



# Guidelines

- Competence Development of Sales Channels



# Competence Development for Sales Channels – Step-1

Target groups: Marketing, Sales and Technical Sales Support

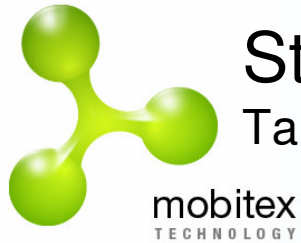
- Presentation of Mobitex
- Narrowband trends
- Applications
- Marketing Material
- How we work
- Network Dimensioning
  - Input and tools – What information do we request and why?
  - Output – Price indication & coverage maps
- Contact persons



# Competence Development for Sales Channels – Step-2

Target groups: Technical Sales Support and Application developers

- **Mobites System Overview course material**
  - Network and features from a user perspective
- **Demo**
  - Basic function demos including modems
    - **Posack, Mailbox etc...**
    - **MASC commands**
    - **Text/Status**
  - Real applications type POS/Blackberry/Db-BlueTex ...



# Competence Development for Sales Channels – Step-3

Target groups: Application Developers

- **Applikation course**
  - Protocol
  - Flags
  - Best Practises