FLUKE ®

Win / Fight / Walk Away ESA614





Win/Fight/Walk Away

Three segments

- 1. Old Product Guy
- 2. Documentation Freak

3. The Rookies

RaySafe™

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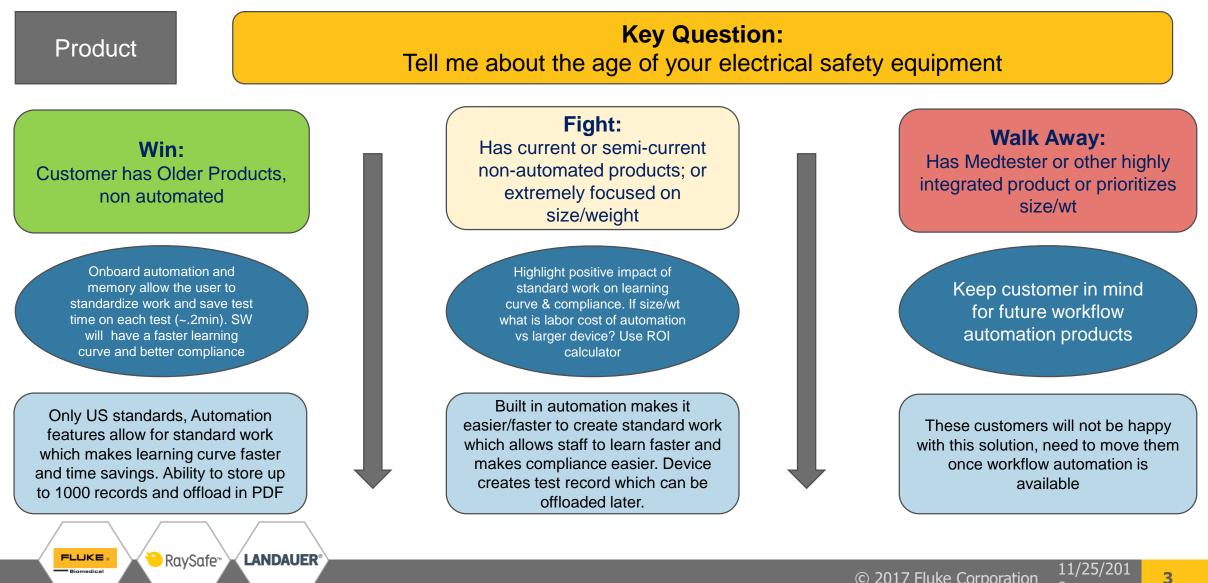


Goal: Get customer to talk holistically about what/how they do now to understand people, process, equipment





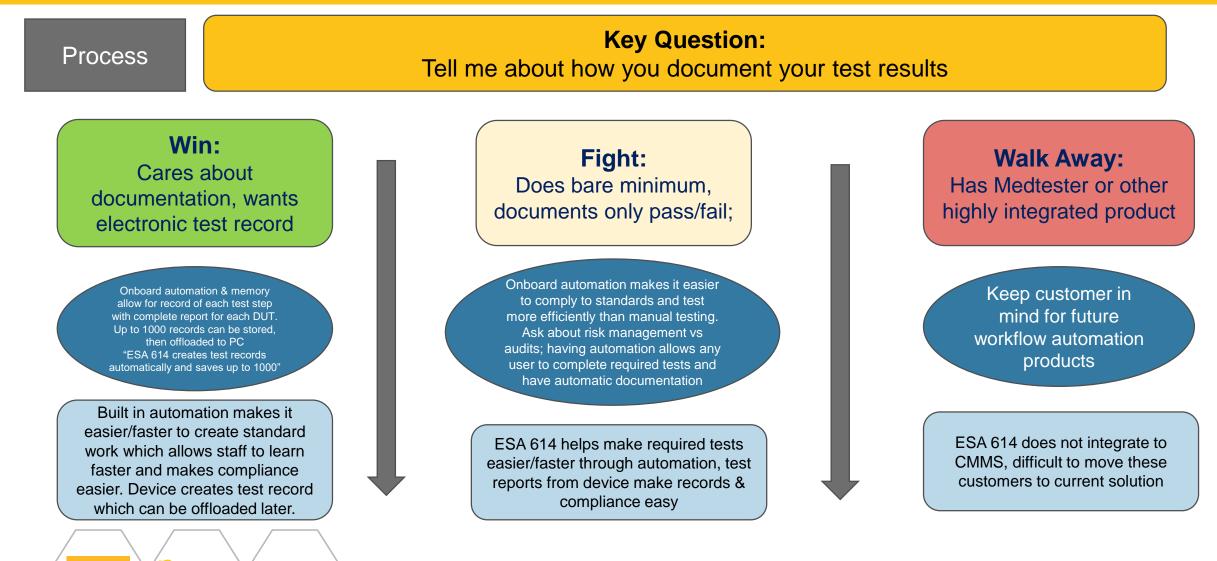
Old Product Guys - How do you do Electrical Safety Tests Today?



Documentation Freak – How do you do Electrical Safety Tests Today?



4



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5

Rookies – How do you do Electrical Safety Tests Today?

