

Introduction(Discussion/PPT)	
1	Introduction to Enterprise CCTV and ACS Systems
2	Introduction to Lenel
3	Market proposition and competitive analysis
4	Lenel offerings - Key USP and New Launch Solutions/Products
Video Management System(Discussion/PPT)	
1	Introduction to Lenel Video Systems
2	Product Offerings
3	Key Features and USP in Lenel Video Solutions
4	Storage & Bandwidth Calculations
5	Redundancy offerings in recorders and VMS
6	Lenel Server and Storage Specification walkthrough
7	Lenel Video Part Number
8	Bill of Material Preparation.
Access Control System(Discussion/PPT)	
1	Introduction to Lenel Access Systems
2	Product Offerings
3	Key Features and USP in Lenel Access Solutions
4	Lenel controller's walkthrough(Preferrable if the hardware can be shown physically through camera during the session)
5	Discussion on Key access control functionality offered by Lenel - Antipas back(Local and Global), Local and Global I/O, Door Interlocking etc.
6	Redundancy offerings
7	Lenel Server Specification walkthrough
8	Lenel Access Control Part Number

9	Bill of Material Preparation.
10	Lenel Offering as an Integrated Security Management System(ISMS) Platform
11	Integration options with third party OEM and subsystems
Lenel On guard Software Walkthrough(Lab Session)	
1	Walkthrough through Various Options available in Lenel On guard
2	Adding Cameras, Recorders, Controllers, Cardholder etc.
3	Event and Alarm Interface
4	Integrated platform with CCTV, ACS and other Thirdparty System connected to unified Lenel Platform
5	Alarm linkage between ACS and CCTV with trigger to another subsystem
Knowledge Check	
1	Q& A, Doubt clearing
2	Assessment Test