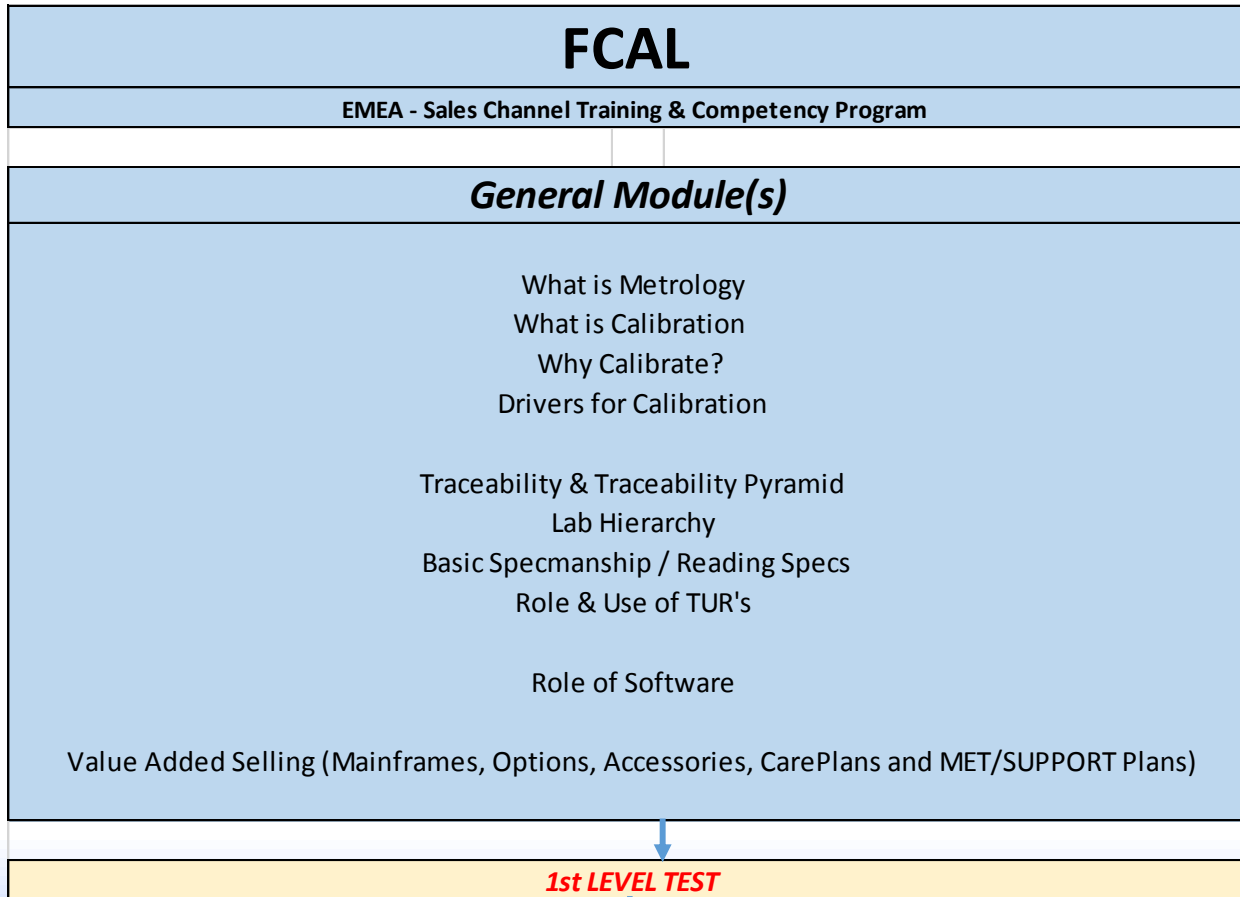


The FCAL Master Class - Level 1

FLUKE®

Calibration

Generalist



THE FCAL MASTER CLASS
MAKE SURE YOU MEASURE UP!

The FCAL Master Class - Level 2

FLUKE®

Calibration

Expert

TCAL	ECAL	PCAL	Software
<p>Introduction to temperature <i>What is it, units (°C & K - why K)</i> <i>Zeroth law - stability/equilibrium</i> <i>Introduction to ITS90</i></p> <p>The Traceability Pyramid & Our Products Standards - References</p> <p><i>Working standards / Calibrators</i> <i>Read-outs</i></p> <p>Our top Running Products How to Demo our top running products Market segments Importance of MWs - technically & marketing</p> <p>Competition Software</p> <p>Find your way around on the Sales support sites https://support.fluke.com http://www.flukepartnerportal.com/</p> <p>Uncertainty calculations in TCAL</p> <p>The Total Solution How we group TCAL products - heat sources, probes etc A typical Example</p> <p>Case Study to develop a Total Solution Value Added Selling Prepare a quote</p>	<p>The Traceability Pyramid & Our Products</p> <p>Standards - References <i>Working standards / Calibrators</i> <i>DMMs</i></p> <p>Our top Running Products How to Demo our top running products Market segments</p> <p>Competition Software</p> <p>Find your way around on the Sales support sites https://support.fluke.com http://www.flukepartnerportal.com/</p> <p>Uncertainty calculations in ECAL</p> <p>The Total Solution A typical Example</p> <p>Case Study to develop a Total Solution Value Added Selling Prepare a quote</p>	<p>The Traceability Pyramid & Our Products</p> <p>Piston Gauges <i>Dead weight testers</i> <i>Pressure calibrators/controllers</i> <i>Barometers & Air Data</i></p> <p>Our top Running Products How to Demo our top running products Market segments</p> <p>Using the Price List Tool Competition Software</p> <p>Find your way around on the Sales support sites https://support.fluke.com http://www.flukepartnerportal.com/</p> <p>Uncertainty calculations in PCAL</p> <p>The Total Solution A typical Example</p> <p>Case Study to develop a Total Solution Value Added Selling Prepare a quote</p>	<p>Our Asset Mgt & Lab Automation S/W</p> <p><i>MET/CAL</i> <i>MET/TEAM</i> <i>MET/TEMP</i> <i>Compass</i> <i>CIT</i></p> <p>How to Demo our S/W</p> <p><i>Setting up a quotation</i> Competition</p> <p>Find your way around on the Sales support sites https://support.fluke.com http://www.flukepartnerportal.com/</p> <p>Uncertainty calculations in S/W</p> <p>The Total Solution A typical Example</p> <p>Case Study to develop a Total Solution Value Added Selling Prepare a quote</p>
2nd LEVEL TEST	2nd LEVEL TEST	2nd LEVEL TEST	2nd LEVEL TEST



THE FCAL MASTER CLASS
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The FCAL Master Class - Level 3

FLUKE®

Calibration

Champion

TCAL	ECAL	PCAL	Software
<p>Metrology Definitions & Terminology SI Units</p> <p>Uncertainty calculations in high level TCAL apps Accredited / non accredited Uncertainty calculations in S/W</p> <p>The Traceability Pyramid & Our Products</p> <p><i>Standards - References</i> Working standards / Calibrators <i>Read-outs</i></p> <p>Competition</p> <p>The Total Solution A typical Example</p> <p>Case Study to develop a Total Solution Value Added Selling</p>	<p>Metrology Definitions & Terminology SI Units</p> <p>Uncertainty calculations in high level ECAL apps Accredited / non accredited Uncertainty calculations in S/W</p> <p>The Traceability Pyramid & Our Products</p> <p><i>Standards - References</i> Working standards / Calibrators DMMs</p> <p>Competition</p> <p>The Total Solution A typical Example</p> <p>Case Study to develop a Total Solution Value Added Selling</p>	<p>Metrology Definitions & Terminology SI Units</p> <p>Uncertainty calculations in high level PCAL apps Accredited / non accredited Uncertainty calculations in S/W</p> <p>The Traceability Pyramid & Our Products</p> <p><i>Piston Gauges</i> Dead weight testers <i>Pressure calibrators/controllers</i> <i>Barometers & Air Data</i></p> <p>Competition</p> <p>The Total Solution A typical Example</p> <p>Case Study to develop a Total Solution Value Added Selling</p>	<p>Understanding Software Structure Installing Software</p> <p>Uncertainty calculations in high level apps Accredited / non accredited Uncertainty calculations in S/W <i>Perform introduction training</i></p> <p>The Traceability Pyramid & Our Products</p> <p><i>MET/CAL</i> <i>MET/TEAM</i> <i>MET/TEMP</i> <i>Compass</i></p> <p>The Total Solution A typical Example</p> <p>Case Study to develop a Total Solution Value Added Selling</p>
3rd LEVEL TEST	3rd LEVEL TEST	3rd LEVEL TEST	3rd LEVEL TEST



THE FCAL MASTER CLASS
MAKE SURE YOU MEASURE UP!