Positioning Infrastructure Solutions into the Industrial Edge

Training for System Integrators

Life Is On | **Schneider** Electric

Take the training to capitalize on industrial edge opportunities and become your customers' IT/OT consultant

As the adoption of Industry 4.0 smart technologies accelerates, so does the need for complete solutions that can fully address the challenges of IT/OT convergence. In order to understand and align your skills to these new IT demands in the industrial space, take the **Positioning Infrastructure Solutions into the Industrial Edge** training to learn how edge computing can help industrial companies overcome latency, connectivity, security, and maintenance issues.

Get ready to capitalize on the upcoming industrial edge opportunities and differentiate your business by taking the training today.

Training Curriculum Overview

The Industrial Edge

Learn about IT demands in the industrial space, the upcoming industrial edge opportunities and discover how to scope out solutions for your customers. You will also gain an overview of our customized, pre-integrated edge computing solutions and design tools to leverage our Edge Reference Designs.

Offers for the Industrial Edge

Gain further insights into the specifics of an industrial edge environment and the products, solutions, and services available to meet the demands of your customers. Learn about EcoStruxure IT, our industry-leading cloud-based monitoring software, which is available through our network of Edge certified IT Solution Providers.

Core Training Path

A series of modules have been designed to guide you through the process of understanding what challenges exist, the solutions that are available, and what products can be leveraged to address emerging business opportunities in the industrial edge space.

The Industrial Edge - 60 minutes	
Mapping Industrial Edge Solutions	Understanding industrial edge drivers, opportunities, challenges, and strategies to scope solutions for OT projects - 15 minutes
Providing your Clients Solution for Edge Projects	Introduction to how Schneider Electric's solutions help solve the challenges your customers face in deploying Edge technology - 7 minutes
Overview of Micro Data Centers for the Edge	A closer look at Schneider Electric Micro Data Centers – and why customers and partners choose these solutions - 9 minutes
A Closer Look at 6U Micro Data Center	Examination of the features, benefits, and value of the 6U Wall Mount Micro Data Center. Includes tips on identifying the right solution for your customers - 8 minutes
Understanding Edge Reference Designs	An overview of the Local Edge Configurator tool, the role of reference designs, and the resources available to support partners during the sales process - 8 minutes
Exploring Edge Opportunities in the Food and Beverage Sector	A look at the challenges and opportunities facing food and beverage manufacturers along with Edge solutions that can help customers meet their goals - 7 minutes
Exploring Edge Opportunities in the Automotive Industry	Examining the rapidly changing automotive industry and the transformations that bring Edge technology to the forefront - 6 minutes

Test your knowledge
Complete a short test that covers all areas from the Industrial Edge modules and reinforces what you've just learned to ensure that you are ready to become your customers' trusted IT/OT consultant for the industrial edge space.

Additional Training

Offers for the Industrial Edge - 60 minutes
Components of an Edge Solution — Insights are given into the different types of edge environments and what components are required to address their key needs (security, management, standardization) as well as the steeps that need to be covered to harden edge deployments - 5 minutes
EcoStruxure IT Offer Overview — An overview of our unique cloud-based infrastructure management software, EcoStruxure IT, and how it addresses the challenges of monitoring, managing, and assessing the health of critical IT infrastructure on-premise, in the cloud, and at the edge - 10 minutes
EcoStruxure IT - Selecting the Solution — An explanation of which environment sizes EcoStruxure IT is suited for, and the solutions it can provide - 8 minutes
Physical Infrastructure Components for the Local Edge — An overview of the physical infrastructure components for local edge deployments and how they seamlessly fit and work together to maintain uptime and efficiency. Gain a briefing on the questions to ask your customers to provide them with the best solution for their business - 13 minutes
Product Offers for Local Edge — A brief introduction on the specific solutions, products, and services for the local edge to match your customers' needs - 8 minutes
APC Custom Racks and PDUs — An overview of APC customized racks and Power Distribution Units (PDUs), and how they can meet the unique needs of specific edge sites and be customized and deployed quickly - 13 minutes
Introduction to NetBotz — A presentation of the NetBotz monitoring solution that secures access to physical infrastructure and reduces the risk of costly downtime - 4 minutes

Take the training now

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