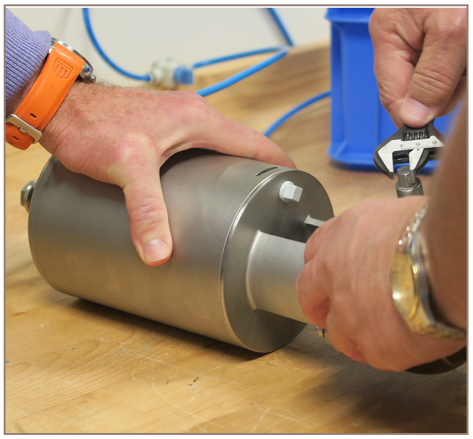
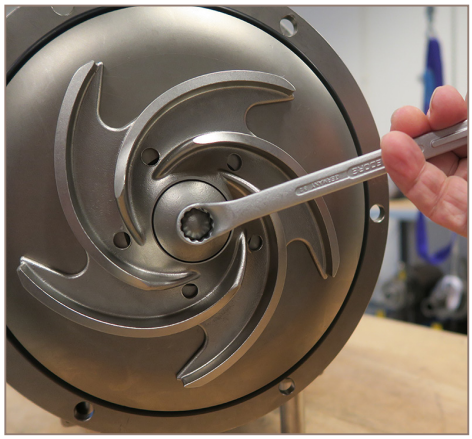
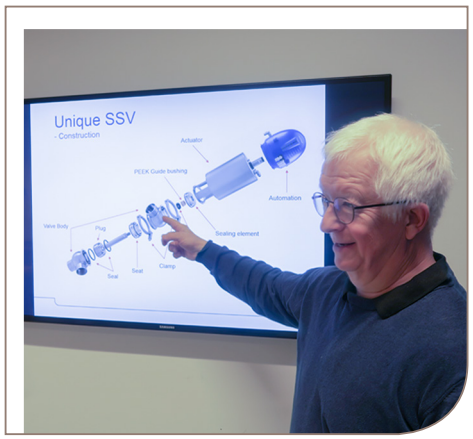
Alfa Laval Partner Academy

Hygienic equipment & service training 2019







Training to increase competence

A complete training package

We are proud to offer you the new training brochure with trainings that will help you reach your full potential selling Alfa Laval equipment. Whether you are a new employee or more experienced, Alfa Laval offers a complete package of trainings covering our products and applications within Hygienic Equipment and Service

Sign in to Alfa Laval Anytime and get fast and easy access to all our online trainings and enrol in our classroom trainings.

Training according to your needs

Alfa Laval offers training at 3 levels; Basic, Intermediate and Advanced.
The basic level is covered via online trainings while intermediate and advanced level trainings are classroom trainings.

The expectation is that our channel partners have received training according to the graphics shown below where a coloured square means that it is considered vital to reach that level. The dotted line illustrates that these levels are split into product training followed by application training. The expected level is different for different employee roles.

Basic training level

All basic level trainings are offered online to allow you fast, easy and convenient access.
The basic level includes 19 self-studies within our products, the industries we sell into, sales, service and tools. All self-studies are available in the following languages: English, German, French, Spanish and Chinese.

Additionally, we will in 2019 offer 22 live, interactive webinars. The webinars are complimentary to the self-study modules and are good opportunities to learn about new product launches, targeted industries or new tools.

Webinars are recorded and if you have signed up, you will receive a link to the recording. Additionally, all recordings are available on-line, and you currently find more than 70 of our recorded webinars via Anytime.

Intermediate training level

Intermediate level trainings are classroom trainings that build further on the competences acquired via basic training.

In these trainings we mix theory and practice to ensure you get hands on experience with our products. You will be trained to sell our products using features, advantages and benefits arguments. You will learn how to position our products against the competitors and learn to size and configure the right product.

We also offer application trainings where you will learn about the applications and processes that we sell into. To join the application training, you should have some years of experience and have completed relevant intermediate level product trainings.

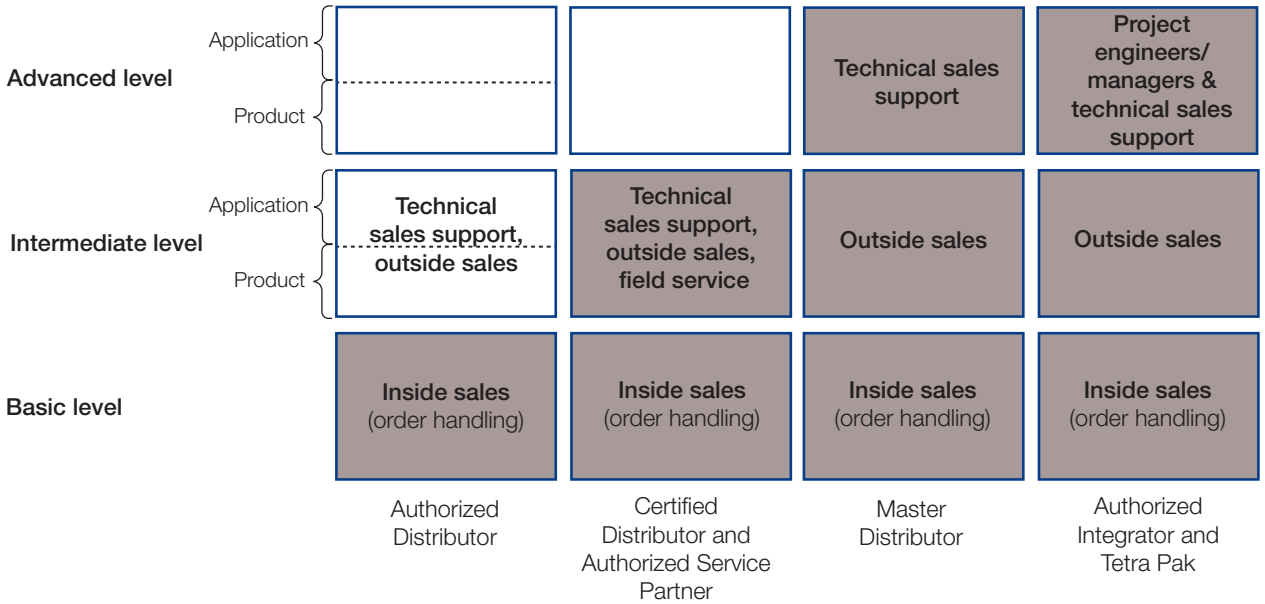
Advanced training level

The advanced level is the highest training level offered. We offer 7 product trainings at the advanced level, which are designed for you to become your company's specialist within the product area covered.
This year we are proud to add a new training course, Sustainability training into our trainings. The sustainability training focuses on reduction of energy and water consumption with Alfa Laval equipment.

Welcome to our trainings

We hope that you find the 2019 programme interesting and look forward to welcoming you to our trainings.

Competence development team
BU Hygienic Fluid Handling



Basic level: eLearning, self-studies and webinars

Self-studies:

We have a complete offering of 19 self-study modules.
The self-study modules are covering our product portfolio, each of the 5 industries we cover, as well as service, sales and tools.

- Commercial product introductions
  - Hygienic pumps introduction
  - Hygienic valves introduction
  - Hygienic automation introduction
  - Hygienic tank equipment introduction
  - Hygienic installation material introduction
  - Hygienic heat exchangers introduction
  - Hygienic membrane filtration introduction

- Service
  - Service foundation for channel partners - Hygienic
  - How to sell service
  - Growing service partners
  - 360 service portfolio app

- Industries
  - Beverage - application introduction
  - Pharma - application introduction
  - Home and personal care - application introduction
  - Dairy - application introduction
  - Food - application introduction

- Sales & tools
  - Anytime introduction - Hygienic
  - eTools - Hygienic
  - Essential sales eBricks

All eLearning can be accessed via Alfa Laval Anytime.

Webinars:

Webinars will be around 30 min long and held twice per day at 9:00 CET and at 15:30 CET.

TOPIC	DATE
Pumps	
Twin Screw	11-02-2019
OptiLobe extension launch	22-02-2019
Twin Screw Anytime selection	25-02-2019
LKH Prime 40	11-03-2019
Sustainability, pumps and valves	29-04-2019
Valves/automation	
Safety valve selection	08-04-2019
Unique Mixproof HT	20-05-2019
Water saving using ThinkTop V70 on Unique Mixproof valves	02-09-2019
DV-ST diaphragm valves	04-11-2019
Anytime	
Anytime training hygienic fluid handling	28-01-2019
Tank equipment	
LeviMag Magnetic Mixer	18-03-2019
Tank equipment solutions to optimise beverage process	27-05-2019
Beverage optimisation process	17-06-2019
Agitators with ATEX	24-06-2019
Cleaning configurator	09-09-2019
Tank cleaning positioning	07-10-2019
Selection of the right agitator	02-12-2019
Under & Up cleaning	09-12-2019
Fittings	
DIN fittings launch	04-02-2019
Pharma	
GMP & other regulations in Pharma	06-05-2019
ASME BPE in Pharma	03-06-2019

Hygienic equipment & service webinars

January	February	March	April	May	June
T 1	F 1	F 1	M 1	W 1	S 1
W 2	S 2	S 2	T 2	T 2	S 2
T 3	S 3	S 3	W 3	F 3	M 3 ASME BPE in Pharma
F 4	M 4 DIN fittings launch	M 4	T 4	S 4	T 4
S 5	T 5	T 5	F 5	S 5	W 5
S 6	W 6	W 6	S 6	M 6 GMP & other regulations in Pharma	T 6
M 7	T 7	T 7	S 7	T 7	F 7
T 8	F 8	F 8	M 8 Safety valve selection	W 8	S 8
W 9	S 9	S 9	T 9	T 9	S 9
T 10	S 10	S 10	W 10	F 10	M 10
F 11	M 11 Twin Screw	M 11 LKH Prime 40	T 11	S 11	T 11
S 12	T 12	T 12	F 12	S 12	W 12
S 13	W 13	W 13	S 13	M 13	T 13
M 14	T 14	T 14	S 14	T 14	F 14
T 15	F 15	F 15	M 15	W 15	S 15
W 16	S 16	S 16	T 16	T 16	S 16
T 17	S 17	S 17	W 17	F 17	M 17 Beverage optimisation process
F 18	M 18	M 18 LeviMag Magnetic Mixer	T 18	S 18	T 18
S 19	T 19	T 19	F 19	S 19	W 19
S 20	W 20	W 20	S 20	M 20 Unique Mixproof HT	T 20
M 21	T 21	T 21	S 21	T 21	F 21
T 22	F 22 OptiLobe extension launch	F 22	M 22	W 22	S 22
W 23	S 23	S 23	T 23	T 23	S 23
T 24	S 24	S 24	W 24	F 24	M 24 Agitators with ATEX
F 25	M 25 Twin Screw Anytime selection	M 25	T 25	S 25	T 25
S 26	T 26	T 26	F 26	S 26	W 26
S 27	W 27	W 27	S 27	M 27 Tank Eq solutions to optimise beverage process	T 27
M 28 Anytime training hygienic fluid handling	T 28	T 28	S 28	T 28	F 28
T 29		F 29	M 29 Sustainability training pumps & valves	W 29	S 29
W 30		S 30	T 30	T 30	S 30
T 31		S 31		F 31	

General information

Training fee
No fee

Time
Twice per day on the days mentioned
at 09:00 CET
at 15:30 CET

Language
All webinars are held in English.

Sign up
Please see the list of all the live webinars and sign up via this link:
https://adobe.ly/2R13vsC

September	October	November	December
S 1	T 1	F 1	S 1
M 2 Water saving using TT V70 with Unique Mixproof	W 2	S 2	M 2 Selection of the right agitator
T 3	T 3	S 3	T 3
W 4	F 4	M 4 DV-ST diaphragm valves	W 4
T 5	S 5	T 5	T 5
F 6	S 6	W 6	F 6
S 7	M 7 Tank cleaning postitioning	T 7	S 7
S 8	T 8	F 8	S 8
M 9 Cleaning configurator	W 9	S 9	M 9 Under & Up cleaning
T 10	T 10	S 10	T 10
W 11	F 11	M 11	W 11
T 12	S 12	T 12	T 12
F 13	S 13	W 13	F 13
S 14	M 14	T 14	S 14
S 15	T 15	F 15	S 15
M 16	W 16	S 16	M 16
T 17	T 17	S 17	T 17
W 18	F 18	M 18	W 18
T 19	S 19	T 19	T 19
F 20	S 20	W 20	F 20
S 21	M 21	T 21	S 21
S 22	T 22	F 22	S 22
M 23	W 23	S 23	M 23
T 24	T 24	S 24	T 24
W 25	F 25	M 25	W 25
T 26	S 26	T 26	T 26
F 27	S 27	W 27	F 27
S 28	M 28	T 28	S 28
S 29	T 29	F 29	S 29
M 30	W 30	S 30	M 30
	T 31		T 31

Hygienic equipment & service classroom trainings

January	February	March	April	May	June
T 1	F 1	F 1	M 1	W 1	S 1
W 2	S 2	S 2	T 2	T 2	S 2
T 3	S 3	S 3	W 3	F 3	M 3
F 4	M 4	M 4	T 4	S 4	T 4
S 5	T 5	T 5	F 5	S 5	W 5
S 6	W 6	W 6	S 6	M 6	T 6
M 7	T 7	T 7	S 7	T 7	F 7
T 8	F 8	F 8	M 8	W 8 Sustainability, optimising energy & water usage	S 8
W 9	S 9	S 9	T 9	T 9	S 9
T 10	S 10	S 10	W 10	F 10	M 10
F 11	M 11	M 11	T 11	S 11	T 11
S 12	T 12	T 12	F 12	S 12	W 12
S 13	W 13	W 13	S 13	M 13	T 13
M 14	T 14	T 14	S 14	T 14 Advanced hygienic valves	F 14
T 15	F 15	F 15	M 15	W 15	S 15
W 16	S 16	S 16	T 16	T 16	S 16
T 17	S 17	S 17	W 17	F 17	M 17
F 18	M 18	M 18	T 18	S 18	T 18 Hygienic service & maintenance
S 19	T 19	T 19 Hygienic tank equipment	F 19	S 19	W 19
S 20	W 20	W 20	S 20	M 20	T 20
M 21	T 21	T 21	S 21	T 21	F 21
T 22	F 22	F 22	M 22	W 22	S 22
W 23	S 23	S 23	T 23	T 23	S 23
T 24	S 24	S 24	W 24	F 24	M 24
F 25	M 25	M 25	T 25	S 25	T 25
S 26	T 26	T 26 Hygienic valves & pumps	F 26	S 26	W 26
S 27	W 27	W 27	S 27	M 27	T 27
M 28	T 28	T 28	S 28	T 28	F 28
T 29		F 29	M 29	W 29	S 29
W 30		S 30	T 30	T 30	S 30
T 31		S 31		F 31	

General information

Training fee
The training fee will be invoiced after the training.

Language
All courses are held in English.

Course certificate
Everyone will receive a course certificate.

Enrolment
Externals: Alfa Laval Anytime/Training
Internals: Share/Learning Portal
or contact
Elina Mäkinen, elina.makinen@alfalaval.com

Further information
More information about the courses and training in general can be found on Alfa Laval Anytime/Training and Share/Learning Portal or contact
Elina Mäkinen, elina.makinen@alfalaval.com

September	October	November	December
S 1	T 1 Advanced hygienic plate heat exchangers	F 1	S 1
M 2	W 2	S 2	M 2
T 3	T 3	S 3	T 3 Biopharm applications & processes
W 4	F 4	M 4	W 4
T 5	S 5	T 5	T 5
F 6	S 6	W 6	F 6
S 7	M 7	T 7	S 7
S 8	T 8	F 8	S 8
M 9	W 9	S 9	M 9
T 10	T 10	S 10	T 10
W 11	F 11	M 11	W 11
T 12	S 12	T 12 Advanced hygienic valves	T 12
F 13	S 13	W 13	F 13
S 14	M 14	T 14	S 14
S 15	T 15	F 15	S 15
M 16	W 16	S 16	M 16
T 17	T 17	S 17	T 17
W 18 Hygienic GPHE service & maintenance	F 18	M 18	W 18
T 19	S 19	T 19 Hygienic service & maintenance	T 19
F 20	S 20	W 20	F 20
S 21	M 21 Hygienic valves & pumps	T 21	S 21
S 22	T 22	F 22	S 22
M 23 Advanced hygienic pumps	W 23	S 23	M 23
T 24	T 24	S 24	T 24
W 25	F 25	M 25	W 25
T 26	S 26	T 26	T 26
F 27	S 27	W 27	F 27
S 28	M 28	T 28	S 28
S 29	T 29 Dairy beverage food & home & personal care applications & processes	F 29	S 29
M 30	W 30	S 30	M 30
	T 31		T 31

Intermediate level: classroom trainings

Hygienic valves and pumps

Objective
The objective of this course is to provide a technical understanding of the Alfa Laval valves, valve automation equipment and pumps, their features, advantages and benefits and selected main competitors. You will be to be able to sell using features, advantages and benefits arguments, and to handle detailed, technical inquiries and select the right products using our sizing and selection tools.

Content
- Valves and valve automation (2 days):
  Butterfly and ball valves, SSV Single Seat Valves, mixproofability, Unique Mixproof Valves and SMP-BC Mixproof Valves, diaphragm valves, regulation valves, and valve automation.
- Pumps (3 days):
  Pump theory, LKH and SolidC centrifugal pumps incl. LKH Evap, rotary lobe and circumferential piston pumps.

Duration: 5 days
Location: Alfa Laval Kolding, Denmark
Dates: 25-29 March and 21-25 October, 2019

Hygienic tank equipment

Objective
The objective is to provide an overview of the tank equipment portfolio and how to sell using features, advantages and benefits arguments and to enable the participants to handle technical inquiries by using our selection tools and product documentation.

Content
- Tank cleaning:
  Technology and portfolio, features, advantages and benefits, selected competitors, and design and selection in different applications using CAS including exercises.
- Agitators and mixers:
  Mixing duties, the Alfa Laval mixing technologies, features, advantages and benefits, positioning of different mixing technologies, and introduction to the quote process.
- Instrumentation:
  Introduction to Rotacheck, flow transmitters, weighing systems and level switches, features, advantages and benefits and selection.

Duration: 3 days
Location: Alfa Laval Kolding, Denmark
Dates: 19-21 March, 2019

Hygienic service and maintenance

Objective
The objective of this course is that the participants upon completion of the course should feel confident doing maintenance and trouble shooting of hygienic components in the field.

Content
Maintain, disassemble and rebuild the hygienic core products:

- Seat valves and Mixproof valves
- Ball valves and butterfly valves
- Regulating valves
- Centrifugal pumps
- Positive displacement pumps
- Cleaning equipment
- Agitators

Duration: 3 days
Location: Alfa Laval Kolding, Denmark
Dates: 18-20 June and 19-21 November, 2019

Hygienic GPHE service and maintenance

Objective
The objective of this course is that the participants upon completion of the course should feel confident doing maintenance and trouble shooting of Alfa Laval FrontLine and BaseLine in the field.

Content
Maintain, disassemble and rebuild the hygienic GPHE range

- FrontLine
- BaseLine

There will be focus on genuine spare parts, preventive maintenance and on a structured way of doing trouble shooting as well as tips and tricks when doing service.

Duration: 2 days
Location: Alfa Laval Kolding, Denmark
Dates: 18-19 September, 2019

Hygienic membranes

Objective
The objective of this course is to provide an overview of Alfa Laval's membrane technology – the products and the hygienic applications. After the course the participants will be able to spot suitable membrane projects at customers and to develop them to an order with support from the membrane team.

Content
- Membrane theory
- Membrane technology and portfolio including features, advantages and benefits and competition
- Hygienic membrane applications including sizing and selection

These aspects will be supported by:

- Introduction to sales tools and sales support
- Tour of the membrane factory

Duration: 2 days
Location: Alfa Laval Nakskov, Denmark
Dates: NOTE! On-request training

Dairy, beverage, food and home & personal care applications and processes

Objective
The objective of this course is to enable participants to increase sales into the dairy, beverage, food and home & personal care industries through increased understanding of the customer's requirements and how the use of Alfa Laval components makes a difference in process reliability and profitability.

Content
For each industry we will cover:
- Market trends
- Use and function of ingredients
- CIP processes

Examples of specific applications and processes covered:
- Milk heat treatment principles
- Milk pasteurization, separation and homogenization
- Egg product production
- Production of viscous products
- Water processing
- Juice processing
- Laundry liquids
- Hair care products

Duration: 3 days
Location: Alfa Laval Kolding, Denmark
Dates: 29-31 October, 2019

Biopharm applications and processes

Objective
The objective of this course is to support our biopharm sales by providing an understanding of the main applications and processes within the industry. The course will also give a good understanding of how to select and sell our equipment into different processes.

Duration: 3 days
Location: Alfa Laval Kolding, Denmark
Dates: 3-5 December, 2019

Detailed course descriptions and enrolment:

Externals:
Alfa Laval Anytime/Training

Internals:
Share/Learning Portal

Futher information:
elina.makinen@alfalaval.com

Advanced level: classroom trainings

Advanced hygienic pumps

Objective
The objective of this course is to gain comprehensive technical and commercial knowledge to assist in developing the sales of both rotary lobe and centrifugal pumps and to be capable of imparting this information to the local inside and outside sales teams.

Content
- Extensive Alfa Laval pump range overview including features, advantages and benefits
- Typical pump applications and how to do competitive CAS sizing including pump energy optimization
- Hands-on evaluation of Alfa Laval pump range and of the top competitors to be able to make key feature comparisons
- Hands-on strip down of various pump types to be able to demonstrate maintenance and troubleshooting
- How to find support materials (pricelists, manuals, certificates, etc.)

Duration: 5 days
Location: Alfa Laval Kolding, Denmark
Dates: 23-27 September, 2019

Advanced hygienic valves

Objective
The primary objective of the course is to provide a deep knowledge of valve selection and configuration, valve matrix design guidelines and of the principles used in hygienic design. The course will focus on features and benefits of the Alfa Laval valve technologies used in matrix design and compare them to competitor solutions.

Content
- Principles of hygienic design
- Mixproof valve technology: the Alfa Laval mixproof technologies, selection, sizing of mixproof valves, features, advantages and benefits, positioning of the different mixproof technologies.
- Valve matrix design: basic guidelines for valve matrix design, tips and tricks, discussion of pros and cons of different designs
- Automation: terms and technology within Sensing and control, the new ThinkTop offering vs. main competitors incl. hands on
- Sustainability optimization: possibilities to reduce water/CIP consumption with mixproof valves,ThinkTop and designing a valve matrix
- Aseptic processing: how aseptic processing differs from hygienic processing, typical designs, product portfolio available

Duration: 4 days
Location: Alfa Laval Kolding, Denmark
Dates: 13-16 May and 11-14 November, 2019

Advanced hygienic plate heat exchangers

Objective
The primary objective of this course is to acquire good technical knowledge about the plate heat exchanger as a concept, and how to select and size them by doing CAS exercises within the following areas: beverage, brewery, dairy, food and for utilities used in these industries.

Content
- Hygienic plate heat exchanger product range
- How to configure the plate heat exchanger
- CAS 5 single section designs (1-phase duties only)
- CAS 5 multi section designs (1-phase duties only)
- Available tools
- Physical properties of fluids

The course is heavily focused on the participants doing exercises in CAS 5.

Duration: 4 days
Location: Alfa Laval Kolding, Denmark
Dates: 30 September - 3 October, 2019

Advanced hygienic instrumentation

Objective
The objective is to provide a comprehensive understanding of instrumentation, in and around hygienic tanks used in food, dairy, brewery, beverage and pharma productions. Furthermore, the objective is that the participant should confidently be able to sell using features, advantages and benefits arguments for the different products comparing also to competitor solutions.

Duration: 2 days
Dates: NOTE! On-request training

Advanced hygienic tank cleaning equipment

Objective
The objective is to provide a comprehensive understanding of tank cleaning and of the Alfa Laval tank cleaning technologies and portfolio and where to offer what. Furthermore, the objective is that the participant should confidently be able to sell using features, advantages and benefits arguments for the different products comparing also to competitor solutions. Finally, the participant will be trained in handling selection.

Duration: 2 days
Dates: NOTE! On-request training

Advanced hygienic agitators and mixers

Objective
The objective is to provide a comprehensive understanding of mixing duties and mixing theory and of the Alfa Laval mixing technologies and where to use what technology. Furthermore, the objective is that the participant should confidently be able to sell using features, advantages and benefits arguments for the different products comparing also to competitor solutions. Finally, the participant will be trained in handling mixing inquiries and agitator configuration.

Duration: 2 days
Dates: NOTE! On-request training

Sustainability, optimising energy and water usage

Objective
The objective is to provide an understanding of how to optimise energy and water usage across a plant, enabling the participant to do plant audits and present a detailed payback analysis to the customer

Content
The course will be centered around the following 4 technologies:
- Pump energy optimisation
- Mixproof valve water/CIP optimisation
- Agitator energy optimisation
- Tank cleaning water/CIP optimisation

The participants have to do several calculation exercises and take part in different activities in our test area. Therefore an active participation is required.

Duration: 4 days
Location: Alfa Laval Kolding, Denmark
Dates: 7-10 May, 2019

Detailed course descriptions and enrolment:

Externals:
Alfa Laval Anytime/Training

Internals:
Share/Learning Portal

Futher information:
elina.makinen@alfalaval.com

Alfa Laval in brief

Alfa Laval is a leading global provider of specialized products and engineered solutions.

Our equipment, systems and services are dedicated to helping customers to optimize the performance of their processes. Time and time again.

We help our customers to heat, cool, separate and transport products such as oil, water, chemicals, beverages, foodstuffs, starch and pharmaceuticals.

Our worldwide organization works closely with customers in almost 100 countries to help them stay ahead.

How to contact Alfa Laval

Up-to-date Alfa Laval contact details for all countries are always available on our website at www.alfalaval.com

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