



Global System Integrator Program Low Voltage Drive Systems Overview



The Low Voltage (LV) Drive Systems Capability is intended to promote a System Integrators' expertise in Rockwell Automation Low Voltage Drive Systems solutions. [Link to product offering](#)

The Low Voltage Drives Systems Learning Plan can be found on [Rockwell Automation University](#) (RAU). Low Voltage Drive Systems Capability credentials are valid for two years. Please review the [Welcome Kit](#) for more information on how to access RAU.

Requirements to receive capability

- 1. Obtain the Control Capability**
- 2. Submit application (Application Questionnaire and Project Audit Form) to the Rockwell Automation Business Unit to gain acceptance into the Low Voltage Drive Systems Capability**
(See below for details)
- 3. Complete the training as outlined below.**

Training Module	Platform	Course length (Minutes)
DRV11012 Fundamentals of Electric Power	RAU	15
DRV10003 AC Motors	RAU	15
DRV11014 Industrial Power Distribution	RAU	24
DRV11016 Power Quality Concepts	RAU	16
DRV11110 Circuit Protection Concepts	RAU	24
DRV11301 Regeneration in Variable Frequency Drive Applications	RAU	12
DRV11302 Solutions for Harmonic Reduction	RAU	12
DRV11303 Bandwidth as a Measure of Drive Performance	RAU	10
DRV11304 Torque Control in Variable Frequency Drive Applications	RAU	5
DRV21020 Variable Frequency Drive Concepts	RAU	19
DRV21021 Variable Frequency Drive Installation Best Practices	RAU	35
DRV21120 Electrical Standards for Industrial Automation	RAU	25
DRV21068 Drives Installation Considerations	RAU	16
Total Hours - Power Control Fundamentals		4
HOTT Spot: PowerFlex 755TR, 755TL, 755TM Drives Product Enhancements	RAU	60
DRV21040 Impact of Environmental Conditions When Applying Power Control Solutions	RAU	30
DRV22221 Low Voltage Drives Product Positioning Architecture Class	RAU	30
DRV22300 Selling PowerFlex with Motion	RAU	26
Total Hours - Low Voltage Drives Systems		2.4
Total Hours - Low Voltage Drives Systems Training		6.4

Program Tiers

Bronze requirements
One credentialed resource for one capability

Silver requirements
Two credentialed resources for a minimum of two capabilities

Gold requirements
Three credentialed resources for a minimum of three capabilities

Platinum requirements
Four credentialed resources for a minimum of four capabilities

Qualifications and ability to meet program expectations is evaluated at the end of each fiscal year (September) by Rockwell sales representative or authorized distributor where applicable.



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Application and approval process

1. Potential candidates for the LV Drives Systems Capability are identified and nominated by local and regional sales and channel teams.
2. Local sales teams must document and submit the following information about the potential SI candidate:
 - a. Business name and location
 - b. Primary business focus (industry/application)
 - c. Geographic scope
 - d. Revenue growth expectations
3. This information should be distributed to the:
 - a. PCB Regional Manager
 - b. Regional Power Manager (NA Only)
 - c. PCB Business Unit Representative
4. If the above representatives agree that the business focus of the candidate is complimentary to current RA capabilities, the Regional Market Access Manager will document the agreement via email and notify the local channel and sales team that they may proceed with the process to consider the candidate for the program.
5. The candidate will complete the [Application Questionnaire](#) and [Project Review Form](#)
6. The local sales teams must submit these documents for approval. Approval is required by the:
 - a. Low Voltage Drives Business Unit
 - b. PCB Regional Director
 - c. Regional Market Access Leader
7. If the application documents are approved, the local sales team will work with the candidate to complete or update the Success Plan.
8. Once acceptance has been confirmed, the candidate will need to complete training as outlined above to obtain the LV Drive Systems Capability