Agilent's AAA Sales Tool Mapping

Anticipate your customer's stage in the buying process
Accelerate your selection of the right sales tool
Achieve your sales goals faster

Here's an example of what you'll see on the other tabs:

AAA Sales Tool Map	Buying Process			
	Education (Awareness)	Solution (Research)	Vendor Selection (Purchase)	Learning (Using)
Agilent Catalogs				
Agilent Distribution Products Catalog	✓	✓✓	✓✓	X
Agilent Basic Instruments Flyer	✓✓	✓		X
Sales Guide				
Distribution Sales Guide -- Obtain from Agilent		✓	✓✓	X
Quick Fact Sheets				
34400 Series Quick Fact Sheet	✓	✓✓		X

Here's how you get it:

1. Log on to SpeedShare at: ftp://ftp.agilent.com/SpeedShare
User: anonymous   Leave password blank (no password)

2. Open up and follow the installation instructions: Installation_Instructions.pdf

3. Download and sync all the SpeedShare folders

4. Download this spreadsheet from SpeedShare: AAA Sales Method.xlsx

5. Then you are ready to go to the product tab in this spreadsheet and select the right sales tool to use.

AAA Sales Tool Map Function/Arbitrary Waveform Generators	Buying Process			
	Education (Awareness)	Solution (Research)	Vendor Selection (Purchase)	Learning (Using)
Agilent Catalogs				
Agilent Distribution Products Catalog	✓	✓✓	✓✓	X
Agilent Basic Instruments Flyer	✓✓	✓		X
Sales Guide				
Distribution Sales Guide -- Obtain from Agilent		✓	✓✓	X
Quick Fact Sheets				
33200 Series Quick Fact Sheet	✓	✓✓		X
33500B Series Quick Fact Sheet	✓	✓✓		X
33502A Quick Fact Sheet	✓	✓✓		X
VIDEOS (also on YouTube at http://www.youtube.com/user/AgilentTube)				
The Evolution of Radio Waves	✓✓		✓	
33500B Series with True*form* Technology	✓✓	✓	✓	
What is Trueform Technology on the 33500B Series Waveform Generator	✓	✓✓	✓	
33500 Series Optional IQ Player Provides Adjustable IQ Modulation	✓	✓✓	✓	
33500 Series Creating an IQ Modulated Waveform in MATLAB and Generating	✓	✓✓	✓	
33500B Series Generating Square Waves at Higher Frequencies	✓	✓✓	✓	
33500B Series Generating Waveforms from Excel	✓	✓✓	✓	
33500B Series Generating Triangle Waveforms, Saw Tooth, and Ramp	✓	✓✓	✓	
33500B Synchronize the Outputs of a Two Channel Waveform Generator		✓✓	✓	
33500B Series Web Interface Makes it Easy to Setup Over LAN		✓	✓✓	
33500 Series Function Generator Front Panel		✓✓		✓
33500 Series Function Generator Summing		✓✓		✓
33500 Series Function Generator Sweep Capabilities		✓✓		✓
33500 Series Function Generator Variable Bandwidth Noise Capability		✓✓		✓
33500 Series Function Generator, Pulse Generator Capabilities		✓✓		✓
33500 Series Generating Differential Signals		✓✓		✓
33500 Series Pseudo Random Bit		✓✓		✓
33500 Series Scope Capture and Transfer		✓✓		✓
33500 Series Arbitrary Waveform Sequencing		✓✓		✓
Creating Arbitrary Waveforms with 33500 Series Function Generator		✓✓		✓
33500 Series Function Generator Phase Shift Capability		✓		✓✓
33500 Series How to turn on the output		✓		✓✓
33500 Series Scope Waveform Edit		✓		✓✓
33522A Using Trigger Delay		✓		✓✓
Creating 4 Tone Signals		✓		✓✓
Stepper Motor Testing with Agilent		✓		✓✓
33210A Product Overview	✓✓	✓		
Synchronizing multiple Agilent function generators		✓		✓✓
33502A Amplifier - How to add an Offset		✓		✓✓
33503A Generate Waveforms Easily with Wave Builder Software		✓✓		✓
33503A Creating Custom Signals		✓		✓✓
33503A Waveform Builder Pro Software Intro	✓	✓✓		
Labview - How To Control Your Instrument Without a Driver		✓		✓✓
Matlab - Connect to an Agilent Instrument via LAN		✓		✓✓
Data Sheet				
33210A Datasheet	X	✓	✓✓	
33220A Datasheet	X	✓	✓✓	
33250A Datasheet	X	✓	✓✓	
33500B Series Datasheet Brochure	X	✓	✓✓	
33502A Datasheet	X	✓	✓✓	
33503A Datasheet	X	✓	✓✓	
Application Briefs / Measurement Tips				
Trueform Technical Overview	✓	✓✓	✓	
Function Generator: True*form* PxP vs DDS	✓✓	✓	✓	
Simplify Generation of High Quality IQ signals		✓	✓✓	✓
33500 Differential Signals	✓			✓✓
33500 ECG Signals	✓			✓✓
33500 Sum Modulation	✓			✓✓
Function Generator: Adding DC Offsets		✓✓		✓
Function Generator: Matlab and Complex Repetitive Waveforms		✓✓		✓
Function Generator: Narrow Pulses		✓✓		✓
Function Generator: Phase-Related Signals		✓✓		✓
Function Generator: PWM		✓✓		✓
Function Generator: Waveform Capture		✓✓		✓
Application Notes				
10 Hints for getting more out of your Function Generator			✓	✓✓

AAA Sales Tool Map *Digital Multimeter*	Buying Process			
	Education (Awareness)	**Solution (Research)**	**Vendor Selection (Purchase)**	**Learning (Using)**
Agilent Catalogs				
Agilent Distribution Products Catalog	✓	✓✓	✓✓	X
Agilent Basic Instruments Flyer	✓✓	✓		X
Sales Guide				
Distribution Sales Guide -- Obtain from Agilent		✓	✓✓	X
Quick Fact Sheets				
34400 Series Quick Fact Sheet	✓	✓✓		X
3458A Quick Fact Sheet	✓	✓✓		X
VIDEOS *(also on YouTube at http://www.youtube.com/user/AgilentTube)*				
34401A vs 344110A			✓✓	
34410A Building a Temperature Probe				✓✓
34410A Crest Factor Considerations When Measuring AC Signals		✓✓		
34410A Datalogger Setup		✓✓		✓
34410A Digitizing with a DMM	✓✓	✓		
34410A Eliminate Noise from DMM	✓			✓✓
Making Stable DC and AC Measurements with a DMM		✓		✓✓
34410A Instrument Control with MATLAB		✓		✓✓
34410A Measuring Capacitance				✓✓
34410A Multimeter Overview		✓✓	✓	
34410A Optimize DMM Throughput	✓			✓✓
34410A Transferring Readings to a PC				✓✓
34410A Troubleshooting with a DMM				✓✓
34410A Understanding Common Mode	✓			✓✓
Making AC Measurements	✓			✓✓
Making 4 Wire Ohm Measurements	✓			✓✓
Offset Compensation	✓			✓✓
RTD vs Thermistor	✓			✓✓
Data Sheet				
34401A Datasheet	X	✓✓	✓✓	
34410A/11A Datasheet	X	✓✓	✓✓	
Application Briefs / Measurement Tips				
Making Better AC Measurements with Your DMM		✓	✓	✓✓
Datalogging and Digitizing Using a DMM		✓	✓	✓✓
Improving DMM Throughput		✓	✓	✓✓

AAA Sales Tool Map *Data Acquisition / Switch Unit*	Buying Process			
	Education (Awareness)	**Solution (Research)**	**Vendor Selection (Purchase)**	**Learning (Using)**
Agilent Catalogs				
Agilent Distribution Products Catalog	✓	✓✓	✓✓	X
Agilent Basic Instruments Flyer	✓✓	✓		X
Sales Guide				
Distribution Sales Guide -- Obtain from Agilent		✓	✓✓	X
Quick Fact Sheets				
34972A Quick Fact Sheet	✓	✓✓		X
VIDEOS *(also on YouTube at http://www.youtube.com/user/AgilentTube)*				
34830A Benchlink Data Logger USB Setup		✓		✓✓
34830A Getting Started with Basic Scanning		✓		✓✓
34830A How to Perform a True RMS AC DC Measurement				✓✓
34830A Improving the Time to Results		✓		✓✓
34970A Characterizing Temperature Profile of an OEM Power Supply				✓✓
34972A Heat Transfer, Leakag, Conduction, Convection, Radiation		✓		✓✓
34972A Measuring RPMs				✓✓
34972A Overview	✓	✓✓		
What Ships with a 34972A		✓✓		
Using Cellular Router for Remote Data Logging			✓	✓✓
Creating SW for Smart Phones		✓✓	✓	
Using an Ethernet Bridge	✓			✓✓
34972A For Humidity Measurements				✓✓
Data Sheet				
34970A Datasheet	X	✓✓	✓✓	
34972A Datasheet	X	✓✓	✓✓	
34830A Datasheet	X	✓✓	✓✓	
Application Briefs / Measurement Tips				
Increase Data Acquisition Flexibility Using Wireless LAN	✓			✓✓
Improve Your Data Logging Productivity Using Advanced Limit Testing		✓		✓✓
Efficient use of Data Logging and Decision Making with Multiple Scan Lists		✓✓	✓	
Making Good Thermocouple Measurements in Noisy Environments				✓✓
Selecting Modern Sensors for Today's Data Acquisition Systems	✓	✓✓		
Access your 34972A Wirelessly wih a TRENDnet Travel Router			✓	✓✓
Practical Hints for Making Fast Scans of Multiple-Sensor Systems		✓✓		✓
Hints for Selecting the Correct Temperature Sensor for your Application		✓✓		
Responding to Data Logging Events Using Action Scripts		✓		✓✓
Other Collateral				
34972A Customer Viewable Presenataion	✓	✓✓		
34972A Flyer	✓✓			
34972A Handout	✓✓			
Demo Guide		✓	✓✓	

AAA Sales Tool Map DC and AC Power Products	Buying Process			
	Education (Awareness)	Solution (Research)	Vendor Selection (Purchase)	Learning (Using)
Agilent Catalogs				
Agilent Distribution Products Catalog	✓	✓✓	✓✓	X
Agilent Basic Instruments Flyer	✓✓	✓		X
Sales Guide				
Distribution Sales Guide -- Obtain from Agilent		✓	✓✓	X
Quick Fact Sheets				
N6705B Quick Fact Sheet	✓	✓✓		X
VIDEOS (also on YouTube at http://www.youtube.com/user/AgilentTube)				
Agilent N8700 DC Power Supply Demonstration (N8731A, N8740A)	✓✓	✓		
N6705B DC Power Analyzer Scope and Power Supply Capabilities		✓✓		
Data Logger Capabilities of the N6705B DC Power Analyzer		✓✓		
Agilent N5700 DC Power Supply Demonstration (N5740A, N5750A)	✓✓	✓		
Create Custom DC Power Supply Waveforms using the Agilent N6700 Power Supply	✓	✓✓		
Creating Voltage Waveforms Used During IC Burn-in, Agilent N6700 DC Power Supply		✓✓		
Agilent Modular DC Power Supply: N6700B, N6701A, N6702A Product Demonstration	✓✓			
Agilent N6700 Modular DC Power Supply: Selecting a DC Power Module			✓✓	
Sequencing DC Power Supply Outputs to Power a PC Motherboard using an N6700 Power Supply		✓✓		
Testing the Current Drawn From a Battery by a Digital Camera Using the N6700 DC Power Supply	✓	✓✓		
Voltage Margin Testing, Determining Bias Voltage Range Using the N6700 DC Power Supply	✓	✓✓		
Data Sheet				
606 Series Datasheet	X	✓✓	✓✓	
6800 Series Datasheet	X	✓✓	✓✓	
N3300 Series Datasheet	X	✓✓	✓✓	
N5700 Series Datasheet	X	✓✓	✓✓	
N6700 Series Datasheet	X	✓✓	✓✓	
N6700 Specifications Guide	X	✓✓	✓✓	
N6705B Datasheet	X	✓✓	✓✓	
N8700 Series Datasheet				
Selection Guide / Family Brochure				
Power Products Selection Guide	✓	✓✓	✓✓	X
N6700 Series Brochure	✓	✓✓	✓✓	X
Application Briefs / Measurement Tips				
Achieve Cleaner Power Signals	✓✓			
Create Complex Sequences with a DC Power Supply	✓✓			
Measuring Fuel Cell AC Impedance		✓✓		
Using Remote Sensing and Remote Inhibit	✓✓			
Characterising the I-V Curve of the Solar Cell and Modules		✓✓		
Application Notes				
Current Drain Waveforms Yield Deeper Insights on Optimizing Battery Run Time	✓✓	✓		
Evaluating Battery Run-Down with the N6781A 2-Quadrant Source/Measure Unit and the 14585A				✓✓
Power Toolbox for Embedded System Design, Dynamic Current Profiling		✓✓	✓	
Base Station Subassemblies: Addressing DC Power Test Challenges	✓✓	✓		
Power Toolbox for Embedded System Design-Simulating Power Supply Interrupts	✓✓	✓		
Bench-Top Test and Debug of Power Transient Issues for Automotive and Aerospace/Defense Applications			✓	✓✓
Power Toolbox for Embedded System Designs		✓✓	✓	
Simulating Power Interruptions for DC Input Devices			✓	✓✓
Comparing the N6700 Low-Profile and DC Power Analyzer Mainframes			✓✓	
Automotive ECU Transient Testing Using Captured Power System Waveforms				✓✓
FPGA Circuit Design: Overcoming Power-Related Challenges				✓✓
Avoid DUT Damage by Sequencing Multiple Power Inputs Off Upon a Fault Event				✓✓
Biasing Multiple Input Voltage Devices in R&D	✓✓	✓		
Accelerate Vehicle Charging System Simulation with the N6705A DC Power Analyzer	✓✓	✓		
Powering DC-to-DC Converters Using the Agilent N6705A DC Power Analyzer	✓✓	✓		
Solar Cell and Module Testing			✓	✓✓
I-V Curve Characterization in High-Power Solar Cells and Modules			✓	✓✓
How to use the Agilent N6700 Modular Power System to replace an Agilent 662xA (AN 1467)			✓✓	
Managing High-Power DC Requirements for Life and Durability Test Systems			✓	✓✓
Selecting DC Sources for Telecommunications Equipment Test Systems Application Note	✓✓	✓		
Power Sources for Energy-Efficient High Input Voltage Equipment Development Application Note	✓	✓✓		
Side-by-Side Comparison: Agilent N5700 System DC Source and Xantrex XFR DC Power Supply (AN 1502-2)	✓✓		✓	
How to Convert from a Xantrex XFR to an Agilent N5700 (AN 1503-2)			✓✓	✓
How to Convert from a Sorensen DLM to an Agilent N5700 (AN 1503-1)			✓✓	✓
Trends in Programmable Medium Power (~1 kW) System DC Power Supplies (AN 1507)	✓✓	✓		
Side-by-Side Comparison: Agilent N5700 System DC Source and Sorensen DLM Power Supply (AN 1502-1)	✓✓		✓	

AAA Sales Tool Map *Universal Frequency Counters*	Buying Process			
	Education (Awareness)	**Solution (Research)**	**Vendor Selection (Purchase)**	**Learning (Using)**
Agilent Catalogs				
Agilent Distribution Products Catalog	✓	✓✓	✓✓	X
Agilent Basic Instruments Flyer	✓✓	✓		X
Sales Guide				
Distribution Sales Guide -- Obtain from Agilent		✓	✓✓	X
Quick Fact Sheets				
53100 Quick Fact Sheet	✓	✓✓		X
53200 Quick Fact Sheet	✓	✓✓		X
VIDEOS *(also on YouTube at http://www.youtube.com/user/AgilentTube)*				
Agilent 53200 Frequency Counter: Trend Chart Capabilities		✓✓		✓
Agilent 53200 Series Counter Compared		✓✓		✓
Agilent 53200 Series Frequency Counter: DataLogging		✓✓		✓
Agilent 53200 Series Frequency Counter: Histogram and Statistics		✓✓		✓
Agilent 53200 Series Frequency Counter: Math Function Limits		✓✓		✓
Agilent 53200 Series Frequency Counter: Math Scaling		✓✓		✓
Agilent 53200 Series Frequency Counter: Product Overview		✓✓		✓
Agilent 53200 Series Frequency Counter: Triggering and Holdoff		✓✓		✓
Agilent 53230A Frequency Counter: Pulse Microwave Measurement Capability		✓		✓✓
Agilent 53230A Frequency vs Time Analysis		✓✓		✓
Agilent 53230A Single Shot Resolution		✓✓		✓
Analyzing Noise with Gap-free Sampling Counter	✓✓	✓		
Setting a Measurement Time Out for the Agilent 53200A Series Counters		✓		✓✓
Using an External Time Base with the Agilent 53200A Series Counters		✓		✓✓
Using the 53200A Series Counters in 53100A Series Compatibility Mode		✓		✓✓
Data Sheet				
53100 Series Datasheet	X	✓	✓✓	
53200 Series Datasheet	X	✓	✓✓	
Selection Guide / Family Brochure				
53200 Family Brochure				
Application Briefs / Measurement Tips				
53200 Fast Frequency Measurements		✓✓		✓
53200 Jitter Measurements		✓✓		✓
53200 RF Pulse Measurements		✓✓		✓
Application Notes				
10 Hints for gettting the most out of your Frequency Counter	✓✓	✓		
Fundamentals for Time Interval Measurements	✓✓	✓		
Understanding Frequency Counter Specifications	✓✓	✓		
Fundamentals of the Electric Counters	✓✓	✓		
53200 vs 53100 Programming Comparison Guide				✓✓

AAA Sales Tool Map Oscillosopes	Buying Process			
	Education (Awareness)	Solution (Research)	Vendor Selection (Purchase)	Learning (Using)
Agilent Catalogs				
Agilent Distribution Products Catalog	✓	✓✓	✓✓	X
Agilent Basic Instruments Flyer	✓✓	✓		X
Sales Guide				
Distribution Sales Guide -- Obtain from Agilent		✓	✓✓	X
Oscilloscope Demo Guides		✓	✓✓	
Quick Fact Sheets				
1000 Series	✓	✓✓		X
2000 X-Series	✓	✓✓		X
3000 X-Series	✓	✓✓		X
5000 Series	✓	✓✓		X
7000B Series	✓	✓✓		X
9000 Series	✓	✓✓		X
VIDEOS *(also on YouTube at http://www.youtube.com/user/AgilentTube)*				
1000 Series Demo	✓	✓	✓✓	✓
1000B vs. Tek TDS2000B	✓	✓	✓✓	✓
2000/3000 X-Series: SEE MORE	✓✓	✓✓	✓	
2000/3000 X-Series: DO MORE	✓✓	✓✓	✓	
2000/3000 X-Series: GET MORE	✓✓	✓✓	✓	
2000 X-Series vs. Tek TDS2000	✓	✓	✓✓	
2000 X-Series vs. Tek TDS2000C	✓	✓	✓✓	
Data Sheet				
1000 Series		✓	✓✓	
2000 X-Series		✓	✓✓	
3000 X-Series		✓	✓✓	
5000 Series		✓	✓✓	
7000B Series		✓	✓✓	
9000 Series		✓	✓✓	
Selection Guide / Family Brochure				
Probe Selection Guide				
Oscilloscope Family Brochure				
Application Briefs / Measurement Tips				
CAN Eye Diagram Mask testing		✓✓		✓
General Mask Testing				
Probing and Triggering on MIL-STD-1553 Signals				
Debugging ARINC-429 Signals				
Time Saving Economy Scope Tips - Streamline Testing				
View More...				
Application Notes				
5 Time Savers: Economy Scopes	✓	✓✓		✓✓
10 Things to Consider when Purchasing	✓	✓✓		
Bandwidth and Rise Time Measurements	✓	✓✓		✓
Selection Tip 1 - Bandwidth	✓	✓✓		
Selection Tip 2 - Sample Rate	✓	✓✓		
Selection Tip 3 - Acquisition Memory	✓	✓✓		
Selection Tip 4 - Channel Count	✓	✓✓		
Selection Tip 5 - Update Rate	✓	✓✓		
When is it Time to Transition to a Higher Bandwidth Scope?	✓	✓✓		
View More...				