



# Trade Training Catalogue

2021

Training offerings for Signify distributors

# The future is bright

A lot more is possible through learning...



BOONE

Signify is the world leader in lighting for professionals, consumers and lighting for the Internet of Things. And how we stay number one, is by innovating and learning from all our experiences every day.

We are committed to continuous development of our employees, customers, and business partners. We aim to use learning and mutual development as one of the key enablers to shape and create a sustainable future. Join us in this exciting forward-looking journey.

# Welcome messages

Dear valued customers,

As the world around us is transforming rapidly, it is important for us to keep pace with how our industry and ecosystem is evolving. This involves continuously being aware of the key developments and learning new skills that have direct impact on our businesses.

This is true for not just our employees at Signify, but also for our valued customers in the Lighting world. To fulfil this need, we at the Signify, take great pleasure in presenting this comprehensive learning offering to you.

This training catalog covers details on several programs, ranging from Interact Pro, LED lamps and luminaires portfolio to essentials lighting knowledge. You can get access to all and build your skills on these topics holistically.

This extensive learning offering further reinforces our commitment to collaborate and enhance our collective knowledge base to stay ahead of our competition. We envision that this offering will also help us to come together as a community, to stay connected and exchange our ideas and challenges from a knowledge standpoint. Our best-in-class trainers are ready to make sure that you have a great learning experience. We are happy to have you on-board on this journey.

Let's learn together and make our relationship a greater success!



**Eduardo Mataix**  
Head of IKAM  
Wholesalers



**Frank Suntinger**  
International Key  
Account Manager Trade

# We offer different learning solutions to meet your busy agendas



## Learn anytime, anywhere online

A number of dedicated learning paths have been made available to you. Following these at your own place, at your own pace will build your knowledge on our systems and service offering.



## Stay updated via live webinars

Our interactive webinars keep you up to date on latest, most innovative trends. Register to join these talks and interact directly with our experts to get answers to all your questions. These webinars will be built around YOUR needs.



## Test your knowledge Assessments and Tests

As we want to make sure you are comfortable in your learning journey, we have created assessments and tests to measure learning effectiveness. Once you pass the assessment, we will send a digital certificate to you.

# Contents

- 7 Soft Skills
- 8 Lighting Essentials 
- 9 LED Products 
- 10 Interact Pro System 
- 11 Conventional Products
- 12 UV-C Learning Program
- 13 Other Courses 
- 14 Meet Your Learning Team

# Soft Skills

In this rapid changing world, it is crucial to develop your skills continuously. Mastering the fundamental skills below will help you to have a head start of the game and gain a big win.

## Your learning programs

### Upselling

When it comes to switching to LED, there is a lot to be gained and within LED there is a wide range of possibilities. By learning how to show them the benefits of better solutions, you are investing in your own value a distributor.



Learn Online  
[Click Here](#)

---

### Social Selling

Follow this Social Selling program and you will become best in class when it comes to LinkedIn profile.

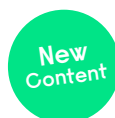


Learn Online  
[Click Here](#)

# Lighting Essentials

This learning program is a selection of learning materials, which encompass the lighting knowledge that is essential for anyone working in lighting industry. The courses in this program take you through the lighting technologies that are used by Signify in bringing up innovation through lighting products, systems and services.

## Your learning programs



### Lighting Essentials

Now there's an easy way to learn about lighting. Our special training program is designed to keep you up-to-date with all the latest technologies and techniques. It features a series of short videos to guide you through the world of lighting, controls, systems and LED basics.



Learn Online  
[Click Here](#)

### Human Centric Lighting Essentials

This learning path introduces the concept of Human Centric Lighting, Circadian System and the progress we are making as Signify in this field.



Learn Online  
[Click Here](#)

### Solar Lighting Essentials

Solar lighting is a key part of our commitment to sustainability as we aim to help our customers move to cleaner technologies. The expansion to new areas will strengthen our ambition to provide communities across the world with high-quality and clean solar-powered lighting.



Learn Online  
[Click Here](#)

### LiFi Essentials

Where there's light... there can be wireless communication through LiFi. Follow this course to learn about Trulifi by Signify. It's a range of LiFi systems, providing two-way wireless communication that's reliable, secure and fast.



Learn Online  
[Click Here](#)

### Other Courses

Explore other learning courses that will give you insights into great topics like sustainability, connecting LEDs, science of light and lighting, and Signify company.



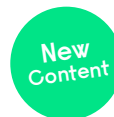
Learn Online  
[Click Here](#)



# LED Products

Signify has always been and still is at the forefront of LED lighting development. For over 20 years we have made significant investments in research and development of LED lighting technology, building up one of the most comprehensive portfolios of LED lighting system and control IP.

## Your learning programs



These courses will give you insight into LED lamps and LED luminaires, which are the hero products that we offer to our trade distributors and installers. They products are categories based on their most suitable application, be it Office, Industry, Shop, Parking, or Outdoor. At the end of each course, there is an assessment test to check your knowledge and get you certified.

### General Lighting



Learn Online  
[Click Here](#)

### Office



Learn Online  
[Click Here](#)

### Industry



Learn Online  
[Click Here](#)

### Retail and Hospitality



Learn Online  
[Click Here](#)

### Parking



Learn Online  
[Click Here](#)

### Outdoor



Learn Online  
[Click Here](#)

# Interact Pro System

Interact Pro is the Future-ready software that enables connected lighting for small and medium enterprises (SMEs). It works seamlessly with Interact Ready light sources and accessories.

In 2021 we expand on the original Interact Pro to 3-tier approach: Foundation, Advanced, Enterprise. We have not only have lowered the entry barrier, but also increased the beyond lighting capabilities of Interact Pro.

## Your learning programs

New  
Content

### Commercial Training – For Small and Medium Enterprises (SMEs)

In this training, you will learn the overview of Interact Pro scalable system with 3 tiers approach. This pathway focuses on features and benefits of the stand alone and gateway connected versions. They are relevant for small and medium enterprises (SMEs). At the end of the course, there is an assessment test to check your knowledge and get you certified.



Learn Online  
[Click Here](#)

### Technical Training – For Foundation and Advanced

In this training, you will learn in details how to get started with Interact Pro app and how to commission different features of Foundation and Advanced levels. At the end of the course, there is an assessment test to check your knowledge and get you certified.



Learn Online  
[Click Here](#)

# Conventional Products

Conventional lighting is well established in the industry and has a proven track record in terms of quality, reliability, and value for money. Even though being replaced gradually by LED lighting, conventional products remain popular and being installed in multiple projects.

## Your learning programs

When it comes to conventional lighting, we often mention about Fluorescent and High Intensity Discharge (HID). Follow these courses to learn about the lamp technologies and lighting electronics of these two product lines.

### Fluorescent Lamps & Electronics

As the market leader in lighting, Signify brings the best value for money fluorescent light source. With our global scale and the highest volumes in the industry, we can deliver the most cost competitive and highly distinctive quality products in a sustainable way. Learn more about it in this training.



Learn Online

[Click Here](#)

### HID Lamps & Electronics

After this training you should be able to know the basic principles of HID lamps and electronics, learn about the HID portfolio and recognize the main applications for HID lighting.



Learn Online

[Click Here](#)

### Conversion Tool

This Philips conversion tool makes it easy to find Philips alternatives of conventional lamps and conventional lamp drivers, and provide all the information & specification necessary to convert a product.



Learn Online

[Click Here](#)

# UV-C Learning Program

Signify has been at the forefront of UV technology for 35 years and has a proven track record of developing innovative UV-C products and applications. Our UV-C lighting is well-proven and trusted as an effective disinfectant. This was validated in a laboratory test by Boston University, showing that Signify's UV-C light sources inactivate the virus that causes COVID-19 in a matter of seconds.

## Your learning programs

### UV-C Awareness

Used extensively by scientists for over 40 years, UV-C is a known disinfectant for air, water and surfaces. All bacteria and viruses tested to date (many hundreds over the years, including various coronaviruses) respond to UV-C radiation. This learning path will give an introduction to UV-C lighting, what is it and how does it work.



Learn Online

[Click Here](#)

### UV-C Safety Instructions and Installation Guidelines

Germicidal UV-C is very effective in disinfection, even against viruses. But it is also dangerous to humans and animals. It is best left to the professionals. People who are working with UV-C must follow safety measures and, for surface disinfection, take precautions to ensure there are no people or animals in the area. Take this learning path to learn most important knowledge when dealing with UV-C products and get certified.



Learn Online

English [Click Here](#)  
Other Languages [Click Here](#)

### UV-C Upper Air Products

All you need to know about UV-C Upper Air disinfection. After this course, you will have sufficient knowledge of Upper Air products and the steps to take in an upper air project, including: Audit, Design, Install, Commission, and Maintain.



Learn Online

[Click Here](#)

### UV-C Calculation and Design Guide

Learn basic understanding on how calculation and specification is done for UV-C applications, and how to handle customer conversations.



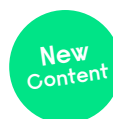
Learn Online

[Click Here](#)

More learning paths on UV-C are being developed by Signify Lighting Academy. Be sure to check out our [UV-C learning page](#) to view new content.

# Other Courses

## Your learning programs



### Lighting Application

Follow these videos of less than 10 minutes each to learn about how lighting is applied in different environments like supermarket, office, industry, warehouse, fashion store.



Learn Online  
[Click Here](#)

### Our Innovations

Innovation is in Signify's DNA. From the dawn of the electric light, we've pioneered many of the breakthroughs in our industry. It was our scientists that developed the first 60W replacement LED light bulb as well as the world's most energy efficient light bulb. This tradition continues to guide us. We challenge ourselves daily to better serve our customers with ground breaking innovations - from 'light recipes' that increase the quality and yield of different vegetables, to lights that give you fast internet connectivity via Li-Fi. Check out this training to learn about our latest innovations.



Learn Online  
[Click Here](#)

### Tools

This learning category shows you multiple tools to help you work better in your project, such as designing, lighting calculation, cost of ownership calculation tools.



Learn Online  
[Click Here](#)

### Training Webinars

Check out our training calendar to join webinars in multiple languages on various topics from human centric lighting, to UV-C lighting, to benefits of lighting in our lives, any many more interesting talks.



Learn Online  
[Click Here](#)

Do you have specific topics you want to hear about? Let us know [here](#).

# Meet your learning team



**Jaap Schuuring**  
Customer Learning  
Program Leader



**Trang Nguyen**  
Learning Specialist



© 2020 Signify Holding. All rights reserved.

The information provided herein is subject to change, without notice. Signify does not give any representation or warranty as to the accuracy or completeness of the information included herein and shall not be liable for any action in reliance thereon. The information presented in this document is not intended as any commercial offer and does not form part of any quotation or contract, unless otherwise agreed by Signify.

Philips and the Philips Shield Emblem are registered trademarks of Koninklijke Philips N.V. All other trademarks are owned by Signify Holding or their respective owners.