

RAE Systems, Inc.



2012
PRICING GUIDE

PRODUCT TRAINING

Americas

Effective Date for Prices
December 1, 2011

www.raesystems.com

For technical support of RAE Systems products in the Americas:

- Call 1.888.723.4800 (7:00 am – 5:00 pm Pacific Time)
- Email tech@raesystems.com

For life-critical, after-hours support, call 1.408.952.8200, select option 8.

For additional information please visit our web site at www.raesystems.com.

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Introduction

RAE Systems offers world-class training that helps you to be as effective and efficient as possible, enhancing your capabilities through hands-on experience in classroom settings. We provide training for professionals to use, service, and sell RAE Systems products in the oil and gas, HazMat, industrial safety, civil defense, and environmental applications.

Our instructor-led courses are taught at both our San Jose, California, headquarters and at locations throughout the United States and Canada. Class sizes are kept small for maximum impact and interaction between the instructor and attendees. Our instructor-led courses are based on solid experience from years of using and servicing RAE Systems equipment. RAE Systems training is tailored to deliver exactly what you need. From fundamentals to advanced techniques, we cover it all.

Courses & Class Schedule

Although we offer a "standard" catalog of classes and schedule, the needs of our customers and partners continually drive our improvement process and make it necessary to alter the schedule. Therefore, please check our website at www.raesystems.com for complete descriptions of our courses and schedule.

Professional Certification Continuing Education

Our customers increasingly find they must have "proof of competence" documentation on file. Successful completion of the exam at the end of each Advanced User course will entitle the attendee to a "Certificate of Completion," valid for two years, which may satisfy this requirement. RAE Systems will also keep a record on file if third-party verification is needed.

Certified Industrial Hygienists: Courses shown with a double-asterisk (**) qualify for Certification Maintenance (CM) points for CIHs who attend. CIHs may earn 1.0 CM points per course.

Certified Safety Professionals (CSPs): Courses shown with a double-asterisk (**) qualify for Continuance of Certification (COC) credit for CSPs who attend. CSPs may earn 0.66 COC points per course.

Occupational Health and Safety Technicians and Construction Health and Safety Technicians: Courses shown with a double-asterisk (**) qualify for Certification Maintenance (CM) credit for Occupational Health and Safety Technicians (OHSTs) and Construction Health and Safety Technicians (CHSTs). OHSTs and CHSTs may earn 0.66 CM points per course.

General Information

Our Approach

RAE Systems, Inc. training courses are highly participative workshops. In addition to learning practical theory, attendees set up, use, program and calibrate equipment. When RAE Systems provides the training equipment, there is normally no less than one monitor for every two attendees.

Class Size

Because our courses are very hands-on and very interactive, class size is generally limited to 12 attendees.

What You Will Receive

Note: A laptop computer (not supplied) may be useful for some sections.

RAE Systems provides the following:

For the entire class:

- 34 L bottles of appropriate calibration gas(es) and nitrogen

Per attendee:

- Tool Kit
- PID Lamp Cleaning Kit (if the class covers PID sensors)
- Pump-housing repair kit (service classes only)
- Dummy sensor (service classes only)
- ProRAE Suite software and accessories
- USB-to-Serial Adapter
- RAE Systems, Inc., "Application & Technical Notes Guide," 3rd edition, 2007
- CD-ROM with course materials
- Certificate of Completion (attendees who pass the test at the end of the course receive a

Location Options

We offer three location options for most of our training courses:

RAE Systems, Inc., headquarters in San Jose, California

RAE Systems offers state-of-the-art training facilities at our headquarters in San Jose, California. In addition to the training, attendees receive a tour of our factory and have the opportunity to meet our Technical Support Team and Service Team.

On-site

If you need training for more than two or three people, On-site training can save you money on travel and tuition expenses by having our instructor come to you. On-site training gives you more flexibility regarding dates and times, and allows for customization of the material to fit your organization.

For On-site training, we require a classroom-style facility with ample table-top space, wall-projection space, and a 120-volt AC power source. Our trainer brings all necessary PC and projection equipment, training materials, literature, equipment and accessories.

Regional

We offer regional training classes in the US and Canada. Please visit our website at www.raesystems.com/training for cities and dates.

Customized Courses

We are happy to customize On-site courses to meet your organization's unique needs. Please call our training coordinator at (408) 952-8240 or email us at training@raesystems.com for assistance in designing a course to meet your requirements.

About Our Faculty

Abi Blatchley is a training coordinator and has been with RAE Systems, Inc. for more than 12 years. Her long experience as our lead Customer Service and Technical Support Representative has given her a broad and deep knowledge of our products. Some customer feedback on Ms. Blatchley's training classes: "Abi's knowledge of the instruments is impeccable," and "very down-to-earth explanations."

Dave Lucha is the Technical Support Manager for the RAE Systems Call Center and the Repair Center. He has been with RAE systems, Inc., since February of 2004. Dave has a degree in Electronics Technology. He started his career with RAE Systems as a repair technician and gradually moved into the Call Center. Dave's second language is Spanish and he supports and provides service training for all of RAE System's Latin American Distributors and technicians.

RAE Systems Authorized Trainers

RAE Systems has carefully selected a small team of skilled, experienced and credentialed senior professionals to enhance the breadth of training services we provide. These individuals are subject-matter experts and excellent instructors who bring a wealth of experience to the classroom.

All-Inclusive Pricing

Pricing is all-inclusive.

A continental breakfast and, if it is a full-day course, lunch is provided at regional and headquarters-based sessions.

On-site courses are broken down into the training course and a travel and equipment package that includes the trainer's travel expenses, and the shipping and handling of course materials, equipment and accessories. Both items must be ordered. The hosting organization is normally responsible for any meals and refreshments at On-site training courses.

How To Purchase Training

Purchasing training from RAE Systems is simple:

1. Select the course(s) you would like to take.
2. Decide when and where you want to take the course(s):
 - a. A scheduled course at RAE Systems headquarters in San Jose, California. Please visit www.raesystems.com/training for courses and dates.
 - b. A scheduled course in your area. Please visit www.raesystems.com/training for courses, cities and dates.
 - c. On-site at your facility. Please contact our training coordinator at (408) 952-8240 or email training@raesystems.com to design and schedule a custom training course.
3. For the scheduled courses, please go to www.raesystems.com/training to register.

Class Size

Because our courses are very hands-on and interactive, class size is limited to 12 attendees. In some cases, for example when a group is taking a refresher course, at our discretion, we may allow up to 15 attendees. Additional fees will apply. Please call our training coordinator at (408) 952-8240 to discuss.

Time

For all classes, check-in time is 8:00am with instruction beginning at 8:30am; class ends at 5:00pm. A laptop computer may be useful for some courses.

Dress

Casual.

Payment

Payment in full is due 14 days prior to the start of class. Visa, MasterCard, American Express, and Purchase Orders from authorized companies are accepted.

Cancellation Policy

Due to program demand and the amount of preparation required, cancellation within 30 days of the class is subject to a fee of one-third of the total course fee.

Pricing

Below are prices for classes offered by RAE Systems. Contact us at training@raesystems.com if you need quotes on customized versions of these classes or classes not included in this list. Note that classes and pricing are subject to change without notice.

Courses Offered

Course Title	Course Number	Length	Part Number	Location	Fees
RAE Systems Basic User Training for Portable Instruments	BT102	90 minutes	SVC-BASE-000	On-site	\$572
MultiRAE Plus: Advanced User Certificate Training**	MR102	1 Day	SVC-MR10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-MR10-201	On-site	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-MR10-202	Regional*	\$695 per person
QRAE: Advanced User Certificate Training	QR102	1 Day	SVC-QR10-100	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-QR10-101	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-QR10-102	Regional*	\$695 per person
QRAE Plus: Advanced User Certificate Training	QP102	1 Day	SVC-QP10-100	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-QP10-101	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-QP10-102	Regional*	\$695 per person
EntryRAE: Advanced User Certificate Training	ER102	1 Day	SVC-ER10-100	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-ER10-101	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-ER10-102	Regional*	\$695 per person

*Minimum of 4 attendees, maximum of 12 attendees; may require contract for two courses.

Course Title	Course Number	Length	Part Number	Location	Fees
VRAE: Advanced User Certificate Training	VR102	1 Day	SVC-VR10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-VR10-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-VR10--202	Regional*	\$695 per person
MiniRAE 2000: Advanced User Certificate Training**	MR102	1 Day	SVC-MI10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-MI10-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-MI10-202	Regional*	\$695 per person
ppbRAE Plus: Advanced User Certificate Training**	PP102	1 Day	SVC-PP10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-PP10-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-PP10-202	Regional*	\$695 per person
UltraRAE: Advanced User Certificate Training	UR102	1 Day	SVC-UR10-100	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-UR10-101	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-UR10-102	Regional*	\$695 per person
Understanding and Using the GammaRAE II R	IR102	1 Day	SVC-IR10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-IR10-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-IR10-202	Regional*	\$695 per person
Understanding and Using the NeutronRAE II	NR102	1 Day	SVC-NR10-100	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-NR10-101	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-NR10-102	Regional*	\$695 per person

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Course Title	Course Number	Length	Part Number	Location	Fees
AreaRAE RDK: Advanced User Certificate Training	AR102	1 Day	SVC-AR10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-AR10-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-AR10-202	Regional*	\$695 per person
MiniRAE 3000: Advanced User Certificate Training**	MT102	1 Day	SVC-MT10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-MT10-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-MT10-202	Regional*	\$695 per person
ppbRAE 3000: Advanced User Certificate Training	PT102	1 Day	SVC-PT10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-PT10-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-PT10-202	Regional*	\$695 per person
UltraRAE 3000: Advanced User Certificate Training	UT102	1 Day	SVC-UT10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-UT10-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-UT10-202	Regional*	\$695 per person
QRAE II: Advanced User Certificate Training	QT102	1 Day	SVC-QT10-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-QT10-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-QT10-202	Regional*	\$695 per person
MultiRAE: Advanced User Certificate Training**	MT101	1 Day	SVC-MT10-100	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-MT10-101	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-MT10-102	Regional*	\$695 per person
ToxiRAE Pro: Advanced User Certificate Training**	TP101	1 Day	SVC-TP10-100	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-TP10-101	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-TP10-102	Regional*	\$695 per person

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Course Title	Course Number	Length	Part Number	Location	Fees
RAE Systems Basic Certified Service Technician	ST301	1 Day	SVC-ST30-B00	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-ST30-B01	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-ST30-B02	Regional*	\$695 per person
RAE Systems Advanced Certified Service Technician	ST302	2 Days	SVC-ST30-C00	RAE Systems Headquarters San Jose, CA	\$875 per person
			SVC-ST30-C01	On-site trainer	\$3,960
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,795
			SVC-ST30-C02	Regional*	\$965 per person
PID-Only Instrument Advanced Certified Service Technician	PI302	1 Day	SVC-PI30-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-PI30-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-PI30-202	Regional*	\$695 per person
Classic Instrument Certified Service Technician	ST30A	2 Days	SVC-ST30-A00	RAE Systems Headquarters San Jose, CA	\$875 per person
			SVC-ST30-A01	On-site trainer	\$3,960
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,795
			SVC-ST30-A02	Regional*	\$965 per person
Wing Tank Entry Using the MultiRAE Plus	WT201	1 Day	SVC-WT30-200	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-WT30-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-WT30-202	Regional*	\$695 per person
RAE Systems Certified Trainer	CT301	2 Days	SVC-CT30-100	RAE Systems Headquarters San Jose, CA	\$875 per person
			SVC-CT30-101	On-site trainer	\$3,960
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,795
			SVC-CT30-102	Regional*	\$965 per person
Deployment, Use, And Maintenance For RAEGuard Fixed Systems	RG103	1 Day	SVC-RG10-300	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-RG10-301	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-RG10-302	Regional*	\$695 per person
Deployment, Use, And Maintenance For MeshGuard Wireless Systems	MG103	1 Day	SVC-MG10-300	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-MG10-301	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-MG10-302	Regional*	\$695 per person

*Minimum of 4 attendees, maximum of 12 attendees; may require contract for two courses.

Pricing subject to change without notice
Tel: 1.877.723.2878 | Fax: 1.408.952.8480

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Course Title	Course Number	Length	Part Number	Location	Fees
AreaRAE hands-on "Train the Trainer" Training.	AR101	1 Day	SVC-AR10-101	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-AR10-301	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-AR10-302	Regional*	\$695 per person
Advanced Certified AreaRAE Wireless Service Training	AR103	1 Day	SVC-AR20-300	RAE Systems Headquarters San Jose, CA	\$655 per person
			SVC-AR20-301	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-AR20-302	Regional*	\$695 per person
Advanced AreaRAE RDK User Certificate Training	AR203	1.5 Days	SVC-AR20-200	RAE Systems Headquarters San Jose, CA	\$875 per person
			SVC-AR20-201	On-site trainer	\$1,980
			SVC-TESO-000	Travel, expenses, equipment, training	\$3,245
			SVC-AR20-202	Regional*	\$965 per person

*Minimum of 4 attendees, maximum of 12 attendees; may require contract for two courses.

RAE Systems, Inc. USA Contact Directory

Department	Online Contact	Phone / Fax
RAE Systems Corporate Office	www.raesystems.com raesales@raesystems.com	T: 1.877.723.2878 F: 1.408.952.8200
Inside Sales <ul style="list-style-type: none"> • Stock item availability • Quotes • Shipping status • Order status 	orders@raesystems.com	T: 1.877.723.2878 (Press 1) F: 1.408.952.8487
Training <ul style="list-style-type: none"> • Inquiries regarding dates • Quotes on customized training 	training@raesystems.com	T: 1.877.723.2878 F: 1.408.952.8200
Service Department <ul style="list-style-type: none"> • Technical support • Status on monitor in for service • Return Authorization for service or warranty repair • Application questions • Training tools 	tech@raesystems.com	F: 1.408.952.8486
Accounting Department <ul style="list-style-type: none"> • Invoice questions • Payment terms • Account status 		T: 1.877.723.2878 (Press 4)