



An Introduction to the Fujitsu Product Portfolio

Course 1

Dates: See Calendar - Page 14

Maximum no. of Delegates: 14

Minimum no. of Delegates: 8

Location: Main Training Room
FG Eurofred Limited
Centennial Park

Time: 9.30 to 15.30

Duration: 1 day (lunch included)

Who Should Attend

This course is valuable for all Distribution staff, Direct customers, Sales Engineers, Consultants and End Users.

Course Objectives

To develop an understanding of the Fujitsu product range.

To educate the attendee on the importance of air conditioning, how air conditioning works and the benefits and advantages of the Fujitsu product.

Course Summary

Throughout this course, the delegates will receive:

- Explanation on how to educate the end user of the benefits of air conditioning.
- A basic understanding of the primary functions of an air conditioner.
- An overview of the features and options on the Fujitsu models.
- Details on Fujitsu marketing and sales material.
- Training course information and a tour of our training rooms.
- How and when to select the correct system.
- Explanation on how to operate a system efficiently.
- Explanation of the different sophisticated control options.
- Design Simulator demonstration.
- Website demonstration.
- Questions and Answers.