

RADWIN Solutions: Sales In-Class Course

Part Number: RW-8410-3010

Course Duration: One (1) day

Prerequisites:

- RF fundamentals (advantageous, but not mandatory)
- Networking 101 or previous network experience (advantageous, but not mandatory)

Target Audience:

- Sales
- Distributors
- Partners
- System Integrators

Course Description:

This course introduces RADWIN's products portfolio. The course is specifically designed to address sales requirements. It provides a high-level introduction to RADWIN's unique technology and associated features and services. During the course participants will take an in-depth look at RADWIN products and services and perform application analysis using selected case scenarios.

Course Objectives:

Upon completing this course, participants will have a solid understanding of:

- RADWIN's technology advantages
- Products portfolio and associated functions
- OSS tools and associated functions
- RADWIN's services portfolio

Provided collateral:

- PDF copies of the course presentations

Course Agenda¹

Time / Day	Day 1
09:00 – 09:30	Course opening & introduction
09:30 – 10:15	RADWIN technology introduction
10:15 – 11:00	RADWIN products introduction
11:00 – 11:15	Break
11:15 – 12:00	RADWIN products introduction
12:00 – 12:45	RADWIN OSS tools introduction
12:45 – 13:45	Lunch
13:45 – 14:30	Application analysis
14:30 – 15:15	Application analysis
15:15 – 15:30	Break
15:30 – 16:15	RADWIN services
16:15 – 17:00	Q&A and summary

Class Requirements:

1. Room suitable for training based on number of participants, properly air-conditioned and in quite environment
2. Video projector and cables required for trainer's laptop connection
3. Whiteboard/flipchart and markers
4. Broadband internet connection + Wi-Fi

¹ Agenda may be subject to changes