BOGE Compressed Air Academy

Sales Excellence Seminar (English)

Description	**Sales Excellence Seminar (8EX)**
Learning opportunities	In this seminar, participants will refresh or get their knowledge of the features, benefits and customer value of various BOGE products.
Target group	Sales staff of our distributors
Content	- Current changes and new products 2025/26 - Screw compressors with oil-injection cooling – BOGE E series - Compressor controls – focus control 2.0 - Base load switch (BLS) - Required hardware - General functions and settings - Compressor management control – airtelligence provis 3 - Configuration, License management - BOGE connect – Smart Monitoring and Service Tool - Concept, Hardware, Portal handling - Product preview 2026/2027
Requirements	Technical understanding
Duration	1 day
Charge	-
Dates and locations	on appointment

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Agenda	Sales Excellence Seminar (8EX)
09:00 hrs	Welcome and introduction to the course agenda, Introduction of participants
09:15 hrs	Current changes and new products 2025/26
10:00 hrs	Screw compressor with oil injection cooling – BOGE E series • Series overview • Design and function of individual components • Maintenance concept • Competition overview and classification
10:30 hrs	Break
11:00 hrs	Current changes and new products 2025/26
12:30 hrs	Lunch-Break
13:15 hrs	Compressor controls – focus control 2.0 – Base load switch (BLS) • Required hardware • General functions and settings
14:15 hrs	Break
14:30 hrs	Compressor management control – airtelligence provis 3 • Configuration, License management
15:15 hrs	Break
15:30 hrs	BOGE connect – Smart Monitoring and Service Tool • Concept, Hardware, Portal handling
16:30 hrs	Product preview 2026/27
17:00 hrs	End of the seminar day

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