



designed for scientists



We invite to our
PRODUCT TRAINING SESSIONS 2024
- Online & Practical On-side for IKA Channel Partners -

Target group:
Field Sales, Sales Managers, Portfolio Manager

WWW.IKA.COM



designed for scientists

Dear business partners,

In a world that is constantly changing, progress is the key to success - especially in the world of work. At IKA, we are always looking for improvements and innovations to keep pace with this change.

This year, we cordially invite you to our exciting product training sessions! We offer you the opportunity to deepen your product knowledge both online and on site in theoretical and practical „how to use“ training sessions. We recommend that you take part in both coordinated product training courses in order to benefit as much as possible from what you have learned.

Deepen your existing product knowledge, find out about innovations and gain practical experience. Progress doesn't wait, so join us as we experience the future of innovation together!

We look forward to your registration and hope to see you soon in training.

Best regards,

IKA Product Management, Sales and Marketing



designed for scientists



Training language: **English**



Online Trainings

Your benefit

- › Learn the most important sales-relevant information about IKA's product portfolio over 15 hours total
- › Uncover the hidden potentials of your competitive products.
- › Learn how to strategically leverage IKA's Unique Selling Points to stand out from the competition.
- › Hone your sales strategies and boost your revenue.

Event Details

- › Time: 09:30 a.m. until 04:00 p.m. (CEST, local time), sessions are spread over two weeks on Tuesday, Wednesday, Thursday.
- › Table of content: After a short introduction our Training Session will start on Tuesday at 10:00 a.m. The Training Sessions will cover the whole IKA portfolio. The average duration of a training session is approximately 60 minutes.
- › Location: online.
You will receive the invitation to participate and meeting links from us directly before the start.

Event Details

- › 1st week: Basic knowledge & single devices.
- › 2nd week: Complex devices, complete system solutions, analytical devices.
- › Participation in individual training sessions is possible. We recommend taking part in all sessions, but this is not mandatory.

Registration

Summer Session : July 9th - 19th

[Register here](#) (Deadline: July 3rd)

Autumn Session : October 8th - 18th

[Register here](#) (Deadline: October 2nd)



designed for scientists



Training language: **English**



Practical On-Site Training (in Staufen / Germany)

Your benefit

- › Hands-on training sessions focusing on product assembly.
- › Deepen your knowledge on optimal product usage and handling.
- › How to handle most frequent error codes and operating issues.

Event Details

- › Time: 09:00 a.m. until 05:00 p.m. (CEST, local time)
- › Table of content: starting our Training on Tuesday at 9:00 a.m. with a Welcome & Company Tour followed up by practical training sessions covering the whole IKA portfolio. Additionally, we provide informative company insights and break-out sessions to complete our on-site training experience.
- › Location: IKA Werke GmbH & Co. KG, Janke u. Kunkel-Straße 10, 79219 Staufen im Breisgau, Germany
Important information for your arrival can be found here: [How to find us](#)
- › Max. 20 participants for the event
- › Please note that IKA does not organize transfers and accommodation. Participants are asked to organize this themselves. Your physical well-being is taken care of during the training days.

Recommended accommodation options

All suggested hotels are within walking distance.

- › BDB-Kulturhotel (240 m), Part of the training will take place at the BDB-Kulturhotel Meeting rooms [Book here](#)
- › Die Krone (1,0 km) [Book here](#)
- › Stuub (2,1 km) [Book here](#)
- › Der Loewen (2,2 km) [Book here](#)

Registration

Summer Session : July 22nd - 26th

[Register here](#) (Deadline: June 7th)

Autumn Session : October 21st - 25th

[Register here](#) (Deadline: September 20th)



designed for scientists

Timetable

IKA Distributor Product Training - Practical Hands-on Session @ IKA in Staufen, Germany. Summer / Autumn 2024

Monday

	Arrival to IKA Staufen, Germany
--	---------------------------------

Tuesday

08:30 - 10:30	Opening
10:30 - 12:00	Company tour
12:00 - 13:00	Lunch Break
13:00 - 16:30	Hands-on Product Session
16:30 - 17:00	Wrap-up & Feedback session
17:00 - 17:30	Individual Break-out Session (between participants & IKA responsible distribution account manager)
19:00	Team Dinner

Wednesday

08:30 - 09:00	Agenda of the day & Grouping
09:00 - 09:30	Introduction: "IKA Customer Center"
09:30 - 12:00	Hands-on Product Session
12:00 - 13:00	Lunch Break
13:00 - 13:30	Introduction: "IKA Application Lab"
13:30 - 16:30	Hands-on Product Session
16:30 - 17:00	Wrap-up & Feedback session
17:00 - 17:30	Individual Break-out Session (between participants & IKA responsible distribution account manager)
18:00	Free time

Thursday

08:30 - 09:00	Agenda of the day & Grouping
09:00 - 09:30	Introduction: "IKA Service"
09:30 - 12:00	Hands-on Product Session
12:00 - 13:00	Lunch Break
13:00 - 13:30	Introduction: "Product Qualification Service"
13:30 - 16:30	Hands-on Product Session
16:30 - 17:00	Wrap-up & Feedback session
17:00 - 17:30	Individual Break-out Session (between participants & IKA responsible distribution account manager)
19:00	Team Event

Friday

08:30 - 09:00	Agenda of the day & Grouping
09:00 - 11:30	Hands-on Product Session
11:30 - 12:00	Feedback session & Closing
12:00 - 13:00	Lunch Break
	Individual departures

Note

in case of not participating at the one or other Hands-on session due to irrelevance for a distribution partner, individual „deep dive“ training session with product manager or commercial session with responsible IKA Distribution Account Manager can be arranged at that time as alternative



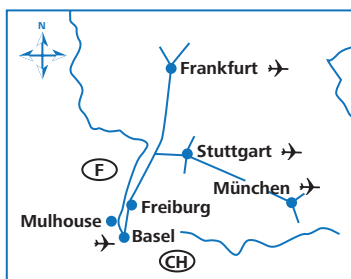
designed for scientists



More Online and Offline Training from IKA: IKAcademy

All courses are prepared and conducted by our product and application specialists. They are happy to pass on their know-how in regards of products and applications - no matter if it is about handling, care, troubleshooting or frequently asked questions. We also cooperate with scientists and industry experts. They regularly share their knowledge and experience as trainers or guest speakers.

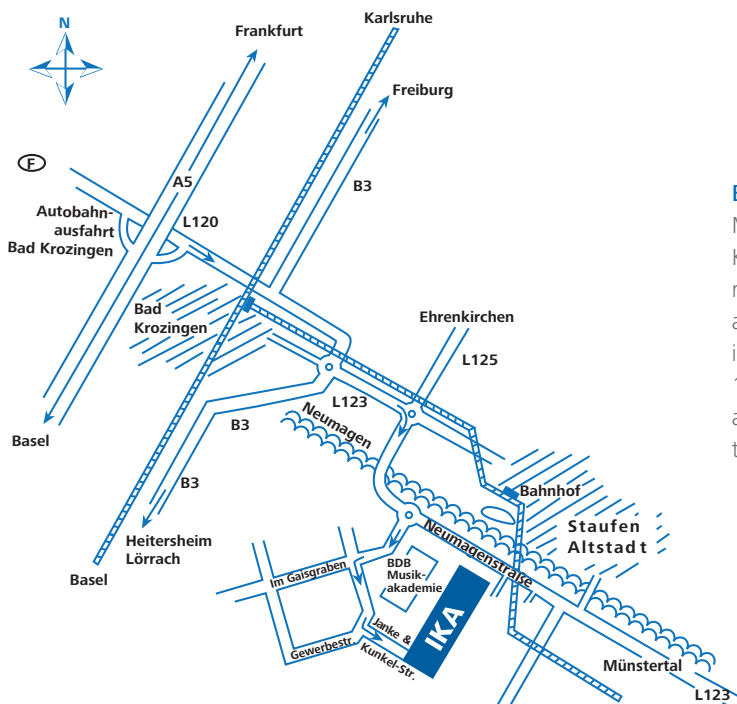
[IKA IKAcademy](#)



How to find us

By Train

Take the train to the station called Bad Krozingen. In Bad Krozingen change trains for Staufen. It's a 10 minute walk from the train station in Staufen to IKA.



By Car

Motorway A5 Karlsruhe / Basel. Take the exit for Bad Krozingen, then take the L123 until Staufen. At the roundabout take the first exit, then turn left. After about 300 m take the first exit in the roundabout into the Gaisgraben trading estate. After about 100 m turn left into Gewerbestraße, pass the music academy(BDB) and turn left. Go straight forward until the main entrance of IKA.

IKA-Werke GmbH & Co. KG

Janke & Kunkel-Straße 10, 79219 Staufen, Germany

Phone: +49 7633 831-0, eMail: sales@ika.de



www.ika.com



IKAworlwide // #lookattheblue