	3Pages/Screens	159
<p>Preliminary Contents</p> <ul style="list-style-type: none"> • Show example drawings and spec section • Illustrate how Siemens product(s) meet the customer requirements • Explain common competitive options and how Siemens compares • Access and review the cutsheets <hr/> <p>Notes</p> <p>May be able to use a matrix format and repeat it throughout this module</p> <p>May not need this content -- or may move it.</p>				
12-06	Competitive Challenges: Venturis	Interactive WBT	5Pages/Screens	160
<p>Preliminary Contents</p> <ul style="list-style-type: none"> • Show example drawings and spec section • Illustrate how Siemens product(s) meet the customer requirements • Explain common competitive options and how Siemens compares • Access and review the cutsheets <hr/> <p>Notes</p> <p>May be able to use a matrix format and repeat it throughout this module</p>				

12-07	Competitive Challenges: Room Pressure Monitor	Interactive WBT	5Pages/Screens	161
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Preliminary Contents

- Show example drawings and spec section
- Illustrate how Siemens product(s) meet the customer requirements
- Explain common competitive options and how Siemens compares
- Access and review the cutsheets

Notes

12-08	Scenarios: Equipment Selection and Competitive Advantages	Individual Exercise	15Pages/Screens	163
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Preliminary Contents

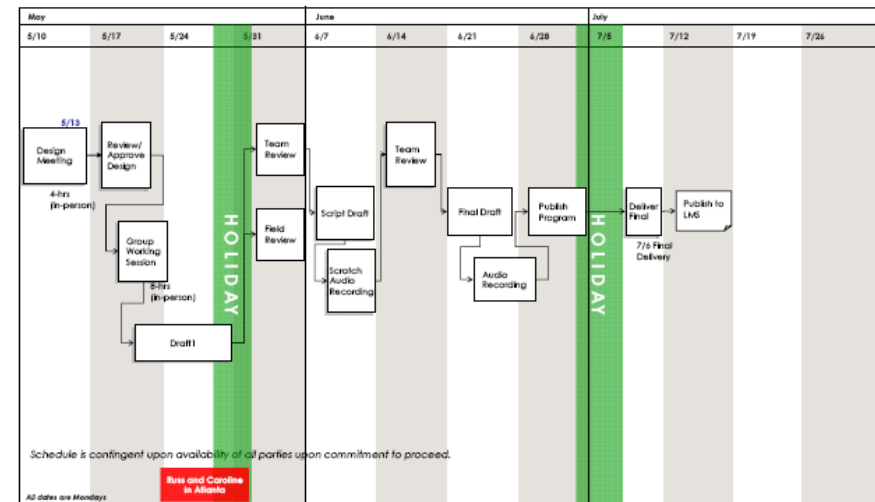
- Show example situation (include drawings and spec sections as needed)
- Select the appropriate Siemens product
- Identify key competitive advantages

Notes

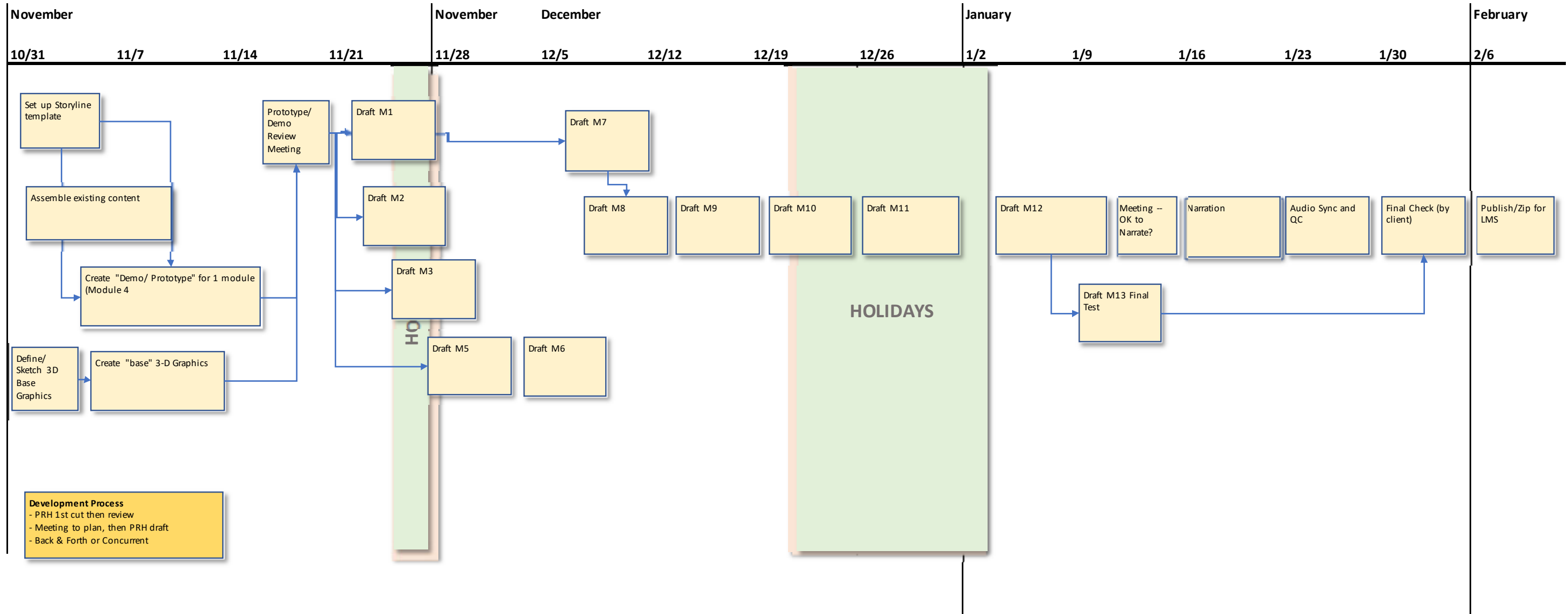
Siemens will have viable alternates to approx 95% of situation/needs. But, include a couple of unique functions/products with which we don't compete (e.g., Accutrol...if hard-sped)

Next Steps 3 Draft Development Schedule

- ▶ Draft Development Schedule – Additional detail needed to finalize



CE WBT Development Schedule (Preliminary)





For On-Line Project Information

There will be a project site on the web for access to project deliverables and information, such as

- Deliverables ready for review
- Project Status information
- Project Contacts
- Up/download Project Files for review

To access the site, contact Lava or Pete for login credentials

Then, navigate to www.prhconsulting.com and click on “Projects” and then “CE.”

Note – This site is not yet available (and may be replaced with a SharePoint site)

10/19/22



For More Information . . .

Siemens Contacts

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