

Premier Partner Program

Training Plan

Premier Partner Program Competencies

Requirement & Process

- Objective:**
Motivate partners to invest in DPS **product & technical** trainings and **PLUS+1®** software development competence
- Process:**
- Online training
 - Virtual instructor-led training
 - Classroom training
 - Advance Application training (ADC)
 - PLUS+1® Certifications are mandatory for Solution partners
 - Gold: 1–2 certified developers
 - Platinum: 3–4 certified developers
 - Elite: >4 certified developers

NAM

- 50% (75%) of inside sales team Level 100 / 200 certified for authorized products
- 50% (75%) of outside sales team Level 300 certified for authorized products
- 50% (75%) of technical experts Level 400 certified for authorized products*
- ≥ 1 Certified Fluid Power Specialist or Fluid Power/Mechanical Engineer per 10 (15) branch locations certified to DPS Level 400 for product /system knowledge for authorized products*

*Not applicable for FC-focused

To access training required by the PPP program all distributor personnel must have a profile set up in **Danfoss Learning**. Product courses are accessible only to authorized distributors. Registration will be pending approval until authorization for the course has been verified. Please refer to the step-by-step instructions below or [Sign in Here](#).

Distributor partners can register for courses listed in this document based on their authorizations. Registrations can be processed and self-paced eLearning lessons can be found on Danfoss Learning.

To register / sign-in to Danfoss Learning:

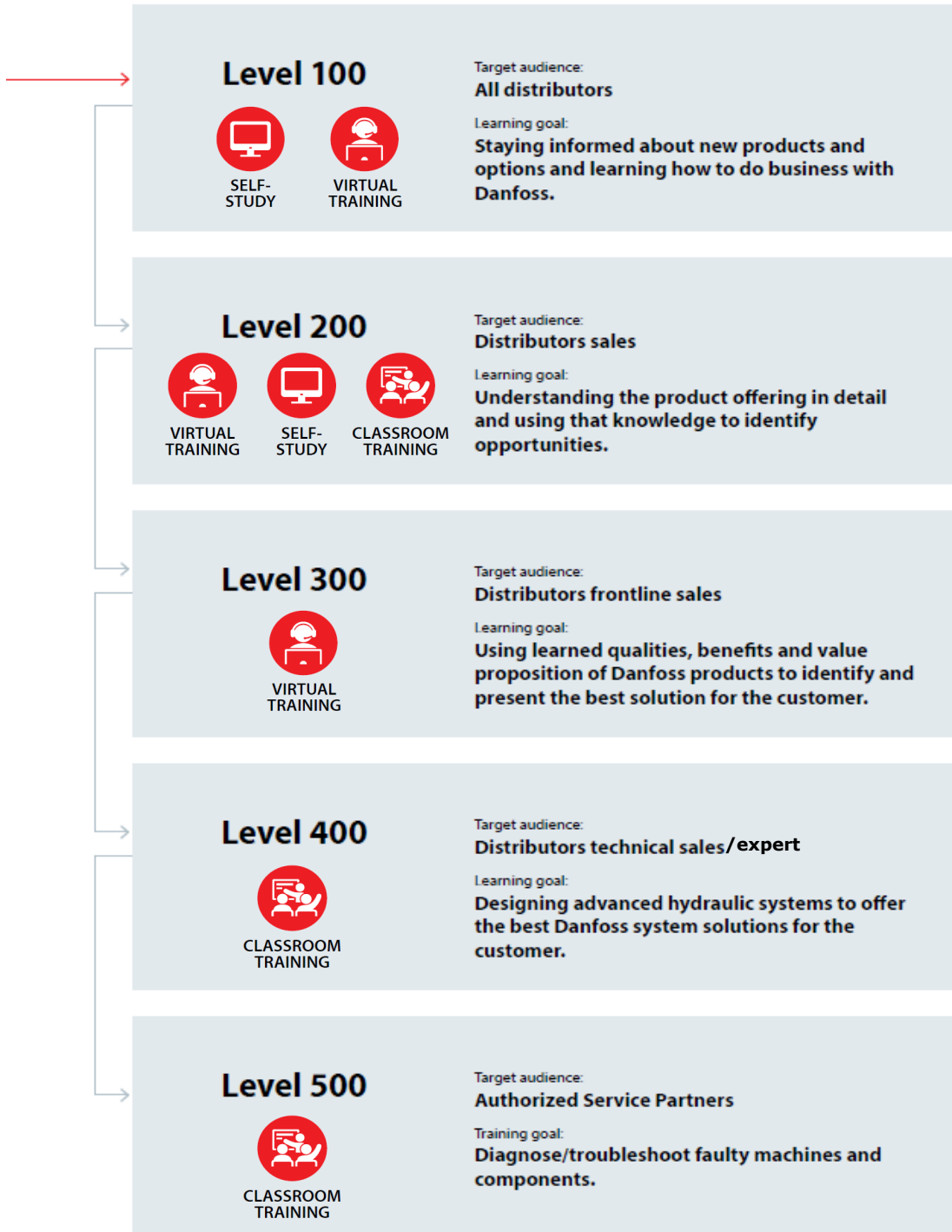
1. Navigate your browser to Danfoss.com
2. Click on "Danfoss Learning" under the "Service and support" menu
3. Click the link for "Danfoss Learning Login"

Distributor partners can also access Danfoss learning via My.Danfoss.com and PartnerLink.

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This chart is guidance to the various training levels to help gauge what training might be relevant depending on roles within the Partner's company. The remainder of this brochure lists all the training grouped by division and business unit depending on authorizations. Contact your Danfoss Sales or Channel development representative with questions.



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Controls Division

Connect & Controls Solutions (CCS) BU

Level	Role	Course Code	Course Title
Level 100	Inside sales	CCS101	Introduction to Connect and Control Solutions Business Unit
		CCS102	Introduction to CCS Product Overview
		CCS103	Controllers and I/O Modules
		CCS104	Position Controls and Sensors
		CCS105	Displays
		CCS106	Joysticks
		CCS109	Legacy Products
Level 300	Outside sales	CCS301	Product Fundamentals - Connect and Control Solutions
		RAP303***	Connect and Control Solutions RAP
Level 100	Software Programmers	CCS108	PLUS+1® GUIDE and Service Tool
		TBD	PLUS+1 GUIDE yearly update (required for renewing points)
Level 300		PO101	PLUS+1® GUIDE Fundamentals
Level 400		PO401	PLUS+1® GUIDE Advanced
		PO403	PLUS+1® GUIDE Functional Safety (optional)

Spool Valve Solutions (SVS) BU

Level 100	Inside sales	SVS101	Introduction to SVS Business Unit - SVS101
		SVS102	Introduction to SVS Product Overview - SVS102
		SVS103	PVG 32 Specification Sheet
		SVS104	PVG 16 - 32 - 120 Basics
		SVS106	PVG 100 Basics
		Inside sales	SVS107
		SVS108	Introduction to CAN Communication - SVS108
Level 300	Outside sales	SVS302	PVG Application Training RAP - Review of Applications and Products (Level 300)

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Work Function Division

Motors BU

Level	Role	Course Code	Course Title
Level 100	Inside sales	MTR101	Introduction to Motors Product Overview - MTR101
		MTR102	Introduction to Motors Product Overview - MTR102
		MTR103	Disc Valve and Valve in Star Design
		MTR104	Spool valve design motors - MTR104

Steering & eSteering BU

Level 100	Inside sales	STR101	Introduction to Steering Business Unit
		STR102	Introduction to Steering Product Overview
		STR103	Basic Steering Systems
		EST101	Introduction to E-Steering Business Unit and Product Overview - EST101
Level 400	Technical Experts	STR403	Steering and eSteering Application Training

Gears BU

Level 100	Inside sales	GRS102	Fan Drive Fundamentals
		GRS103	Fan Drive Components
		GRS104	Shhark® Technology

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Hydrostatics Division

Level	Role	Course Code	Course Title
Level 100	Inside sales	HP101	Introduction to High Power Closed Circuit Business Unit
		HP102	Introduction to High Power Closed Circuit Product Overview
		HP103	H1 Pumps
		HP104	S90 Pumps & Motors - HP104
		HP105	H1B Motors
		HP106	Introduction to High Power Base Model Programs
		MP101	Introduction to Medium Power Business Unit
		MPCC102	Introduction to Direct Displacement Pumps
		MPCC103	Introduction to Medium Power Servo Pumps
		MPCC104	Introduction to Medium Power Piston Motors
		MPCC105	Introduction to MP1 Servo Pumps
		MPCC106	Introduction to MP1 Motor
		MPOC101	Introduction to Medium Power Business Unit
		MPOC102	Introduction to Series 45
		MPOC103	Medium Power Legacy Products
		MPOC104	Overview of Series 45 Controls
		Level 300	Outside sales
RAP302	Open Circuit RAP		
Level 400	Technical expert	RAP301	Closed circuit RAP
		RAP402	Advanced open circuit
		RAP401	Advanced closed circuit

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Editron Division

Level	Role	Course Code	Course Title
Level 100	Inside sales	EDI102	Basics of electrical engineering
		EDI103	Introduction to Editron products
		EDI104	Hybrid and electric systems
		EDI105	Power electronics in-depth
		EDI106	Electric machines in-depth

Fluid Conveyance Division

Level	Role	Course Code	Course Title
Level 100	Inside sales	FC100	The Anatomy of a Hydraulic Hose
Level 200		FC211	Fluid Conveyance Assembly Equipment Workshop (optional)
		FC201	Aeroquip Fluid Conveying Product school
		FC210	Weatherhead Fluid Conveying Products School
Level 300	Outside sales	FC301	Fluid Conveying Product School
Level 400	Technical expert	FC401	Fluid Conveying Product School (optional)

Industrial Division

Level	Role	Course Code	Course Title
Level 100	Inside sales	IND106	Cylinder terminology study course level 100
		IND107	Industrial pumps
		IND108	Industrial Proportional Control Valves
Level 200		IND211	Industrial Flow Control Valves
		IND209	Industrial Directional Control Valves
		IND210	Industrial Pressure Control Valves

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Industrial Division (cont.)

Level	Role	Course Code	Course Title
Level 100	Inside sales	IND101	Airflex Training 100 Level 100 Level
Level 200		IND208	AxisPro 2.0 for AxisPro Valve

Fluid Power Specialist Certification

Role	Course Title
Fluid Power Specialist	Industrial Hydraulics (basics)
	Mobile Hydraulics (basics)
	Troubleshooting Hydraulic Systems
	IFPS hydraulic specialist exam**

Launch Webinars Required for Legacy Danfoss Distributors only in 2023

Level	Role	Course Code	Course Title
Level 100	Inside sales	Webinar	Launch Webinar Q1 - 2023
			Launch Webinar Q2 - 2023
			Launch Webinar Q3 - 2023
			Launch Webinar Q4 - 2023

** If student wishes to take the IFPS exam after attending the review session, they will need to contact IFPS to schedule (www.ifps.org).

For more information on courses, descriptions and schedules please visit the DPS [Learning and Training Solutions website](#).

***Products covered in "RAP" sessions may cross multiple divisions (i.e., Controls, Hydrostatics, etc.)