

SALES LAUNCHPAD TRAINING 2026, MARKHAM

DAY 1	8:30 am - 8:45 am	Introductions	Markham Office	Nicholas Alderson
	8:45 am - 10:00 am	SNAP IN Terminal - Update	Markham Office	Nicholas Alderson
	10:00 am - 10:15 am	Break		
	10:15 am - 11:00 am	Relays - Cubeseries	Markham Office	Nicholas Alderson
	11:00 am - 12:00 pm	Relays - Termseries and Compact	Markham Office	Nicholas Alderson
	12:00 pm - 1:00 pm	Lunch		
	1:00 pm - 3:00 pm	Surge/Circuit Protection	Markham Office	Nicholas Alderson
	3:00 pm - 3:15 pm	Break		
	3:15 pm - 4:30 pm	Digital Engineering	Markham Office	Nicholas Alderson
	4:30 pm - 5:00 pm	Printer Promo and Bulk Buy	Markham Office	Nicholas Alderson
	6:00 pm	Dinner	TBD	
Wednesday, Sep. 30, 2026	Topic	Location	Responsibility	
DAY 2	8:00 am - 8:15 am	Introductions	Markham Office	Florin Urban
	8:15 am - 10:15 am	Cybersecurity IEC 62443 / Bill C8	Markham Office	Florin Urban
	10:15 am - 10:30 am	Break		
	10:30 am - 12:00 pm	Cybersecurity IEC 62443 / Bill C8 / Products	Markham Office	Florin Urban
	12:00 pm - 1:00 pm	Lunch		
	1:00 pm - 3:00 pm	Ethernet product to support IEC 62443	Markham Office	Florin Urban
	3:00 pm - 3:15 pm	Break		
	3:15 pm – 5:00 pm	HDC Focus / Stock Product(s) / Bulk Buy	Markham Office	Florin Urban
	6:00 pm	Dinner	TBD	
Thursday, Oct. 1, 2026	Topic	Location	Responsibility	
DAY 3	8:00 am - 8:15 am	Introductions	Markham Office	Simon Elie, Larry Lewis
	8:15 am - 10:15 am	Marshalling / FTAs	Markham Office	Larry Lewis
	10:15 am - 10:30 am	Break		
	10:30 am - 12:00 pm	Migrations	Markham Office	Larry Lewis
	12:00 am - 1:00 pm	Lunch		
	1:00 am - 3:00 pm	Weidmüller Solutions	Markham Office	Simon Elie
	3:00 am – 3:15 pm	Break		
	3:15 pm – 5:00 pm	Recap (Bulk Buy, Printer promo, Success Factors Online Training)	Markham Office	Florin Urban, Simon Elie, Larry Lewis