Machine Vision (Aurora Design Assistant) Sales Enablement

1-day Agenda**

Part 1 Portfolio and Markets

MV Portfolio Presentation
T&L and Manufacturing Sales Frameworks

Part 2 Zebra Sales and Support Tools

Learning to use the Zebra Solutions Pathway
Learning to use the Zebra Media Library
Learning to use the Zebra Learning Portal

Part 3 Fundamental Aurora Design Assistant Hands-on Demos

Using Design Assistant Operator Views to demo functionality
Using Design Assistant Templates to demo functionality
Creating a basic project in Design Assistant

Part 4 Pitching and Demoing Practice

Practice using Zebra Media to tailor a presentation
Deliver and review a live pitch and demo

**Agenda subject to change