

OTN FOR (SALES) MANAGERS

Course description

- **Target Audience**

This course is only intended for partners of OTN Systems.

The following target groups are considered :

- Sales managers who need to develop business for the OTN Systems portfolio.
- Managers who need a broader overview of the OTN Systems portfolio.

- **Course Prerequisites**

Basic knowledge of telecommunications and electronics.

- **Course Objectives**

After the training, the students should be able to:

- describe and compare the functionality of the different products in the OTN Systems portfolio;
- compare the different products in the OTN Systems portfolio with similar products on the market;
- know and use the main advantages of the OTN Systems portfolio products to develop business.

This training is also intended to get an insider's look into the OTN Systems company.

- **Exercises**

No exercises are included.

- **Duration**

1 day

Contents

- **Introduction into OTN: features, families, technical principles and applications**

We will start by explaining the key features, terminology and detailed technical principles of the OTN product.

- **OTN - Applications**

We will discuss the applications that are supported by OTN. For each of the applicable interface cards, the functionality and features will be discussed.

- **Introduction OMS**

This part of the course explains and shows the features and the use of the management software.

- **OMS Add-ons**

The functionality of the actual add-on software is introduced.