(US052) ACS 800 Performance Product School
Course Description

ABB offers training schools to all qualified Industrial Distributors of company products. These schools are held at various facilities around the country. Schools are subject to certain limitations (i.e. pre-requisites, minimum class size, equipment availability, etc.). Contact your local ABB Territorial Manager for more details.

Enrollment is limited. To ensure timely processing of your enrollment, we recommend that your request reaches us no less than (2) weeks prior to the school. The Training Department will order nametags, diplomas and training materials. The department will confirm your enrollment by fax, e-mail, or mail, and indicate any school particulars prior to your arrival.

Course Duration

The duration is 2 days. (Class begins on Monday afternoon)

Course Type

The course is an instructor-led session with heavy hands-on lab activities.

Course Goal

Obtain an in-depth understanding of performance products / capabilities
Understand Basics of DTC drive technology, benefits and capabilities
Understand Drive applications using ACS 800 product

Student Profile

This training is targeted to authorized ABB Industrial Distributors, Outside Sales personnel and Drives Specialists

Prerequisites and Recommendations

Students should have...

Understanding of industrial applications (AC Drives)
Completion of Industrial Product Sales School (US100), is encouraged
Completion of "ACS 600 Programming" Software (US09), and Completion of
"ACS 800 Web Module" is suggested for students without ACS 600 or ACS 800 Programming Experience

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Course Objectives

Upon completion of this course, students will be able to:

Explain theory of DTC drive Control
Assess an application and size drive appropriately
Program and Certified Start-Up of an ACS 800 Drive
Explain and have a working Knowledge of Special Software
Review of ACS 800 tuning loops

Main Topics

Review of DTC Basics	Modifications / Adaptive Programming
Product Pricing, How to Sell	Application Basics
Competition	Commercial Issues
ACS 800 Feature/Programming	Lab – "Hands-On" Activities

Course Calendar

Day 1	Day 2	Day 3
• Product Strategy	• Software Labs	• Commercial Issues
• DTC Technology	• Software Tools	• Pricing Structure
• Sales Materials	• Applications (Lead/Follower, Winder)	
• Features & Benefits	• Application Examples	
• Performance & Software Capability	• How to Sell	

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