



Hitec Power Protection bv certifies that:

Mr. Alexander Mikhaylin

has successfully completed a 3 days distributor sales training (C-200) belonging to the development program for the following Hitec UPS/RT sales competences:

- Being able to explain the global Hitec company profile.
- Being able to give a basic UPS/RT presentation.
- Understanding the key configurations & options.
- Know the Hitec marketing approach.
- Know the key differences with major competitors.
- Understanding the Hitec project team approach.
- Understanding the Hitec project process steps.
- Know the needed service activities for the system.
- Being able to present the excellent service network.
- Being able to bring forward the excellent customer focused turn-key project capabilities of Hitec and its global partners.

Almelo, 24 June 2010



Hendrik Steinmeijer
Trainer

CERTIFICATE