

Welcome to the Delta Controls Inc. (DCI for short) Family. We all work in a very Technical Industry and offer state of the art Building Automation Controls Systems. As a Sales Engineer, Estimator or anyone involved in the Sales Process, you will need a certain amount of knowledge regarding Building Automations Systems (maybe access and security as well). The purpose of this training is to provide information on how to successfully navigate the selection and estimating process for Delta Controls solutions. DCI offers a number of resources from Online Material and Training to Pricelists and Sample Presentations.

To start, all Sales Engineers should have a basic knowledge of DCI Products which can be gained through our George University Online Training. The minimum training should include the following modules:

- Course: F-180: Delta Devices & Networks
- Course: e-210-B (deltacontrols.com)

Do you need to be an Engineering Level Programmer? Probably not. But as you move forward in your Sales role, you may want to consider other training modules. The above should be considered the minimum.

One other thing to note about training is that all Online Training is available to your customers as well. There is also no cost to their access, but it typically expires in one year. Some Delta Partners offer this online training for free to customers whereas others may choose to provide customer tailored training directly to their customers. This choice is entirely yours.

Next you will need to know how to get pricing for products. This can be found in our Online Ordering Portal (<https://orders.deltacontrols.com/>). Once in Online Ordering, you can search for specific parts, check options for various Field Devices, etc. If you need to download an entire DCI Pricelist, you can simply go to the Price List Page and download the details. There are three different options based on your preference for formatting.

Delta's User Interface Software (enteliWEB), Trending/Archiving Software (enteliVAULT)/Hardware (Coppercube) and Online Project Engineering Software (enteliCLOUD) have multiple part numbers to build up the various packages. These parts can be found in the various download pricelists. However, the software packages are very complex in how the individual parts are put together. Delta Controls highly recommends only using the Portals for enteliWEB and enteliCLOUD for pricing.

Here are some useful links:

- eZNS/eZNT Selection and Pricing - Delta Controls eZNS/eZNT Configurators
- enteliWEB/enteliVAULT/CopperCube Pricing - License Management Portal
- enteliCLOUD Pricing – enteliCLOUD Portal

Both enteliWEB, enteliVAULT and enteliCLOUD use multiple part numbers to build up the various packages. These parts can be found in the various downloaded price lists.

Something that frequently comes up is increasing the size of licenses. Say a customer has a 5,000 I/O License and they wish to increase it to 10,000 I/O, how does that work? First, you can go into the License Management Portal and perform this upgrade yourself. The enteliWEB licensing is completely self-serve. DCI only charges the difference between the current configuration and the required configuration. There are no extra premiums or service charges, simply the cost difference. On the topic of I/O, enteliWEB and enteliCLOUD licensing is based upon how many BACnet Inputs and Outputs are on the network and not how many controllers or users, etc. These can be Analog, Binary or Multistate Inputs and Outputs. There are mechanisms in the software to filter out I/O that is not actually being used that would bump up the network point count unnecessarily. This is typical of some 3rd Party



BACnet Devices that have default databases with unused, preconfigured I/O points. Also note that other BACnet Objects such as Variables, Trend Logs, Schedules, etc. do not count towards the License I/O pricing.

Now with this basic knowledge of the Delta Controls System, it is time to start meeting with Customers, Consultants, Contractors, etc. You will need supplementary information and resources. Delta Controls has conveniently assembled all the Sales and Marketing materials in one location. "The Source" has everything you might need to present to Owners, Consultants, Contractors, etc. This also includes various Delta PowerPoint Presentations that you can save, modify, cut/paste for your own needs.

- <https://deltacontrols.com/the-source/>

Under Sales and Marketing, you will find Sample Specifications, General Marketing Material, Presentations and all sorts of other information. Spend some time browsing "The Source" as there is a lot of good information that you will find useful. A few common requests that are available on "The Source" are:

- Delta Master Specification - [Delta Controls Guide Spec enteliSYSTEM™](#)
- Delta Controls Product Catalog - [Delta-Controls-Product-Catalog-2020-DIGITAL.pdf](#)

You may also need to provide Catalog Sheets for the various products you are recommending. Delta Controls provides a means to build a collection of catalog sheets into one simple file. Pick all products or just the ones you need. All this can get done in the Proposal Generator:

- [Proposal Support Generator Site](#)

Did you know Delta Controls offers a full access controls suite to compliment our platform? We have been doing Access Controls for decades with seamless integration to our other HVAC and Lighting Products. In addition to proven hardware, the end customer would get the benefit of one single software platform for all their building needs. The O3-DIN-ACCESS module is a UL294 listed single door controller. This module allows for a Card Reader, Request to Exit, Door Contact, Lock Control, etc. on a single module. You can control up to 24 doors off a single O3-DIN-CPU. For more details, have a look at the following link:

- [O3 Access](#)

Delta Controls also offers a full line of field devices for most access control applications:

- [HID - Cards & Card Readers](#)
- [RCI - Electric Strikes & Mag Locks](#)

Further, Delta Controls offers CCTV systems through our sister company, Vivotek. Vivotek offers a full range of cameras, video recorders and accessories. The video feeds and Vivotek's VAST2 software can be fully integrated into enteliWEB. For more information on Vivotek, please check out the link below:

- [Vivotek Products](#)

So what else might you need for a full project offering? So far you have all the tools to present Delta Controls and design a system around the Delta Products. But what about field devices such as transformers, valves, actuators, sensors, etc.?

Delta Controls EQUIP Program offers one stop shopping for all your field device needs. Plus, all purchases count towards your company's yearly sales goals.

The link below is an overview of the program:

- [EquipProgram](#)

Within this page are links to the previous webinars that each manufacturer put on for the Delta Controls Partnership. For a quick list of all the various Vendors in our EQUIP Offering, follow the link below:

- [EQUIP Field Device Vendors](#)

One thing to point out is Delta Controls makes available some of our Parent Company, Delta Electronics, products. Specifically, we not only resell but carry inventory for Delta Electronics' VFDs and DC Power Supplies. Further details, submittals, documentation and inventory levels for VFDs can be found at:

- [Delta Electronics VFDs](#)
- [Online Ordering VFD Inventory](#)

Within the EQUIP program, Delta Controls is now offering frequently requested HVAC mechanical equipment. We have partnered with a select few equipment manufacturers of terminal equipment. Those manufacturers include HVAC Manufacturing out of Athens, Texas and Anemostat Carson, California. We can now provide a full VAV terminal unit solution. Factory mounting options are also available. In some cases, you can also have programming and network addressing setup at the factory. More details can be found at:

- [Delta HVAC-M ZCU Product Overview](#)
- [Anemostat](#)

Tridium and the EQUIP Program.

Tridium offers a front-end software package and integration platform, known as Niagara 4 (N4), that is very prevalent in our industry. Some major customers have specified Tridium for their facilities and is a must to be able to provide a solution. Niagara products are available for sale through Delta Controls including the Delta Branded JACE-8000 and N4 Workbench and Supervisor. We also carry a large selection of 3rd Party drivers for all your integration needs. There is a fee to register with Tridium which is renewed annually. Note that you must either have or commit to having someone in your organization trained to have access to Tridium. Delta Controls is furthering our investment in Tridium with the N4-DeltaBench, a Delta custom module for Niagara 4 that adds programming & engineering capabilities for Delta Controls V3 controllers within Niagara. For full details, check out the Tridium main page:

- [Tridium Niagara N4](#)

All this information and more is available with the click of a mouse. However, the DCI Inside Sales Team is always there to help. If you can't find what you are looking for, need something you can't find or any other inquires, feel free to contact us at insidesales@deltacontrols.com and provide a few details of what you need.

