



PHILIPS

Next Level

2015 U.S. Philips Lighting Application Center Course Description

Philips Color Kinetics 201 – Products and Applications

Philips Color Kinetics 201 training provides participants with everything needed to successfully sell and specify the complete PCK portfolio. This two-day class combines an introduction to products, controls, and systems with live demonstrations, hands-on labs, and practical specification exercises. Product and system specifications are taught from an applications perspective utilizing case studies.

Workshop Content

- Welcome and Overview
- Product Portfolio overview
- Anatomy of a PCK System
- In-depth review of products by application
- Software overview and lab
- Specification exercise
- In-depth review of products by application
- Assembling a simple system
- Specification exercise
- Core Technologies
- Controls overview
- Assembling an advanced system

Learning Objectives

At the completion of the Pharos Controls Technical Training, participants should be able to:

- Have an understanding of the full PCK portfolio and applications
- Specify the correct products for an application.
- Have an understanding of the PCK core technologies.
- Connect PCK luminaires and controllers together.
- Utilize the software tools to aid in system proposals.
- Utilize the software tools to commission a small system.
- Be successful in selling and supporting PCK Systems.

Logistics

The workshop begins at 9:00 AM on Day 1 so participants should arrive the night before. The workshop ends at 3:30 PM on Day 2; participants who are flying home should arrange flights that depart after 6:00 PM. Lunch and refreshments are provided. Other logistical details are available upon registration.

Who Should Attend

This class is designed for those specifically responsible for selling and supporting the Philips Color Kinetics portfolio. Anyone who will be responsible for selling, quoting and demonstrating the products will benefit from this hands-on training.

There is no Fee for this workshop — [Register Now](#)

Scheduled dates

(please refer to www.philips.com/lightingapplicationcenter for final confirmed course dates):

July 29-30 – Burlington, Massachusetts

Oct 7-8 – Burlington, Massachusetts

Please email Yolanda Adornato at yolanda.adornato@philips.com with any questions.

