



PANDUIT®
infrastructure for a connected world

NI

Network Infrastructure Training Course Catalog

PARTNERS

Version 2.0

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General Information

This course catalog lists Panduit's course Partner ONE offerings from the Network Infrastructure Business Unit. The catalog is divided into the following topic sections:

1. Network Infrastructure Products
2. Network Infrastructure Solutions
3. Network Infrastructure Essentials
4. Enterprise
5. Data Center
6. Industrial Network

Each of these sections contain a list of courses that pertains to that topic. Details for each course contain the following information:

- Description with Prerequisite Requirements (where applicable)
- Audience Level Recommendations
- Training Delivery Method
- Target Audience
- Course Duration
- Available Languages
- Course Links (where applicable)

As you review, keep in mind that course offerings may be subject to change. For specific details on course offerings or upcoming training events, please contact a Panduit representative.

Network Infrastructure Products

The courses listed in this section cover the features and benefits, target market, and value proposition of select Panduit Network Infrastructure products.

Panduit Unshielded Copper Cabling Offering

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's unshielded copper cable offering. Topics covered will range from high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit OSP Copper Cable Offering

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's OSP copper cable offering. Topics covered will range from high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit FiberRunner Cable Routing System Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's FiberRunner Cable Routing System product offering. Topics covered will range from high level technical information, sales differentiators, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit TX6A Copper Cable Offering

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's TX6A copper cable offering. Topics covered will range from high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit Copper Connector Offering

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's copper connector product offering. Topics covered will range from

high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit Wyr-Grid Cable Routing System Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Wyr-Grid Cable Routing System product offering. Topics covered will range from high level technical information, sales differentiators, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit Fiber Optic Cable Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Fiber Cable Product Offering. Topics covered will range from high level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit Fiber Connector Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Fiber Connector Product Offering. Topics covered will range from high level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit OptiCam 2 Termination Tool Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's OptiCam 2 Product Offering. Topics covered will range from high level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit SmartZone G5 Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's SmartZone G5 Product Offering. Topics covered will range from high level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit Net-Access Cabinet Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Net-Access Cabinet Offering. Topics covered range from high level details to sales differentiators, vertical markets, and ordering information. This is a course designed for students who truly wish to differentiate themselves as top Panduit sales representatives.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit Net-Verse Cabinet Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's Net-Verse Cabinets. Topics covered range from high level technical information to sales differentiators, vertical markets, and ordering information. This a course designed for students who truly wish to differentiate themselves as top Panduit sales representatives.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit HD Flex Fiber Cabling System Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's HD Flex Fiber Cabling System Product Offering. Topics covered range from high level technical information, to sales differentiators, vertical markets, and ordering information. This is a course designed for students who truly wish to differentiate themselves as top Panduit sales representatives.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit PoE Extender Offering

Description: This course is designed for Panduit salespeople, distributors, and rep firms desiring to learn detailed information about Panduit's PoE Extender Product Offering. Topics covered will range from high

level technical information, sales differentiations, vertical markets, and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales representative.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Panduit IndustrialNet Copper Cable Offering

Description: This course is designed for Panduit salespeople, distributor, and rep firms desiring to learn detailed information about Panduit's IndustrialNet copper cable offering. Topics covered will range from high level technical information, sales differentiators, vertical markets and ordering information. This is a course for a student who truly wishes to differentiate themselves as a top Panduit sales rep.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 5 minutes

Available Languages: English

Network Infrastructure Essentials

The courses listed in this section cover fundamental Network Infrastructure industry knowledge.

Copper Media Essentials

Description: This course provides an overview of essential copper media knowledge including data transmission speeds, copper cable construction and shielding types, industry defined performance categories, channel performance, and applications for Enterprise, Data Center, and Industrial environments.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 45 minutes

Available Languages: English

Copper Media Testing Essentials

Description: This course provides a high-level overview of testing copper cabling installations including the importance of certification, copper cable testing devices and parameters, and troubleshooting steps for common test failures.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 45 minutes

Available Languages: English

Fiber Media Essentials

Description: This course will provide a high-level overview of how fiber optic systems function, and the factors that can affect data transfer performance.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 40 minutes

Available Languages: English

Fiber Media Inspection & Cleaning Essentials

Description: This course provides an overview of Fiber Media Inspection and Cleaning best practices, as well as the importance of properly inspecting and cleaning fiber optic cable.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors

Estimated Completion Time: 40 minutes

Available Languages: English

Fiber Media Testing and Troubleshooting Essentials

Description: This course provides an overview of Fiber Media Inspection and Cleaning best practices, as well as the importance of properly inspecting and cleaning fiber optic cable.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 30 minutes

Available Languages: English

Grounding and Bonding Essentials

Description: This course provides an overview of essential Grounding and Bonding knowledge and will explore the foundation of an effective Grounding and Bonding System. First you will review the definitions of earthing, grounding, and bonding. Then, you will explore the importance of grounding and bonding, as well as 5 critical requirements of a solid grounding and bonding system. You will also explore how grounding and bonding applies to the real-world applications of data center, enterprise, and industrial automation spaces.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 40 minutes

Available Languages: English

Industry Standard Essentials

Description: This course provides a general overview of the relevant industry standards by region and association.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 20 minutes

Available Languages: English

Network Architecture Essentials

Description: Before designing a network, you must have a basic knowledge of Network Architecture including: common types of telecommunications networks and topologies, the advantages of using an Ethernet Network as well as key differences between Data Center, Enterprise and Industrial Networks.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 30 minutes

Available Languages: English

Network Infrastructure Solutions

The courses listed in this section cover the features and benefits, target market, and value proposition of select Panduit Network Infrastructure products.

Why Panduit?

Description: Have you ever wondered what makes Panduit one of the top three connectivity providers in the world? In this course, you'll explore Panduit's innovative history, world-class Partner and Distributor Ecosystem, and superior technical expertise.

You'll even have the unique opportunity to take a virtual tour of Panduit's renowned Research and Development facility! This course will enable you to answer the question, "Why Panduit?"

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 45 minutes

Available Languages: English

Panduit Telecommunications Grounding & Bonding Solutions

Description: When customers come to Panduit for grounding & bonding, they're looking for the latest end-to-end grounding & bonding solutions to meet today's critical grounding application requirements. This course will explore grounding and bonding system components, the requirements for a proper grounding and bonding system, and Panduit's solution for a properly grounded telecommunications infrastructure.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Panduit Copper Cabling & Connectivity Solutions

Description: Panduit offers a full line of innovative copper cabling and connectivity products that support all of today's most common IP applications. This course will explore the components that make up Panduit's copper cabling and connectivity solution including copper cabling, connectors, and physical network security products.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Panduit Fiber Cabling & Connectivity Solutions

Description: For over 25 years, Panduit has been investing in the right fiber components, polishing techniques, adhesives, and termination kits. This course will explore the components that make up Panduit's fiber cabling & connectivity solution including fiber cabling, connectors, systems, and termination tools.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Panduit Cable Routing System Solutions

Description: A well-engineered cable routing system costs a fraction of the potential downtime losses and day-to-day operating costs over the life of the network, thereby reducing the total cost of ownership.

This course will explore Panduit's available cable routing solutions including FiberRunner, Wyr-Grid, and Surface Raceway.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Panduit Cable Management Solutions

Description: This course will explore Panduit's comprehensive offering of vertical cable management, horizontal cable management, and rack solutions that reduce the space that is required to route, manage, and protect high cable capacities.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Panduit Cabinet & Thermal Management Solutions

Description: Panduit's comprehensive cabinet product offering addresses cable management challenges, enhanced network reliability, optimized space utilization, and thermal efficiency. This course will explore the components that make up Panduit's cabinet and thermal management solution including data center cabinets, aisle containment, and SynapSense data center infrastructure management software.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Panduit Power Distribution Solutions

Description: Panduit offers a full power solution to improve availability, scalability, power, cooling efficiency, and product quality, which also minimizes network downtime and increases data center productivity. This course will explore the components that make up Panduit's power distribution solutions including PDUs, intelligent hardware and accessories, and SmartZone data center infrastructure management software.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Panduit AV Solutions

Description: Panduit's Audio Video products complement our award-winning structured cabling solution by connecting users from the classroom to the conference room and spaces in between, to provide a total quality solution. This course will explore the components that make up Panduit's AV Solution including Atlona Active Devices, Above Floor Raceway, In Wall Boxes, Table Boxes, and AV Faceplate Inserts.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Panduit PoE Solutions

Description: In today's market, many telecommunications networks feature IP devices that require power and bandwidth to travel beyond the standard of 100 m. This course will explore Panduit's Power over Ethernet solution to reduce installation time and cost.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Enterprise

The courses listed in this section are applicable to Enterprise opportunities and applications.

Selling Panduit AV Products

Description: This course will explore the value proposition of Panduit's AV products, as well as techniques for selling and positioning Panduit's AV product line.

Audience Level Recommendation: Beginner, Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors

Estimated Completion Time: 15 minutes

Available Languages: English

Selling Panduit PoE Products

Description: This course will explore the value proposition of Panduit's PoE products, as well as techniques for selling and positioning Panduit's PoE product line.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors

Estimated Completion Time: 15 minutes

Available Languages: English

Enterprise and Network Infrastructure Certifications

Panduit offers the following Enterprise and Network Infrastructure courses for Partner ONE certification:

Network Infrastructure Develop

Description: This course will enable Panduit ONE Partners to sell comprehensive Network Infrastructure solutions on Panduit's behalf. Students will begin by familiarizing themselves with the functional areas of a Network Infrastructure. Then, they will explore Panduit's available Enterprise and Data Center solutions and products, the role of these products within a telecommunications network, and the features, benefits, and applications of Panduit's top-selling Network Infrastructure products.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Partners, Sales

Estimated Completion Time: 1 day

Available Languages: English

Network Infrastructure Develop Online

Description: This course will enable Panduit ONE Partners to sell comprehensive Network Infrastructure solutions on Panduit's behalf. Students will begin by familiarizing themselves with the functional areas of a Network Infrastructure. Then, they will explore Panduit's available Enterprise and Data Center solutions and products, the role of these products within a telecommunications network, and the features, benefits, and applications of Panduit's top-selling Network Infrastructure products.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Sales

Estimated Completion Time: 3 hours

Available Languages: English

Enterprise Design

Description: This course is part of the Panduit ONE Partner Certification Program and discusses how you can design Enterprise spaces using Panduit tools and industry standards, Enterprise design concepts,

and building efficient and profitable Panduit design solutions.

Audience Level Recommendation: Intermediate

Training Delivery Method: ILT

Audience: Partners

Estimated Completion Time: 1 day

Available Languages: English

Network Infrastructure Cabling Deploy

Description: This course will enable participants to identify industry standards and best practices for deploying a structured cabling system in Enterprise and Industrial environments. Learners will explore labeling, grounding and bonding, pathway installation, cable management, as well as the termination, testing, and troubleshooting of Panduit's top-selling copper and fiber connectors. Learners will have a unique opportunity to practice their copper and fiber terminations under the guidance of a Panduit Certified Trainer!

Audience Level Recommendation: Beginner, Intermediate

Training Delivery Method: ILT

Audience: Partners, Installers

Estimated Completion Time: 1 day

Available Languages: English

Network Infrastructure Cabling Deploy Online

Description: This course will enable participants to identify industry standards and best practices for deploying a structured cabling system in Enterprise and Industrial environments. Learners will explore labeling, grounding and bonding, pathway installation, cable management, and the termination, testing, and troubleshooting of Panduit's top-selling copper and fiber connectors.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

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Audience: Installers

Estimated Completion Time: 1 hour 15 minutes

Available Languages: English

Data Center

The courses listed in this section are applicable to both Data Center Physical Infrastructure (DCPI) and Data Center Infrastructure Management (DCIM) opportunities and applications.

Data Center Physical Infrastructure Assessment Process

Description: This course will offer an overview of Panduit's Physical Infrastructure assessment process including a description of each of the seven functional areas of a data center assessment.

Audience Level Recommendation: Beginner, Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 15 minutes

Available Languages: English

Thermal Assessments for Data Centers

Description: This course provides an overview of Panduit's Thermal Assessment and Optimization Services, and examines the benefits of deploying them in data centers.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 20 minutes

Available Languages: English

SmartZone G5 Hardware Installation

Description: This course is part of the Partner One Program Data Center Physical Infrastructure Deploy Certification and covers the installation of a selection of Panduit's Generation 5 (G5) SmartZone products.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 65 minutes

Available Languages: English

SmartZone G3 Hardware Installation

Description: This course takes you through the installation of Panduit SmartZone G3 Hardware following Panduit's best practices and industry standards.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 40 minutes

Available Languages: English

Data Center Design Solutions

Description: This course will take you through several data center customer scenarios and build an applicable Panduit solution to address client needs.

Audience Level Recommendation: Intermediate

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 40 minutes

Available Languages: English

Data Center Certifications

Panduit offers the following Data Center courses for Partner ONE certification:

Data Center Physical Infrastructure Considerations for Design

Description: This course will enable sales professionals to assess a data center, develop a physical infrastructure design in accordance with industry standards and best practices, construct a bill of materials (BOM), and conduct on-site project management.

Audience Level Recommendation: Intermediate

Training Delivery Method: ILT

Audience: Partners

Estimated Completion Time: 1 day

Available Languages: English

DCIM Software Develop

Description: This course will enable Panduit Partner Sales Professionals to identify and qualify Data Center Infrastructure Management (DCIM) sales opportunities and define applicable solutions to customer needs by performing customer demonstrations of Panduit's two DCIM software solutions, SmartZone and SynapSense.

Audience Level Recommendation: Beginner

Training Delivery Method: ILT

Audience: Partners, Sales

Estimated Completion Time: 1.5 days

Available Languages: English

DCIM Software Design for SynapSense

Description: This course will enable Panduit Partner Sales Professionals to design comprehensive solutions that meet the Data Center Infrastructure Management needs of Data Center customers by validating

customer requirements and using Panduit design tools to determine pricing and energy savings. Additionally, Partners will receive statement of work templates to assist them in obtaining a purchase order.

Audience Level Recommendation: Intermediate

Training Delivery Method: ILT

Audience: Partners

Estimated Completion Time: 1 day

Available Languages: English

DCIM Software Design for SmartZone

Description: This course will enable Panduit Partner Sales Professionals to design comprehensive solutions that meet the Data Center Infrastructure Management needs of Data Center customers by validating customer requirements and using Panduit design tools to determine pricing and energy savings. Additionally, Partners will receive statement of work templates to assist them in obtaining a purchase order.

Audience Level Recommendation: Intermediate

Training Delivery Method: ILT

Audience: Partners

Estimated Completion Time: 1 day

Available Languages: English

DCIM Software Deploy for SynapSense

Description: This course will enable Partners to install WSN-wireless sensor network software and hardware, as well as configure the network to communicate with the newly installed software. Once all elements have been configured, students will be trained extensively on how to use Panduit's SynapSense software for cooling optimization. To receive their final certification, students are required to shadow Panduit on at least one deployment, followed by an on-the-job evaluation (to be conducted by Panduit).

Audience Level Recommendation: Intermediate

Training Delivery Method: ILT

Audience: Partners, Installers

Estimated Completion Time: 1 day

Available Languages: English

DCIM Software Deploy for SmartZone

Description: This course will provide a detailed look at Panduit's SmartZone DCIM solution and enable Panduit ONE Partners to install and configure SmartZone DCIM software to communicate with intelligent connected hardware. Additionally, students will receive customer orientation training that will enable them to train their customers on how administer Panduit's SmartZone solution. To receive their final certification, students are required to shadow Panduit on at least one deployment, followed by an on-the-job evaluation (to be conducted by Panduit).

Audience Level Recommendation: Intermediate

Training Delivery Method: ILT

Audience: Partners, Installers

Estimated Completion Time: 1 day

Available Languages: English

Industrial Network

The courses listed in this section are applicable to Industrial Network opportunities and applications.

Control Panel Optimization

Description: This course discusses problems that electrical noise creates in the control enclosure, design techniques that can be applied to the layout of the control enclosure, and products that can mitigate the noise and optimize the space in the enclosure.

Audience Level Recommendation: Beginner

Training Delivery Method: Online

Audience: Internal Panduit Employees, Partners, Rep Firms, Distributors, End Users

Estimated Completion Time: 30 minutes

Available Languages: English

Industrial Certifications

Panduit offers the following Industrial courses for Partner ONE certification:

Industrial Network Infrastructure Develop

Description: This course provides a way to certify for Panduit's Industrial Network Infrastructure (INI) Develop Certification track. The course is designed to provide insight on the conversation necessary to gain access to conduct a plant walk-through and assess a customers site. Utilizing the 7 areas of assessment, the participant will learn how to identify elements of the network infrastructure that could cause, or is currently causing, network issues. Then, using observations found in the assessment, they will be able to communicate the value associated with following industry standards and best practices to ensure network stability and growth.

Audience Level Recommendation: Beginner

Training Delivery Method: ILT

Audience: Sales

Estimated Completion Time: 1 day

Available Languages: English

Industrial Network Infrastructure Develop Online

Description: This course provides a way to certify for Panduit's Industrial Network Infrastructure (INI) Develop Certification track. The course provides insight on how to gain access to conduct a plant walk-through and assess a customer's site. Utilizing the 7 areas of assessment, the participant will learn how to identify elements of the network infrastructure that could cause, or is currently causing, network issues. Then, using observations found in the assessment, they will be able to communicate the value associated with following industry standards and best practices to ensure network stability and growth.

Audience Level Recommendation: Beginner, Intermediate

Training Delivery Method: Online

Audience: Sales

Estimated Completion Time: 1 hour 30 minutes

Available Languages: English

Industrial Network Infrastructure Design

Description: This course provides a way to certify for Panduit's Industrial Network Infrastructure (INI) Design Certification track. Panduit's Industrial Network Infrastructure Design training provides network infrastructure professionals with the in-depth knowledge and skills necessary to confidently create and deliver a proposal for a detailed design package that will meet the requirements of a client's Statement of Requirement (SOR) request. Working in teams, students will collaborate with a key stakeholder to ensure that optimal network solutions are designed to offer flexibility and resilience across a wide range of services. Each of the activities included in this course are designed to enable the student to design a network solution that ensures maximized network performance to meet the client's specified Key Performance Indicators (KPIs).

Students will be able to virtually walk through the plant and analyzing the current network infrastructure. They will then be asked to compare the client's requirements to what they've seen in the walkthrough and use this comparison to prepare a preliminary bid package. Once bids are complete, students will begin building their design. Utilizing Panduit's seven areas of assessment methodology, students will work

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through a series of activities that will take them step by step through the process of drawing the design and building the BOM.

Audience Level Recommendation: Intermediate

Training Delivery Method: ILT

Audience: Partners

Estimated Completion Time: 2 days

Available Languages: English