SHIFTING THE LIMITS

TRAINING & EDUCATION PROGRAM 2016

EN

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Division Perfect Welding

TRAINING AND EDUCATION ARE THE KEYS TO OUR SUCCESS

Our success depends on our employees and business partners. With their knowledge, abilities, attitude and motivation, they represent the potential and the energy behind our growth. Therefore their personal and professional development is very important.

At Fronius, training and education is a crucial long-term tool. Particularly in a sector such as welding technology, providing local service and skills is increasingly becoming the decisive factor behind a company's success. Premium products demand premium skills. So Fronius offers its employees and business partners a training and education program for the acquisition and development of skills in welding application technology, system technology and sales support.

Experienced trainers pass on their knowledge in theory and practice. As a result highly-skilled employees and business partners allow us to shift the limits.

Wolfgang Lattner
Divisional Manager
for Perfect Welding

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GENERAL INFORMATION

The development of our employees' know-how and skills is supported as follows:

Training/Course

...used to impart and broaden knowledge about defined subjects in the area of welding, especially with regard to developments in Fronius products and technologies. In addition to the lectures, training also sets itself apart by its intensive interaction between participants and trainers as well as bringing practical applications in first place.

If there is already the knowledge of the specific requirements, the trainings do not have to be graduated. Each participant receives a confirmation after the training. Dates and times for our standard training in German (de) and English (en) can be found in this training and education program. On request we may also offer training courses adjusted to your requirements.

Lectures

... are a way of delivering compressed information about subjects that tell the listeners about new products and technologies within the welding sector. A lecture can be given either by Fronius employees or by external lecturers.
Further information and current dates can be found in the events calendar on our homepage www.fronius.com .

Workshop

... are organised to encourage the participants to work on specific subjects and represent a step up from the pure imparting of knowledge to enable further developments. Further information and current dates can be found in the events calendar on our homepage www.fronius.com .

EXPLANATION OF THE DIFFERENT TRAINING AREAS

PRO – Product courses

These courses address the operation and possible uses of a particular welding system.

SYS – System technology courses

At these courses you will learn the mode of operation and maintenance of different welding systems.

NEW – Product News

At these courses you will receive Information over new products, operation, Operational areas Function and maintenance

SUP – Support (Sales support courses)

At these courses you will receive sales support information to the Division Perfect Welding

MKT – Marketing

At these courses you will receive an introduction to the marketing of the Division Perfect Welding and its sections.

AUT – Automation

This will give you an introduction into Fronius welding automation and orbital welding.

REP – Repair

These training courses teach you the correct way to repair various welding torches and welding systems.

SD – Services Design

These courses teach you a comprehensive basic know-how on services, their contents, processes and service provision. Additionally sales support information is provided.

USEFUL INFORMATION

Registration and location

You should register at least two weeks prior to the training. We kindly ask Fronius employees to register online at the Fronius ENERGY/net in the Fronius Trainingportal (http://trainingsportal.fronius.com/)

Fronius clients should contact their Fronius sales consultant.

Training documents

Each participant will receive training documentation, which are included in the price of the training.

Costs

With regard to costs we recommend that you get in touch with your contact at Fronius. For Fronius employees distributors or representatives the training courses are free of charge. Hotel, travel and boarding costs have to be paid by the training participant.

Important note!

For the "Application Technology" training courses, flame retardant clothing and appropriate footwear should be worn.

Hotels

A list of hotels with hotel description and current prices you can find on our Downloadcenter or can be requested at your Fronius contact person. It will be a pleasure for us to make a hotel reservation for you. Please mention it in you registration form.

Contact

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Fronius

SHIFTING THE LIMITS

MagicWave
TimeTwin
Virtual
Product Overview VarioStar torches Equipment
Handling TransSynergic
Education welding Plasma
CMT RCU TransTig Fronius
T.I.M.E.
VarioSynergic TPS/i
CMT-Twin
AccuPocket

PRODUCT COURSES

INT-PW-PRO-010 Product Overview

Duration   0.5 days

Objective   You will
                      / …get basic knowledge about welding technology
                      / …get an introduction to arc welding, using the relevant Fronius welding systems

Contents
                      / Introduction of the different welding processes
                      / Functional principle of welding
                      / Principle, structure, operation and application areas for:
                          / Manual stick welding with the TransPocket
                          / TIG welding systems with MagicWave power sources
                          / MIG/MAG welding systems with TPS power sources
                      / Comparison between the welding processes and conclusion
                      / Overview of special and high-performance welding processes

Target group
                      / Fronius Employees
                      / Clients

Participants   max. 8

Dates   on request

INT-PW-PRO-020 TransTig- MagicWave

Duration   1 day

Objective   You will

/ …get detailed information about Fronius TIG systems and their features

/ …learn how to operate with the MW/TT power sources correctly and get to know its application areas

Contents

/ Welding process basics

/ Structure, system components and wearing parts

/ TIG torches and accessories

/ Parameter settings (operation)

/ Welding system update

/ Options (cold wire system components, remote controls, etc.)

/ Filler metals and shielding gases

/ Forming

/ Welding practice in AC and DC mode

/ Principle Plasma welding

Target group

/ Application Technician

/ Sales Man

Participants   max. 6

Dates   on request

INT-PW-PRO-031 VarioStar-VarioSynergic

Duration   0.5 days

Objective   You will

/ …get detailed information about Fronius VarioStar-VarioSynergic

/ …learn how to operate the power source correctly and get to know its application areas

Contents

/ Welding process basics

/ Structure, system components and wearing parts

/ MIG/MAG torches and accessories

/ Parameter settings (operation)

/ Options (cooling circuits, wire-feed units, etc.)

/ Filler metals and shielding gases

/ Welding practice

Target group

/ Application Technician

/ Sales Man

Participants   max. 6

Dates   on request

INT-PW-PRO-032 TransSynergic-TransPulsSynergic

Duration   1 day

Objective   You will

/ …get detailed information about Fronius TransSynergic-TransPulsSynergic power
sources.

/ …learn how to operate the power source correctly and get to know its application
areas.

Contents

/ Welding process basics
/ Structure, system components and wearing parts
/ MIG/MAG torches and accessories
/ Parameter settings (operation)
/ Welding system update
/ Options (remote controls, cooling circuits, wire-feed units, etc.)
/ Filler metals and shielding gases
/ Welding practice

Target group

/ Application Technician
/ Sales Man

Participants   max. 6

Dates   on request

INT-PW-PRO-033 TransSteel

Duration   1 day

Objective   You will
/ …get detailed information about the Fronius TransSteel power source.
/ …learn how to operate the power source correctly and get to know its application areas.

Contents
/ Welding process basics
/ Structure, system components and wearing parts
/ MIG/MAG torches and accessories
/ Parameter settings (operation)
/ Welding system update
/ Options (remote controls, cooling circuits, wire-feed units, etc.)
/ Filler metals and shielding gases
/ Welding practice

Target group
/ Application Technician
/ Sales Man

Participants   max. 6

Dates   on request

INT-PW-PRO-034 TPS/i

Duration   1 day

Objective   You will

/ …get detailed information about Fronius TPS/i.

/ …learn how to operate the power source correctly and get to know its application areas.

Contents

/ Welding process basics

/ Structure, system components and wearing parts

/ MIG/MAG torches and accessories

/ Parameter settings (operation)

/ Welding system update

/ Options (remote controls, cooling circuits, wire-feed units, etc.)

/ Filler metals and shielding gases

/ Welding practice

Target group

/ Application Technician

/ Sales Man

Participants   max. 6

Dates   on request

INT-PW-PRO-040 TransPocket- AccuPocket

Duration   1 day

Objective   You will

/ …get detailed information about the TransPocket series, AccuPocket and its features.

/ …learn how to operate the power source correctly and get to know its application areas.

Contents

/ Welding process basics

/ Parameter settings and features

/ Stick types and coating types

/ Welding practice with various stick types

/ Arc air gouging

Target group

/ Application Technician

/ Sales Man

Participants   max. 6

Dates   on request

INT-PW-PRO-160 Welding Torches

Duration   1 day

Objective   You will

/ …get detailed information about the Fronius TIG and MSG welding torches.

/ …learn the difference and get to know its application areas.

Contents

/ TIG and MSG Welding Torches

/ Manual.-, automatic.- and robot welding torch

/ Wear parts and spare parts

/ Options and accessories

Target group

/ Application Technician

/ Service Technician

/ Sales Man

Participants   max. 8

Date   on request

INT-PW-PRO-080 Plasma

Duration   2 days

Objective   You will

/ …get detailed information about the plasma welding process, its setup and the configurations offered by Fronius.

/ …learn how to operate the Fronius plasma module, in combination with our GTAW systems, correctly and how to set up simple applications.

Contents

/ Plasma welding basics
/ Different versions: micro, soft and keyhole plasma welding
/ Device configuration
/ Gases and forming
/ Plasma torches
/ Parameter settings
/ Manual and mechanised welding practice

Target group

/ Application Technician
/ Sales Man

Requirements   INT-PW-PRO-020 TransTig MagicWave

Participants   max. 8

Dates   on request

INT-PW-PRO-090 RCU Operation

Duration   1 day

Objective   You will

/ …get detailed information how to use the RCU 5000i.

/ …get to know the hardware and software requirements and be able to understand and program the functions.

Contents

/ Navigation and functions

/ GMAW synergic welding menu option

/ GMAW standard manual welding menu option

/ MMA welding menu option

/ GTAW welding menu option

/ Job welding menu option, optimizing and managing jobs

/ RCU update

/ Application area and requirements (1 RCU per device)

/ User management

Target group

/ Application Technician

/ Sales Man

Requirements   INT-PW-PRO-032 TransSynergic-TransPulsSynergic

Participants   max. 6

Dates   on request

INT-PW-PRO-100 RCU Synergic Lines

Duration	2 days

Objective   You will

/ …get detailed information how to record synergic lines with the RCU 5000i.

/ …get to know the connection between the pulsed, standard and CMT parameters
learn how to create synergic lines for special uses and to adjust parameters.

Contents

/ Introduction into welding physics and electro technology

/ Setup of a synergic line

/ Creating a pulsed/standard synergic line

/ Pulsed / standard / CMT parameters

/ Optimising and managing synergic lines

Target group

/ Application Technician

/ Sales Man

Requirements   INT-PW-PRO-090 RCU operation

Participants   max. 6

Dates   on request

INT-PW-PRO-110 CMT

Duration   2 days

Objective   You will

/ …get detailed information about the Fronius GMAW system CMT (cold metal transfer) and its features.

/ …get to know the advantages of this process.

/ …learn how to operate the power source and get to know its application areas.

Contents

/ CMT process, basics and new information, manual CMT

/ Device configuration

/ Parameter settings

/ CMT welding and brazing practice

/ The possibilities of the CMT process

/ Configuring the welding system

/ Selecting and changing synergic lines

Target group

/ Application Technician

/ Sales Man

Requirements

/ INT-PW-PRO-032 TransSynergic-TransPulsSynergic

/ INT-PW-PRO-090 RCU operation

Participants   max. 4

Dates   on request

INT-PW-PRO-120 T.I.M.E.

Duration   1 day

Objective   You will

/ …get detailed information about the Fronius single-wire high-performance welding process T.I.M.E. and its features.

/ …learn how to operate the power source correctly and get to know its application areas.

Contents

/ Recognising the application areas of the T.I.M.E process
/ Choosing the right protective gas shield
/ Setting optimum welding parameters
/ Differences compared with conventional GMAW welding
/ Recognising possible applications
/ Material conditions, weld preparation, layer formation
/ Calculating deposition rate and welding speed
/ References

Target group

/ Application Technician
/ Sales Man

Requirements   INT-PW-PRO-032 TransSynergic-TransPulsSynergic

Participants   max. 4

Dates   on request

INT-PW-PRO-130 TimeTwin

Duration   2 days

Objective   You will
/ …get detailed information about the Fronius tandem high-performance welding process TimeTwin and its features.
/ …learn how to operate the power source correctly and get to know its application areas.

Contents
/ Setting the device defaults
/ Setting optimum welding parameters
/ Basics of the process (filler metal, shielding gases)
/ Limits and potential of the process
/ Configuration (system components)
/ Device configuration
/ Working with different arc types
/ Creating and editing jobs
/ Parameter settings, parameter selection
/ Welding practice using various materials

Target group
/ Application Technician
/ Sales Man

Requirements
/ INT-PW-PRO-032 TransSynergic-TransPulsSynergic
/ INT-PW-PRO-090 RCU operation

Participants   max. 4

Dates   on request

INT-PW-PRO-150 LaserHybrid

Duration   1 day

Objective   You will

/ …get detailed information about the Fronius LaserHybrid process.

/ …get to know the application areas and functions.

Contents

/ Basics of LaserHybrid welding

/ System configuration

/ Parameter settings

/ A look at the requirements, potential and configurations of LaserHybrid welding

/ Details about the LaserHybrid welding head

/ Demonstration of the LaserHybrid welding system

/ Limits and potential of the process

/ Advising clients on the pros and cons

Target group

/ Fronius Employees

/ Business partners

Requirements   INT-PW-PRO-032 TransSynergic-TransPulsSynergic

Participants   max. 6

Dates   on request

INT-PW-PRO-180 CMT-Twin

Duration   1.5 days

Objective   You will

/ …get detailed information about the Fronius tandem high-performance welding process CMT-Twin and its features.

/ …learn how to operate the power source correctly and get to know its application areas and advantages.

Contents

/ Setting the device defaults

/ Setting optimum welding parameters

/ Basics of the process (filler metal, shielding gases)

/ Limits and potential of the process

/ Configuration (system components)

/ Device configuration

/ Working with different arc types

/ Creating and editing jobs

/ Parameter settings, parameter selection

/ Welding practice using various materials

Target group

/ Application Technician

/ Sales Man

Requirements

/ INT-PW-PRO-110 CMT

/ INT-PW-PRO-130 TimeTwin

Participants   max. 4

Dates   on request

INT-PW-PRO-200 International Welding Equipment

Duration   0.5 days

Objective

You...

/ …will be able to distinguish between national and international available welding accessories and will know the relevant contact partners.

/ …will know where to find saleable documents on the intranet.

/ …will know the application areas and potential of the products.

/ …will be able to present the product range to a client and provide arguments in favour of it.

Contents

/ Internal structure of the welding accessories

- Personal protective equipment (Welding helmet, gloves,…)
- Welding accessories (Tig Grinder, pressure regulator,…)

Target group

/ Sales Man

/ Office Coordinator

/ Employees and Fronius business partners who want to get to know these products

Participants   max. 8

Dates   on request

INT-PW-PRO-210 Virtual Welding; Welding Education

Duration   4 hours

Objective   You...
/ …learn the configuration, functions and applications of Virtual Welding
/ …know the benefit and prospects
/ …obtain an overview of the Fronius products for the business segments training and education

Contents
/ Structure of Virtual Welding
/ Operation and settings
/ Configure curricula and courses
/ Options for virtual welding
/ Reference
/ Calibrate the system, cluster networking
/ Presentation of products Teachware set and Expert Set

Target group
/ Sales man
/ Employees who would like to get to know these products

Participants   max. 6

Dates   on request

SHIFTING THE LIMITS

power-source TransSynergic
Connection
TransTig TT Advanced
TransSteel Robot
Safety AccuPocket
Variants
TPS MW VarioStar
Interface
Calibration
TransPocket Advanced
VarioSynergic TPS/i
MagicWave TransPulsSynergic

SYSTEM TECHNOLOGY COURSES

INT-PW-SYS-010 VarioStar-VarioSynergic

Duration   1 day

Objective   You will get
                        / …information about the function of important components in welding power
                        sources.
                        / …information about
                        / …basic knowledge of electro technology
                        / …basic knowledge of ESD effects and you´ll be able to apply measures to prevent
                        damages.

Contents
                        / Basic knowledge of electro technology regarding to Fronius power sources
                        / Functionality of components (coils, diodes, …)
                        / Principle of transformer
                        / Rectification
                        / Current measuring
                        / Emergence and effects of ESD events

Target group
                        / Fronius Employees
                        / Clients

Participants   max. 6

Dates   on request

INT-PW-SYS-100 Networking Fronius power source

Duration   0.5 day

Objective   You know
/ …know about the basic structure of TCP/IP networks
/ …know the key terminology and abbreviations, such as TCP, DHCP and DNS and what they mean

Contents
/ Network theory
  / Number systems
  / Layer model
/ Hardware
  / Cables
  / Topologies
  / Network devices
/ Protocols, Services and Applications
/ Web interface

Target group
/ Fronius Employees

Requirements
/ Basic PC user skills with MS Windows
/ Basic know how of power source

Participants   max. 6

Dates   on request

INT-PW-SYS-101 Advanced Networking Fronius power source

INT-PW-SYS-100

Duration	0.5 days
Objective	You will
	/ …be able to construct, configure and test a simple network

Contents

/ Practice

    / Configuration and setup

    / troubleshooting

Target group

/ Fronius- employees

Requirements

/ INT-PW-SYS-101 Networking Fronius power source

/ Basic PC user skills with MS Windows

/ Basic knowledge of the power source

/ Preferable: bring a laptop/ tablet

Participants	max. 6
Dates	on request

INT-PW-SYS-031 TransSynergic-TransPulsSynergic

Duration	1 day

Objective

You will

/ …get to know the digital Fronius MIG/MAG product line.

/ …know setup and principle of digital power sources.

/ …be able to carry out repair and maintenance work.

Contents

/ Operation/setup/function and repair instructions

/ Operation/handling the various Fronius digital MIG/MAG power sources and how updates work

/ Technical setup and function of the TS and TPS series, including circuit diagrams

/ Working with the service manual for TS/TPS

/ Troubleshooting and error codes

/ Options (accessories, wire-feed unit, cooling circuit)

Target group

/ Service Technician

Participants	max. 6
Dates	on request

INT-PW-SYS-032 TransTig-MagicWave

Duration   1 day

Objective   You will

/ …get to know the digital Fronius TIG product line.

/ …know setup and principle of the TIG power sources.

/ …be able to carry out repair and maintenance work.

Contents

/ Operation/setup/function and repair instructions

/ Operation/handling the various Fronius digital TIG power sources and how updates work

/ Technical setup and function of MW and TT series, including circuit diagrams

/ Working with the service manual for the TT/MW

/ Troubleshooting and error codes

/ Options (accessories, cold wire-feed unit, cooling circuit)

Target group

/ Service Technician

Participants   max. 6

Dates   on request

INT-PW-SYS-033 TransSteel

Duration   1 day

Objective   You will

/ …get to know the TransSteel product line.

/ …know about setup and principle of the TransSteel power sources.

/ …be able to carry out repair and maintenance work.

Contents

/ Operation/setup/function and repair instructions

/ Operation/handling the TransSteel power sources and how updates work

/ Technical setup and function of the TransSteel, including circuit diagrams

/ Working with the service manual for the TransSteel

/ Troubleshooting and error codes

/ Options

Target group

/ Service Technician

Participants   max. 6

Dates   on request

INT-PW-SYS-034 TPS/i

Duration   2 days

Objective   You will

/ …get to know the TPS/i product line.

/ …know setup and principle of the TPS/i power sources.

/ …be able to carry out repair and maintenance work.

Contents

/ Operation/setup/function and repair instructions

/ Operation/handling the various Fronius TPS/i power sources and how updates work

/ Technical setup and function of the TPS/i series, including circuit diagrams

/ Working with the service manual for the TPS/i

/ Troubleshooting and error codes

/ Options (accessories, wire-feed unit, cooling circuit)

Target group

/ Service Technician

Participants   max. 6

Dates   on request

INT-PW-SYS-035 TPS/i Variants (270i/ 600i/ 600V/ MV/ LSC Advanced)

Duration   1 day

Objective   You will
/ …get to know the TPS/i product line.
/ …know setup and principle of the TPS/i power sources.
/ …be able to carry out repair and maintenance work.

Contents
/ Operation/setup/function and repair instructions
/ Operation/handling the various Fronius TPS/i power sources and how updates work
/ Technical setup and function of the TPS/i series, including circuit diagrams
/ Working with the service manual for the TPS/i
/ Troubleshooting and error codes
/ Options (accessories, wire-feed unit, cooling circuit)

Target group
/ Service Technician

Requirements
/ INT-PW-SYS-034 TPS/i

Participants   max. 4

Dates   on request

INT-PW-SYS-041 TransPocket

Duration   0.5 days

Objective   You will

/ …get detailed information about the resonant Fronius product line (TransPocket-series).

/ …learn how to operate the TransPocket-series.

/ …be able to carry out repair and maintenance work.

Contents

/ Basics of resonant technology

/ Components and options (accessories, cold wire-feed unit, cooling circuit)

/ Practical exercises (e.g. changing components)

/ Information about TP 1500/2500/3000 series

/ Repair and maintenance tips

/ Explanation of the setup and function using a circuit diagram

/ Measuring points

/ Troubleshooting/analysis, error codes

Target group

/ Service Technician

Participants   max. 6

Dates   on request

INT-PW-SYS-042 AccuPocket

Duration   0.5 days

Objective   You will

/ …get detailed information about the Fronius AccuPocket.

/ …learn how to operate the AccuPocket.

/ …be able to carry out repair and maintenance work.

Contents

/ Basics of Accu technology

/ Components and options (accessories, cold wire-feed unit)

/ Practical exercises (e.g. changing components)

/ Informations about AccuPocket

/ Repair and maintenance hints

/ Explanation of the setup and function using a circuit diagram

/ Measuring points

/ Troubleshooting/analysis, error codes

Target group

/ Service Technician

Participants   max. 6

Dates   on request

INT-PW-SYS-051 Safety inspection

Duration	1 day

Objective   You will

/ …get to know the relevance of safety technology.

/ …get an overview of relevant standards, test-records and working instructions.

/ …be able to make a safety-check on a Fronius power sources

/ …be able to complete the appropriate test-records

Contents

/ Importance (awareness of responsibility)

/ Comprehension safety technology

/ Measuring equipment

/ Safety check with the help of using practical examples (e.g. TPS/I, TPS, MW, VarioSynergic)

/ Demonstrating the consequences of errors when safety aspects are ignored

Target group

/ Service Technician

Participants   max. 6

Dates   on request

INT-PW-SYS-052 Calibration

Duration   1 day

Objective   You will

/ …get to know the relevance of calibration technology.

/ …get an overview of relevant standards, test-records and working instructions.

/ …be able to execute a calibration resp. a durability check.

/ …be able to complete the appropriate test-records.

/ …get to know maintenance packages and their contents.

Contents

/ Definitions, norms and standards

/ Comprehension calibration technology

/ Calibration equipment

/ Calibration techniques with the help of practical examples (e.g. TPS/i, TPS, MW, VarioSynergic)

/ INT-SD-MAI-001: Service, Maintenance and inventory of Equipment

Target group

/ Service Technician

Target group

/ INT-PW-SYS-051 Safety inspection

Participants   max. 6

Dates   on request

INT-PW-SYS-071 Robot Interfaces TT/ MW & TS/ TPS

Duration   2 days

Objective   You will

/ …know several possibilities of connecting a power source to a robot.

/ …get to know TT/MW/TS/TPS different robot configurations.

/ …get an overview of several options.

Contents

/ Interface variants

/ Signal description interfaces

/ Field bus systems

/ Robot-power source interface options

/ Configurations

/ Options

Target group

/ Service Technician

/ Clients

Requirements   INT-PW-SYS-031 TransSynergic-TransPulsSynergic or

INT-PW-SYS-032 TransTig-MagicWave

Participants   max. 6

Dates   on request

INT-PW-SYS-072 Robot Interfaces TPS/i

Duration   2 days

Objective   You will

/ ...know several possibilities of connecting a TPS/i power source to a robot.

/ …get to know TPS/i robot configurations.

/ …get an overview of several options.

Contents

/ Interface variants

/ Signal description interfaces

/ Field bus systems

/ Robot-power source interface options

/ TPS/i Robot configurations

/ Options

Target group

/ Service Technician

/ Clients

Requirements   INT-PW-SYS-034 TPS/i

Participants   max. 6

Dates   on request

INT-PW-SYS-081 Welding Data Documentation TT/ MW & TS/ TPS

Duration   1 day

Objective   You will
/ …get an overview of the most common functions of Fronius Xplorer and Q-Master and WeldCube
/ …learn all the important software components for digital welding power sources
/ …be able to set up and maintain a power source network.

Contents

/ Overview of software components used
/ Tools used to communicate with the power source (LocalNet converter/ network)
/ Xplorer (Installation, construction and maintenance of a network)
/ Jobs and Backup of the power source
/ User management & Welding data documentation
/ Q-Master
/ WeldCube (commissioning, overview of functions)

Target group

/ Service Technician

Requirements

/ Basic PC user skills with MS Windows
/ Basic knowledge of power source and RCU 5000i
/ Preferable: bring a laptop with a LocalNet converter

Participants   max. 6

Dates   on request

INT-PW-SYS-082 Welding Data Documentation TPS/i

Duration   1 day

Objective   You will

/ …get an overview of the most common functions of Fronius Xplorer Basic, WeldCube and remote service.

/ …learn all the important software components for digital welding power sources

/ …learn to build a network with welding power sources, and maintenance.

Contents

/ Overview of used software components

/ Communication with the power source (network)

/ Xplorer Basic (installation, maintenance of a network)

/ Remote Service

/ Jobs & Backup of the power source

/ User-management & welding data documentation

/ Quality monitoring

/ WeldCube (installation, overview of functions)

Target group

/ Service Technician

/ Clients

Requirements

/ Basic PC user skills with MS Windows

/ Basic knowledge of the power source

/ Preferable: bring a laptop/ tablet

Participants   max. 6

Dates   on request

Fronius

SHIFTING THE LIMITS

Product

Products Courses

Division Robacta

Perfect Drive Employees

Welding 2016

News TransPocket

Overview

PRODUCT NEWS

INT-PW-NEW-070 NEW PRODUCTS 2016

Duration   1 day

Objective   You will
                      / …receive an overview about Product news 2016

Contents
                      / TransPocket 150/180
                      / Robacta Drive

Target group
                      / Employees of the Division Perfect Welding

Participants   max. 10

Dates   on request

Process Network
Welding
Functions Support BaaN
Configurator Service Sales
Pricelist Pricegroup
Serialnumber
Tools Product
Technology
Caculation

SALES SUPPORT COURSES

INT-PW-SUP-002 Pricelist

Duration	1.5 hours

Objective   You will

/ …know the current pricelist, its structure and content
/ …know the organisation and structure of the team
/ …use the pricelist as your medium for customer discussions
/ …know the importance of the price group and delivery class
/ …know who is calculating the prices for special productions
/ …be aware of the difference between serial number and part number

Contents

/ Overview prices at Fronius International
/ Worldwide sales- and service network
/ Cover
/ Where can I find the digital pricelist
/ Content
/ Descriptions and abbreviations
/ Example TPS/i: new descriptions
/ Pricegroup
/ Delivery class
/ Difference between serial number and article number
/ Content of the pricelist: (welding systems, structuring,...)

Target group

/ Office Coordinator
/ Sales Man
/ Application Technician
/ Service technician

Participants   max. 5

Dates   on request

INT-PW-SUP-006 Product Configurator Division Welding Technology

Duration	4 hours

Objective   You will

/ …be familiar with the basic functions of the product configurator (access, setting up configurations, saving process, search functions, copying configurations, colour scheme, …)

/ …be familiar with the application possibilities of the product configurator (teamwork sales assistant, sales man, TSN/TSI)

/ …be familiar with the extended functions (information platform, help function, copy function, …)

/ …be familiar with the sales supporting tools (BOM List, interactive check-lists)

Content

/ Technical requirements
/ Advantages and benefits of the product configurator
/ Search functions
/ Saving functions
/ Operation method of the product configurator (basics)
/ Possibilities in connection with BaaN
/ Setting up a configuration
/ Pricelist configurations
/ Practical application
/ Support possibilities

Target group

/ Employees of the entire sales (sales assistant, sales man)
/ TechSupport (Service technician, application engineer)

Qualifications

/ PC or notebook with connection to the Fronius network
/ Internet access
/ BaaN access for those who create quotes

Participants	max. 10
Dates	on request

INT-PW-SUP-008 PreSales Process

Duration   5 hours

Objective   The participant

/ …will be familiar with the PreSales process including contact management of the division welding technology and will be able to apply this process.

Content

/ Prospect process
  / Setting up prospects
  / Transfer prospects into customers
/ Quotation process:
  / Setting up quotes
  / Copying quotes
  / Printing quotes
/ Sales relating enquiries
/ Quotation tracking:
  / Finalising quotes
  / Transfer quotes into orders
  / Statistics for quotation tracking (benefits and advantages)
/ Contact management:
  / Setting up contact persons of customers / prospects / potential prospects

Target group

/ Experts national
/ Employees within sales
/ Employees within COP
/ Employees within PreSales division welding technology

Participants   max. 4

Dates   on request

SHIFTING THE LIMITS

MARKETING COURSES

INT-PW-MKT-010 Advertising Advanced I

Duration	approx.1 day

Target: You know

/ …about basics of workflows in marketing on national and international level and

/ …about differences of active and passive communication. Additionally, you will know the tasks in case of product launches.

Content

/ Marketing teamwork between international and national experts according to VSP-Handbook

/ Model of buying process and media used

/ Information architecture and modularity

/ Translation process

/ Milestones in process of product launch

Target group

/ All division marketing colleagues (PC, SE, PW) on international and national level, sales assistance Perfect Welding, area sales manager Perfect Welding and sales manager Perfect Welding.

Dates on request

INT-PW-MKT-012 Advertising Advanced II

Duration   approx. 1 day

Target   You will
/ …know about strategy of article numbers for advertising material and you are able to provide printed matters out of open marketing files.

Content
/ Basics of desktop publishing
/ Article numbers and printing
/ Practical training weld+vision

Target group
/ Experts national marketing Perfect Welding.

Dates   on request

INT-PW-MKT-020 Advertising Expert I

Duration   approx. 1 day

Target   You will

/ …know about steps in organizing a national event for welding.

/ ...learn how to handle graphic programs to provide advertising material on national level.

Content

/ Events, events case study,

/ practical training

/ desktop publishing for marketing experts.

Target group

/ Experts national marketing Perfect Welding.

Dates   on request

INT-PW-MKT-011 PR Advanced I

Duration   approx. 1 day

Target   You will

/ …generate a basic understanding for Public Relations as well as you are able to apply the PR tools in a goal-oriented manner.

/ …be able to write News for the Website and make references for the ENERGY/net.

Content

/ Public Relations – basic principles

/ Application story / technical article / press release / media data sheet / translation process

/ Editorial contact – basic principles

/ News on the Website

/ References for ENERGY/net

Target group

/ Experts national marketing Perfect Welding.

/ In extracts: sales assistance Perfect Welding, area sales manager Perfect Welding and sales manager Perfect Welding.

Dates   on request

INT-PW-MKT-013 PR Advanced II

Duration	approx. 1 day

Target

You will

/ …know about the optimal use of editorial contacts and achieve at best the requirements of editors concerning press kit, (exhibition-)support and invitation.

Content

/ Exhibition
/ Editorial contact
/ Press kit
/ Invitation for editors
/ Support editors
/ Media monitoring

Target group

/ Experts national marketing Perfect Welding.

Dates	on request

INT-PW-MKT-021 PR Expert I

Duration	approx. 1 day

Target

You will

/ …be able to organize press conferences, visit technical magazines and provide them with national and international press releases and application stories.

Content

/ Press conference
/ Editorial tour
/ PR platform on the Website
/ Press release national
/ Application story national

Target group

/ Experts national marketing Perfect Welding

Dates	on request

INT-PW-MKT-025 Fronius / marketing portal (MRM)

Duration   approx. 2 hours

Target   You will
/ …develop a basic understanding of the marketing portal and know functions of the portal.
/ …learn the modules "Media Pool", "Smart Access", and "Web-to-print" to know.

Content
/ Structure of the modules

Media Pool
/ Optional: Importing and keywording of media objects
/ Language filtering
/ Downloading media objects (download-scheme)
/ Creating a collection
/ Request an account / create an external access
/ And much more …

Web-to-Print
/ Creating of advertising material

Zielgruppe
/ Marketing International
/ Marketing National
/ Sales
/ TSI

Dates
/ on request

SHIFTING THE LIMITS

Application
Details
Walkabout Configurations
Department Automation
Welding Orbital-welding
Options Standard
Product Organisation
Range
Components
Equipment
Introduction

AUTOMATION COURSES

INT-PW-AUT-001 Welding Automation Product Range

Duration   0.5 days

Objective   You

/ …will get to know the Fronius welding automation product program (standard products).

Contents

/ Basics of welding automation components
/ Standard equipment
/ Options

Target group

/ Application Technician
/ Service Technician
/ Sales Man
/ Employees and clients who would like to get to know the standard products in the Fronius welding automation range

Requirements

/ Practical experience of a welding process
/ Basic knowledge of automation technology

Participants   max. 8

Dates   on request

INT-PW-AUT-002 Orbital Welding

Duration   1 day

Objective   You

/ …will be familiar with the basic details of the requirements, potential and
configurations of orbital welding.

/ …will be in a position to advise clients about the pros and cons and to inform them
about general requirements.

Contents

/ Basics of orbital welding
/ Configuration
/ Joint preparation
/ Material types
/ Shielding gases
/ Parameter settings
/ Welding demonstration

Target group

/ Application Technician
/ Service Technician
/ Sales Man
/ Employees and clients who would like an overview of the orbital welding process

Requirements   Professional experience in GTAW and GMAW welding processes

Participants   max. 6

Date   on request

INT-PW-AUT-003 Introduction Automation

Duration   0.5 days

Objective   You will
                      / …become an insight of automated welding
                      / …have knowledge of the product line
                      / …get a picture of the organisation of the automation department

Contents
                      / Introduction of automation departments
                      / Information of product line
                      / Automation walkabout

Target group
                      / This training is designed especially for new employees

Participants   max. 6

Date   on request

FRONIUS

SHIFTING THE LIMITS

Components
Equipment
Parts Hosepacks
Welding Manual Tools
Structure Correctly
Wearing-parts
Repair Torches Workbench
Replace
Knowledge

REPAIR COURSES

INT-PW-REP-010 Basic manual welding torch repair

Duration   0.5 days

Objective   You

/ …will be familiar with the structure of welding torches and hosepacks.

/ …will be able to replace parts correctly.

Contents

/ Structure of gas-cooled and water-cooled welding torches and hosepacks

/ Instruction to change wearing parts

/ Changing components such as welding torch bodies, buttons, etc.

/ Tool requirements

Target group

/ Service Technician

/ Sales Man

/ Clients who would like to be able to change wearing parts and spare parts themselves

Requirements   Basic knowledge of welding torches

Participants   min. 2, max. 4

Date   on request

Comments   This training takes place in Pettenbach/plant 92.

INT-PW-REP-011 Advanced manual welding torch repair

Duration	1 day

Objective

You

/ …will be familiar with the structure of welding torches and hosepacks.

/ …will be able to repair manual welding torches correctly with the right tools.

Contents

/ Structure of gas-cooled or water-cooled welding torches

/ Instruction to change wearing parts

/ Changing components such as welding torch bodies, buttons, etc.

/ Repairing hosepacks and sub-components

/ Testing welding torches and hosepacks according to check plans

/ Equipment required for the repairer's workbench

Target group

/ Service Technician

/ Clients who would like to carry out maintenance and repairs themselves

Requirements   Basic knowledge of welding torches

Participants   min. 2, max. 4

Date   on request

Comments   Please notify us in advance of any special torch types that require particular consideration. This training takes place in Pettenbach/plant 92

INT-PW-REP-012 Push-Pull manual welding torch repair

Duration   1 day

Objective   You

/ …will be familiar with the structure of the Push Pull and PT-Drive manual welding torches.

/ …will be able to repair manual welding torches correctly with the right tools.

Contents

/ Instruction to change wearing parts

/ Changing components such as welding torch bodies, buttons, etc.

/ Repairing hosepacks and sub-components

/ Testing welding torches and hosepacks according to testing schedules

/ Equipment required for the repairer's workbench

Target group

/ Service Technician

/ Clients who would like to carry out repairs themselves

Requirements   Basic knowledge of Push Pull welding torches

Participants   min. 2, max. 4

Date   on request

Comments   This training takes place in Pettenbach/plant.

INT-PW-REP-013 Robot Hosepack repair

Duration   1 day

Objective   You
                      / …will be familiar with the structure of robot hosepacks.
                      / …will be able to repair robot hosepacks correctly with the right tools.

Contents
                      / Structure of gas-cooled and water-cooled robot hosepacks
                      / Instruction to change wearing parts
                      / Changing components such as welding torch bodies, buttons, etc.
                      / Repairing hosepacks and sub-components
                      / Testing welding torches and hosepacks according to testing schedules
                      / Equipment required for the repairer's workbench

Target group
                      / Service Technician
                      / Clients who would like to carry out repairs themselves

Requirements   Basic knowledge of robot welding torches

Participants   min. 2, max. 4

Date   on request

Comments   Please notify us in advance of any special hosepacks that require particular
                      consideration. This training takes place in Pettenbach/plant 92

INT-PW-REP-014 CMT Robot Hosepack repair

Duration   1 day

Objective   You

/ …will be familiar with the structure of CMT robot hosepacks.

/ …will be able to repair CMT robot hosepacks correctly with the right tools.

Contents

/ Structure of CMT robot hosepacks

/ Instruction to change wearing parts

/ Changing components such as the drive unit, wire buffer, etc.

/ Repairing hosepacks, wire buffer and sub-components

/ Testing various components according to testing schedules

/ Equipment required for the repairer's workbench

Target group

/ Service Technician

/ Clients who would like to carry out repairs themselves

Requirements   Basic knowledge of robot welding torches

Participants   min. 2, max. 4

Date   on request

Comments   This training takes place in Pettenbach/plant 92

INT-PW-REP-015 Robot Torch Body repair

Duration	0.5 days

Objective   You

/ …will be familiar with the structure of robot torch bodies.

/ …will be able to repair robot torch bodies correctly with the right tools.

Contents

/ Structure of gas-cooled and water-cooled robot torch bodies

/ Instructions to change wearing parts

/ Testing and repairing robot torch bodies

/ Equipment required for the repairer's workbench

Target group

/ Service Technician

/ Clients who would like to carry out repairs themselves

Requirements   Basic knowledge of robot torch bodies

Participants   min. 2, max. 4

Date   on request

Comments   Please notify us in advance of any special torch bodies that require particular consideration. This training takes place in Pettenbach/plants 319.

INT-PW-REP-016 CMT Robot drive units repair

Duration	2 days

Objective   You

/ …will be familiar with the structure of CMT drive units

/ …will be able to repair CMT drive units correctly with special Fronius tools and correction devices

Contents

/ Structure of the CMT drive units

/ Instruction to change wearing parts

/ Dissembling and repairing of driving units according to testing schedules

/ Parameter setting (operation)

/ Adjusting and testing all functions of the CMT driving unit

Target group

/ Service Technician

/ Clients who would like to carry out repairs themselves

Requirements

/ Experience with the repair of robot hose packs

/ REP 14 Advanced CMT robot hosepack repair

/ Electro technical knowledge necessary

Participants   max. 2

Dates   on request

INT-PW-REP-017 Individual Training Repair Center welding torches

Duration   according to agreement

Objective   You
/ …will be familiar with the repair processes of the pre-defined welding torches..
/ …will be able to repair the pre-defined welding torches correctly.

Contents
/ The seminar content is provided for each work station and task specific.
/ Repair processes and repair of the pre-defined welding torches.

Target group
/ Participants of the IIP program
/ Interface partner
/ RCN employees

Requirements
/ A detailed description of the training content of the line manager is required to can coordinate the training program.

Participants   1

Dates   on request

SHIFTING THE LIMITS

Implementation

WeldCube E-Learning

Pricing BaaN

Warranty-Extension

Rental

Support AccuCare

Arguments FeeL

Accounting Services

SERVICE COURSES

INT-SD-ACC-001@ eLearning AccuCare

Duration   approx. 1 hour

Objective   You will

/ …know the contents of AccuCare.

/ …know the main arguments for the customer.

/ …know the pricing and the invoicing models of this service.

/ …know about the necessary BaaN processes.

/ …know how you fulfil the service.

Contents

/ Basic information regarding AccuCare.

/ Sales, arguments and pricing.

/ Service provision.

/ BaaN processes and personnel.

Target group

/ Whole VSP-Team

/ TSN

/ TSI

/ Area Sales Management

/ Marketing

Requirements   valid Fronius e-mail address

access to a PC with internet connection

Participants   min. 1

Degree with   Certificate

Comments   After the training has been booked, a login for the participant is activated. The login

data as well as the further processing will be sent out by e-mail. Employees without

access to the HR portal can register by sending an e-mail to

Beck.Anita@fronius.com or Haidinger.Roland@fronius.com.

INT-SD-FRS-001@ eLearning FeeL Remote Support

Duration	approx. 2 hours

Objective   You will

/ …know the contents of FeeL Remote Support.

/ …know the main arguments for the customer.

/ …know the pricing and the invoicing logic of this service.

/ …know about the necessary BaaN processes.

/ …know how you fulfil the service.

/ …know about the technical components necessary for FeeL Remote Support.

Contents

/ Basic information regarding FeeL Remote Support.

/ Sales, arguments and pricing.

/ Service provision.

/ BaaN processes and personnel.

/ Technical components and implementation possibilities.

Target group

/ Whole VSP-Team

/ TSN

/ TSI

/ Area Sales Management

/ SMI

/ Marketing

Requirements   valid Fronius e-mail address

access to a PC with internet connection

Participants   min. 1

Degree with   Certificate

Comments   After the training has been booked, a login for the participant is activated. The login data as well as the further processing will be sent out by e-mail. Employees without access to the HR portal can register by sending an e-mail to Beck.Anita@fronius.com or Haidinger.Roland@fronius.com.

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INT-SD-GLV-001@ eLearning Warranty Extension

Duration	approx. 1-2 hours

Objective   You will

/ …know the contents of Fronius standard warranty.

/ …know the models of warranty extension.

/ …know what the warranty extension of Fronius is valid for.

/ …know the arguments for the customer.

/ …know the pricing of warranty extension models.

/ …know about the necessary BaaN processes.

/ …know the warranty models of Fronius' competitors.

Contents

/ The service warranty extension.

/ Sales and arguments.

/ Processes

Target group

/ Whole VSP-Team

/ Area Sales Management

/ Marketing

Requirements   valid Fronius e-mail address

access to a PC with internet connection

Participants   min. 1

Degree with   Certificate

Comments   After the training has been booked, a login for the participant is activated. The login data as well as the further processing will be sent out by e-mail. Employees without access to the HR portal can register by sending an e-mail to Beck.Anita@fronius.com or Haidinger.Roland@fronius.com.

INT-SD-REN-W01@ eLearning Rental

Training time	approx. 1-2 hours

Aim
You will
/ …receive general information on the rental process.
/ …can go through the rental process within BaaN on your own.

Contents
/ General Information on rental service.
/ Rental process.
/ Rental order administration.

Target group
/ New employees.
/ Internal sales.
/ Whole VSP team.
/ SMI

Requirements
valid Fronius email address
PC with connection to the internet

Participants
min. 1

Completion with
Certificate

Notes
After booking the training the participants receive the login for the training platform. If no access data is existing yet, they will be sent via email. Employees without access to the HR portal can register for the training by sending an email to Beck.Anita@fronius.com or Haidinger.Roland@fronius.com.

INT-SD-MAI-001@eLearning Maintenance Packages and Inventory of Equipment

Duration   approx. 2-3 hours

Objective   You will

/ …know the maintenance packages and their contents.

/ …know the benefits of the maintenance packages.

/ …know the inventory of equipment service.

Contents

/ Presentation of maintenance packages & configuration possibilities.

/ Pricing.

/ Customer benefits.

/ Presentation of tool for inventory of equipment.

/ Maintenance documents.

Target group

/ Whole VSP-Team

/ TSN

/ TSI

/ Area Sales Management

/ Marketing

Requirements   valid Fronius e-mail address

access to a PC with internet connection

Participants   min. 1

Degree with   Certificate

Comments   After the training has been booked, a login for the participant is activated. The login data as well as the further processing will be sent out by e-mail. Employees without access to the HR portal can register by sending an e-mail to Beck.Anita@fronius.com or Haidinger.Roland@fronius.com.

INT-SD-DAT-004@ Data Documentation using Feel Packages & Weldcube

Training time	approx. 4 hours

Aim

You will
/ …learn about available documentation possibilities for TPS/i
/ …learn about available FeeL packages and their functional range for TPS/i data documentation
/ …get to know the possibilities of data documentation using a WeldCube
/ …get to know the available additional service packages / services for FeeL packages and WeldCube
/ …know about the system behind the documentation possibilities and you know which technical components are required in order to implement the solution at the customer's premises
/ …know which solution suits the customer's requirements

Contents

/ Possibilities for TPS/i data documentation.
/ Data documentation for TPS/i using FeeL packages:
  o Available packages and functions.
  o System and technical implementation.
  o Customer benefits.
  o Pricing & processes.
  o Services.
  o …
/ Data documentation using WeldCube:
  o Available functions
  o Supported devices.
  o System and technical implementation.
  o Customer benefits.
  o Pricing & processes.
  o Services.
  o …

Target group

/ VSP team

/ TSN

/ STM: TechSupport & Area Sales Management

/ SMI

/ Product management

/ Service management

Requirements   valid Fronius email address

PC with connection to the internet

Participants   1 at minimum

Completion with   Certificate

Notes   After booking the training the participants receive the login for the training platform. If no access data is existing yet, they will be sent via email. Employees without access to the HR portal can register for the training by sending an email to Beck.Anita@fronius.com or Haidinger.Roland@fronius.com.

INT-SD-TCO-001e Total Cost of Ownership - TCO

Duration	1 hours

Objective   You

    /   … know the terms TCO, MTBF, MTTR, MCRP

    /   … can distinguish between "technical availability" and "Functional Safety"

    /   … know what you have to do after a customer request

    /   ... know the responsible persons at Fronius

Contents

    /   Definitions

    /   Examples for customer inquiries

    /   TCO in SharePoint

    /   Contact persons

    /   Benefits & Outlook

Target group

    /   Area Sales Manager

    /   Regional Sales Manger

    /   Product Manager.

    /   SMI

Participants   1 at minimum, max. 15

Notes   After booking the training the participants receive possible date and time for the appointment. Employees without access to the HR portal can register for the training by sending an email to Ruehringer.Karl@fronius.com or Haidinger.Roland@fronius.com.

REGISTRATION

You should register at least two weeks prior to the training.

We kindly ask **Fronius employees** to register online at https://hr.fronius.com/.

Fronius clients should send the registration form to their Fronius sales consultant, distributor or representative.

Training title   _____

Date   _____

Company name and address   _____
                               _____
                               _____
                               _____

Participant   _____
(first name and surname)   _____
                               _____
                               _____

Travel   □ Car   Arrival date: ___ . ___.2015   at: _____
                  □ Train   Arrival date: ___ . ___.2015   at: _____
                  □ Air   Arrival date: ___ . ___.2015   at: _____

Room-reservation   from: ___ . ___.2015   to: ___ . ___.2015

First choice hotel   _____

Second choice hotel   _____

Important! Hotel and travel costs are paid by the seminar participants!

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