

GLOBAL SKILLS

MARKETPLACE

EXCELLENCE IN TECHNOLOGY AND DIDACTIC SOLUTIONS



Presented by



MARC WOERNER, LUCAS-NUELLE GMBH

NAME OF SPEAKER(S) LINE 2

Venue Naming Right Partner



Volkswagen Service
Deutschland



brought to you by



STAATSMINISTERIUM
FÜR WIRTSCHAFT
ARBEIT UND VERKEHR



LN GROUP - KEY FIGURES 2013

- Employees: approx. 300
- Turnover: 80 million EUR (80% export)
- Customers: > 170,000, worldwide
- Global operation: > 100 countries,
> 110 international sales partners (ISP)
- Product range: > 10,000 articles,
> 5,000 experiments,
500 solution sets
- Research & development: Investment = 12% of annual sales revenue



LN GROUP – AN OVERVIEW



LUCAS-NUELLE
40 YEARS | **LN**
Excellence in Technology &
Didactic Solutions

Core business: Technical training
systems and laboratory equipment

Employees: 110
Headquarters : Kerpen
Founded in 1973



Core business: Training systems
for education in natural
sciences

Employees: 140
Headquarters: Göttingen
Founded in 1913



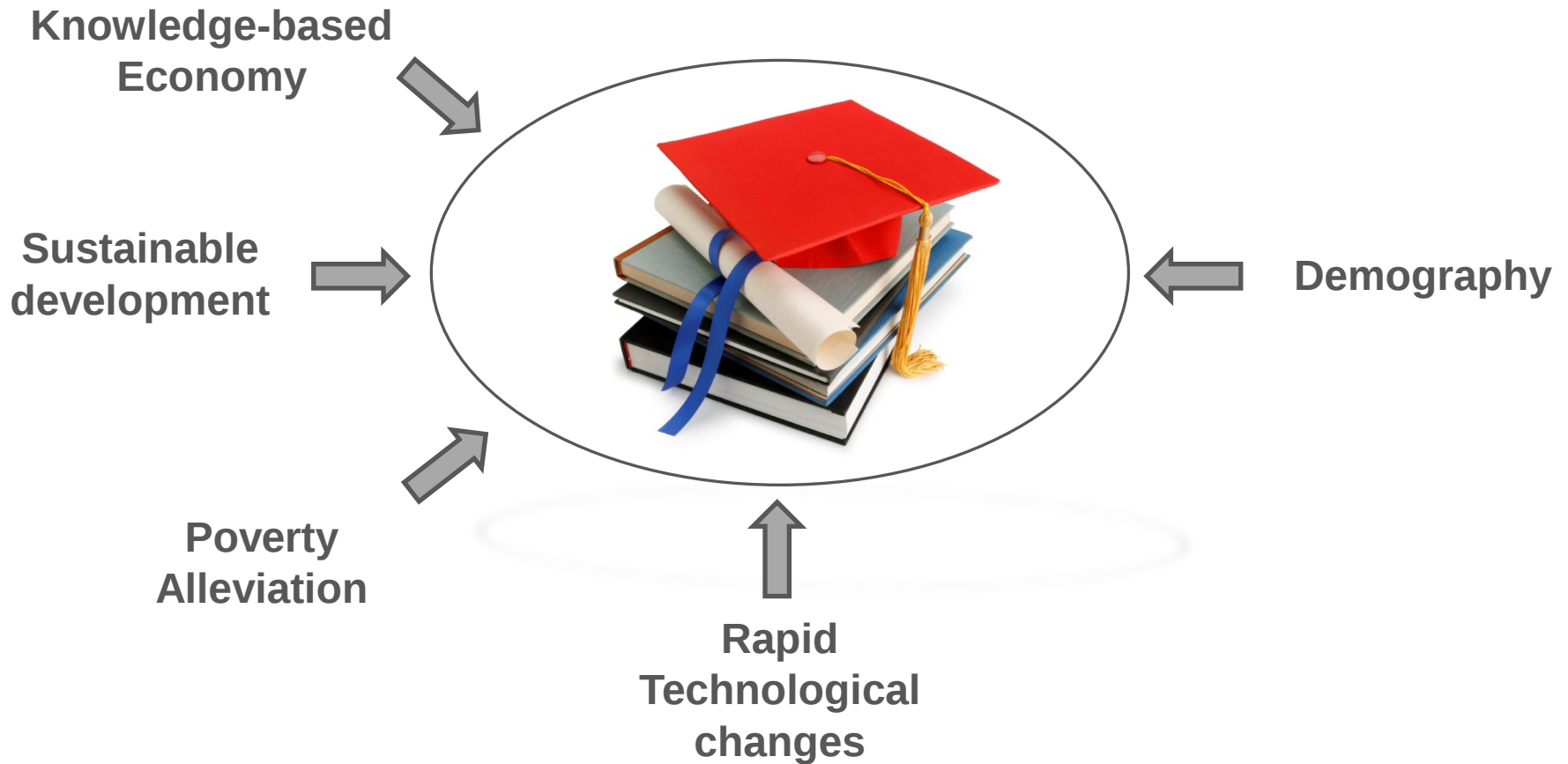
INTEA 45 years

Core business: **Advanced**
technical and vocational
training, including associated
consulting

Employees: 50
Headquarters : Kerpen
Founded in 1968

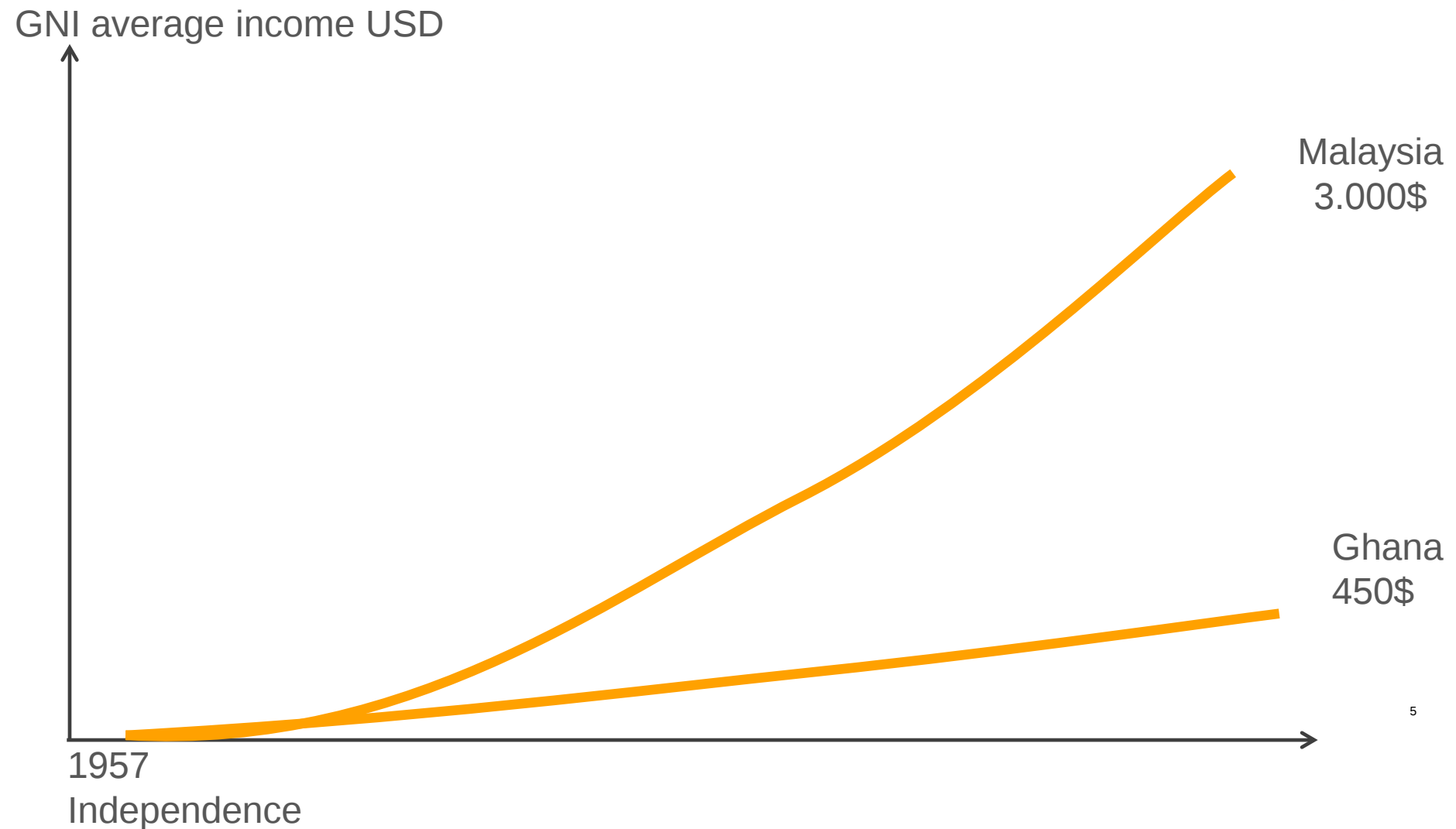


TRENDS ON EDUCATION



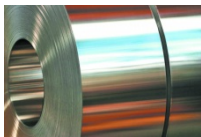
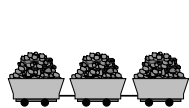
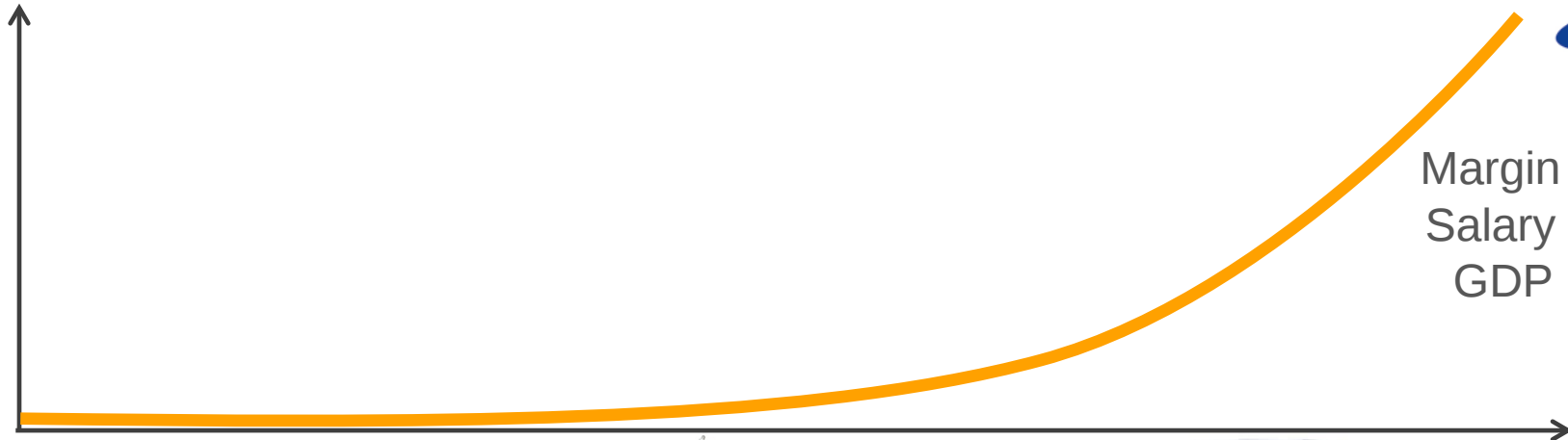


GHANA-MALAYSIA COMPARISON



SKILLS LEVEL AND WEALTH

Skills level



Raw material

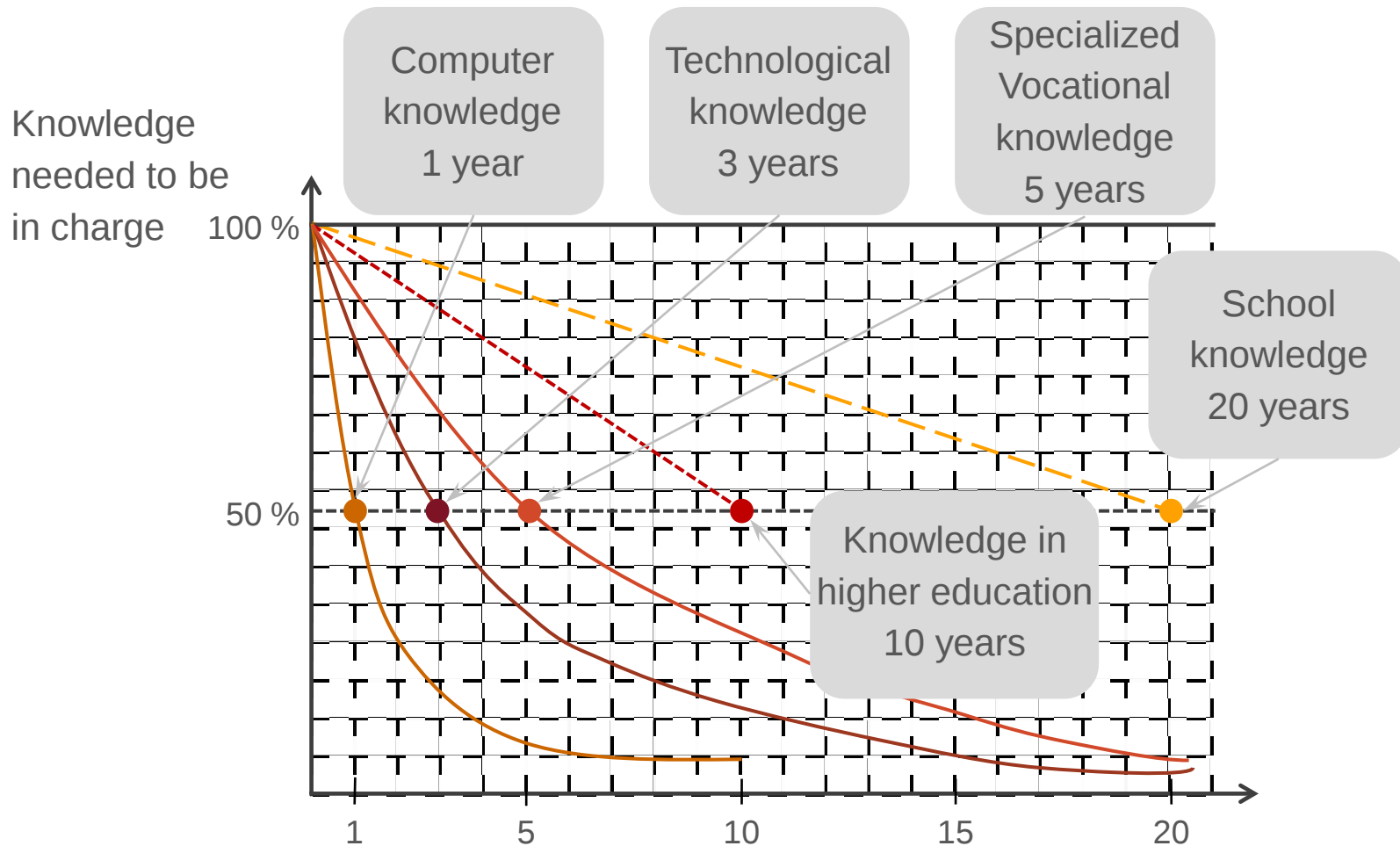
**Semi finished /
finished product
(Tier 2-4)**

End product

Value [USD\$/TON]	5 – 1.000	1.000 – 8.000	8.000 - ∞
Work qualification	1 - 4	4 - 7	7 – 10
Profit	low	medium	High
Generating of Jobs	1	10	100

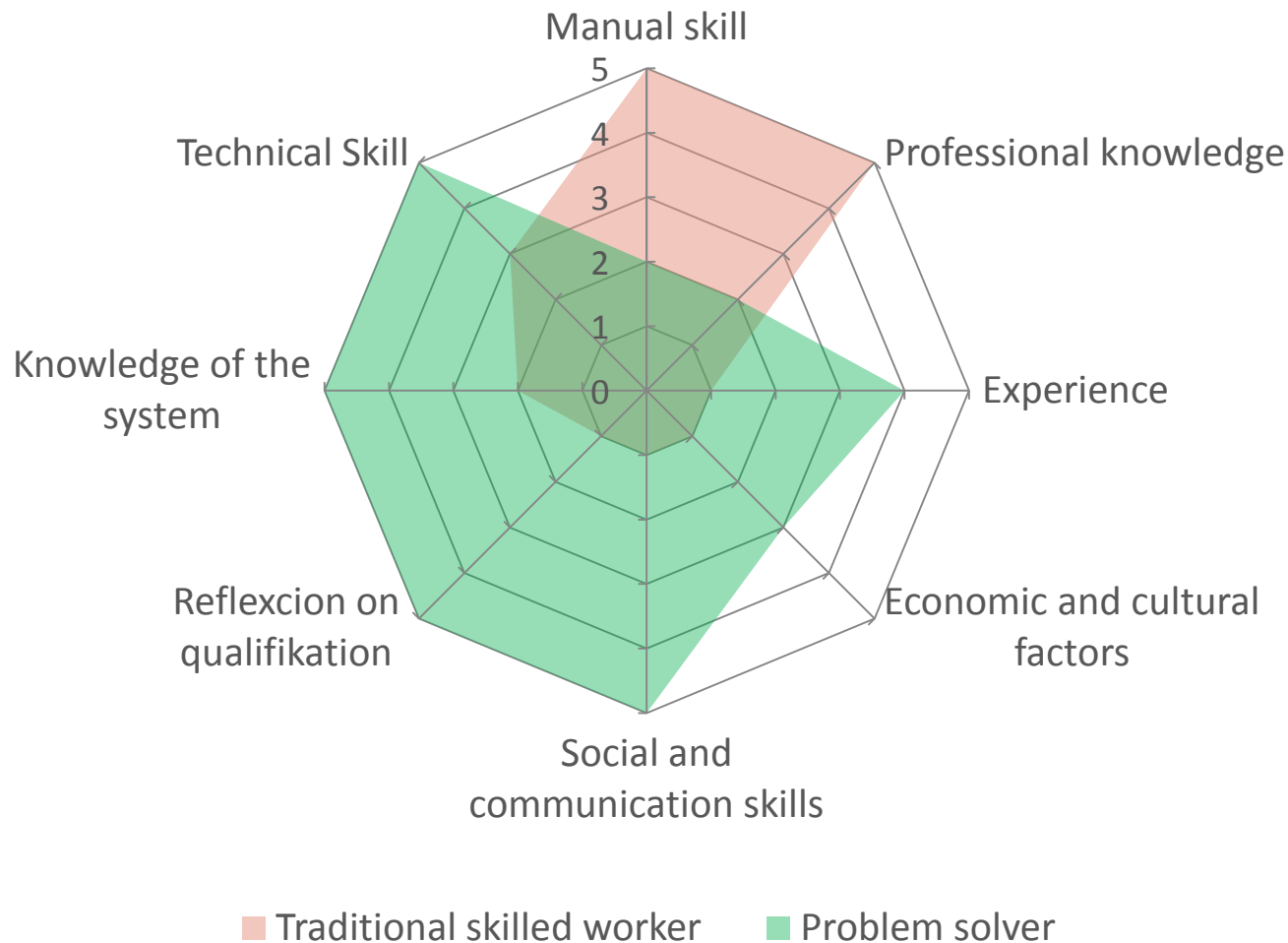
RAPID TECHNOLOGICAL CHANGES

Presented by





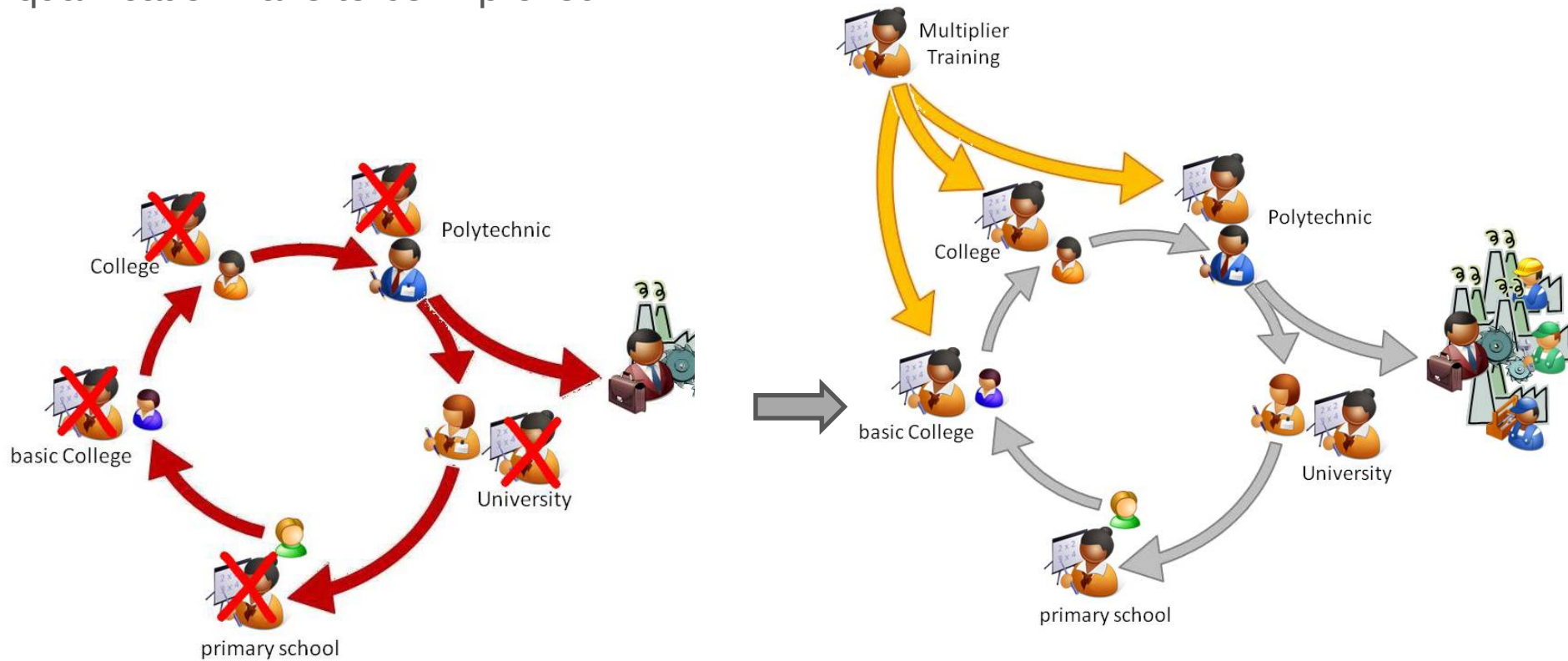
WHAT SKILLS ARE NEEDED





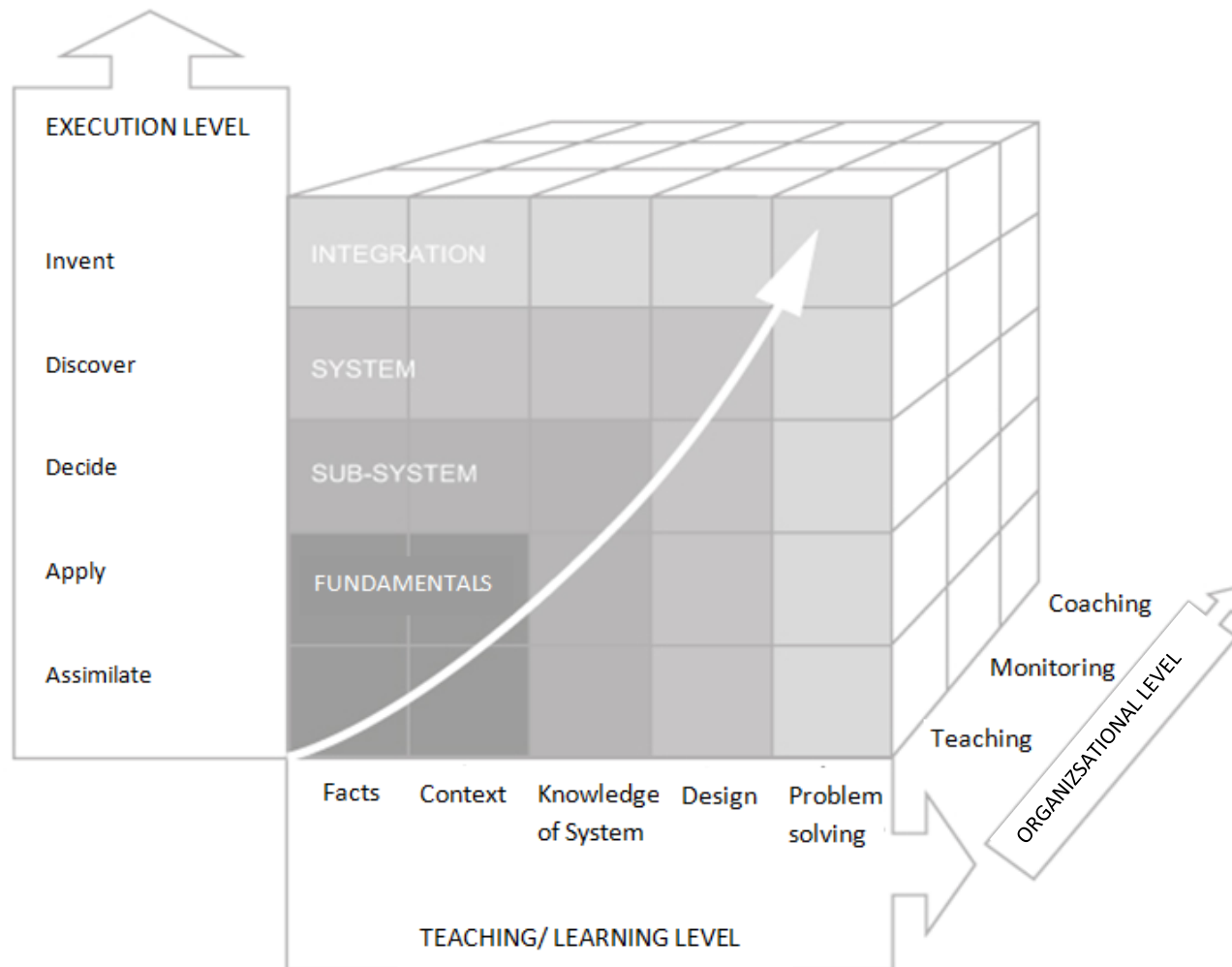
TEACHER QUALIFICATION

In order to improve the quality of the schools, as shown, the teacher qualification have to be improved.



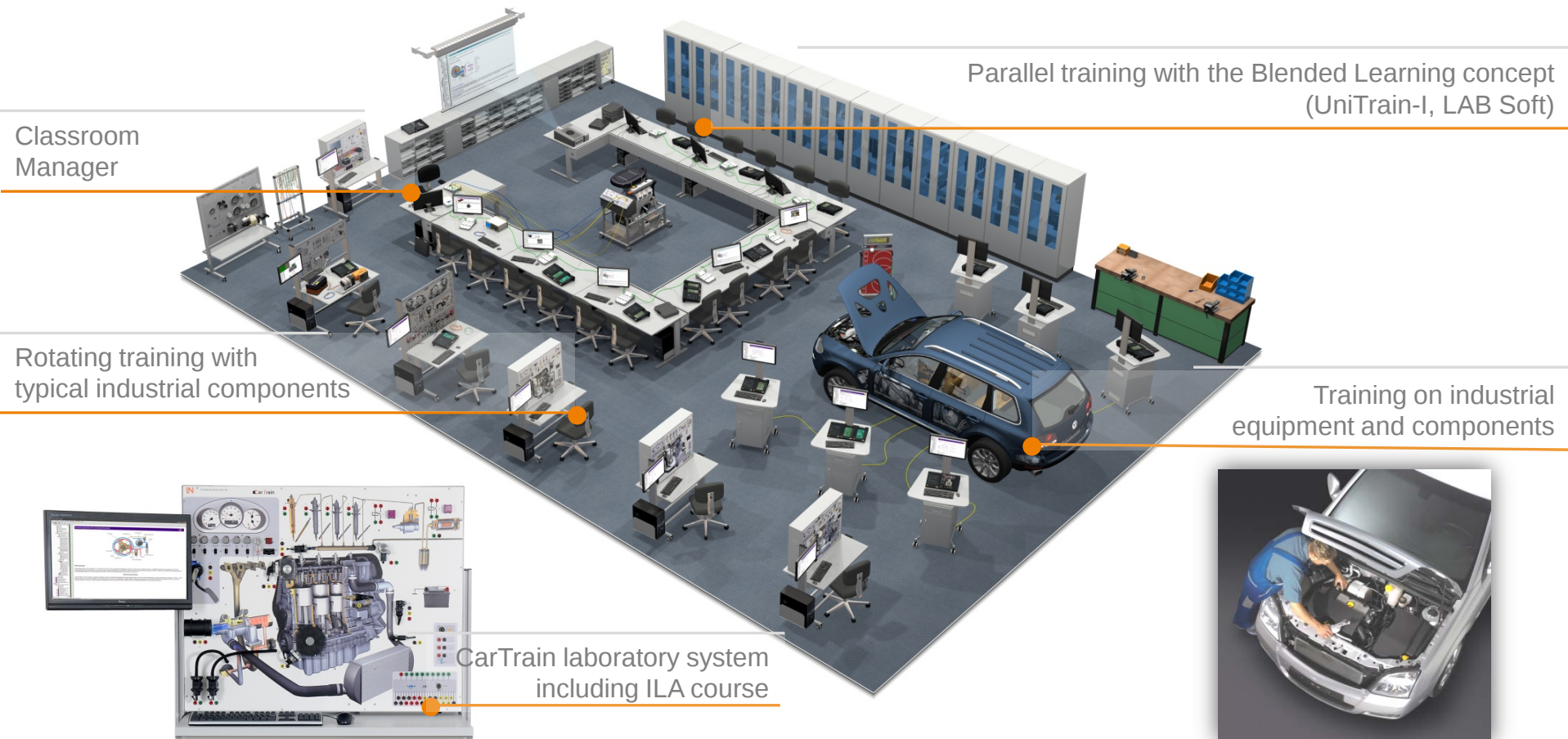
Long term teacher training and qualification – also as teacher training center/colleges will be required.

DIMENSIONS OF THE LEARNING PROCESS



STATE OF THE ART LABORATORY

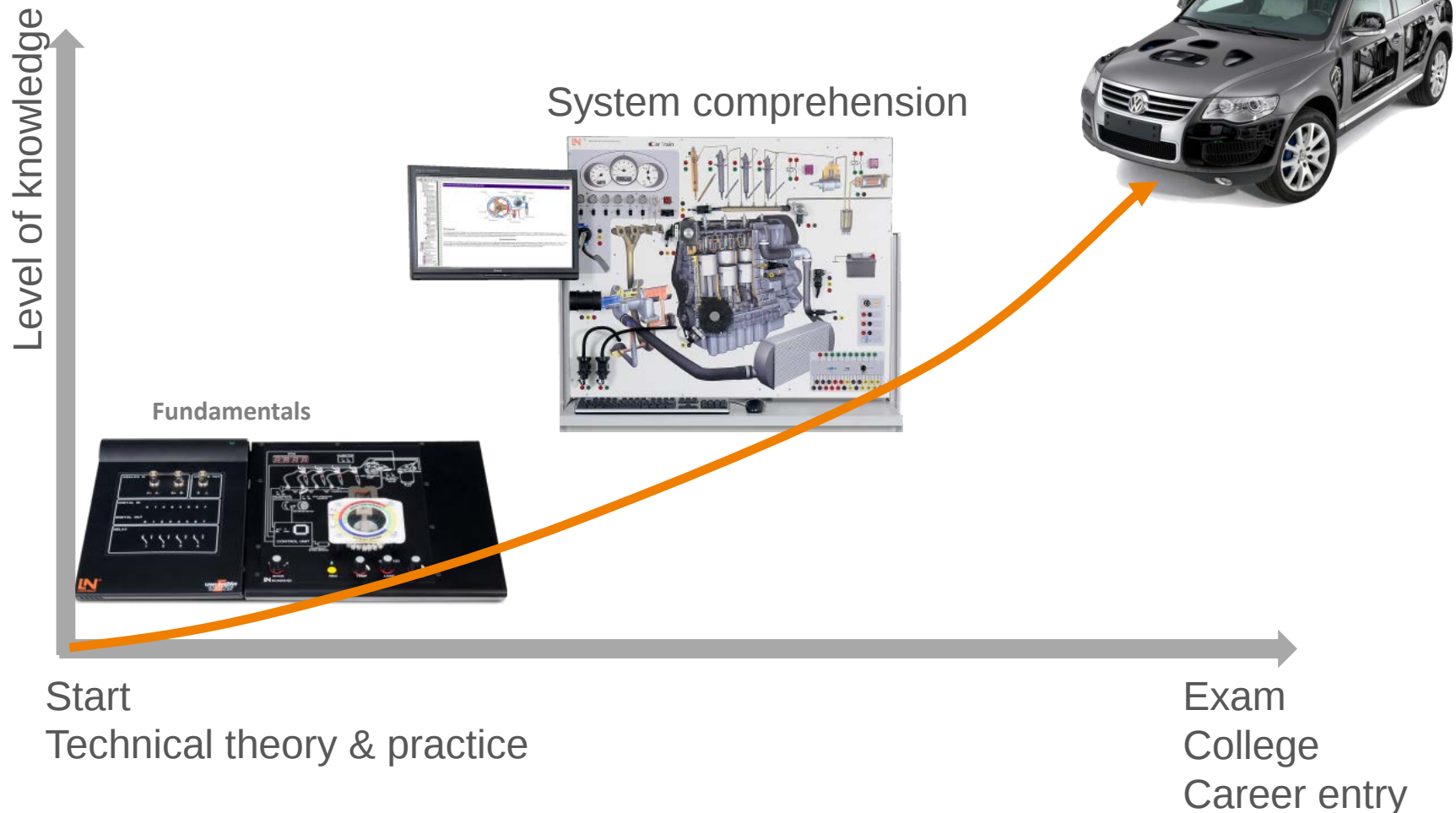
Example: Automotive laboratory



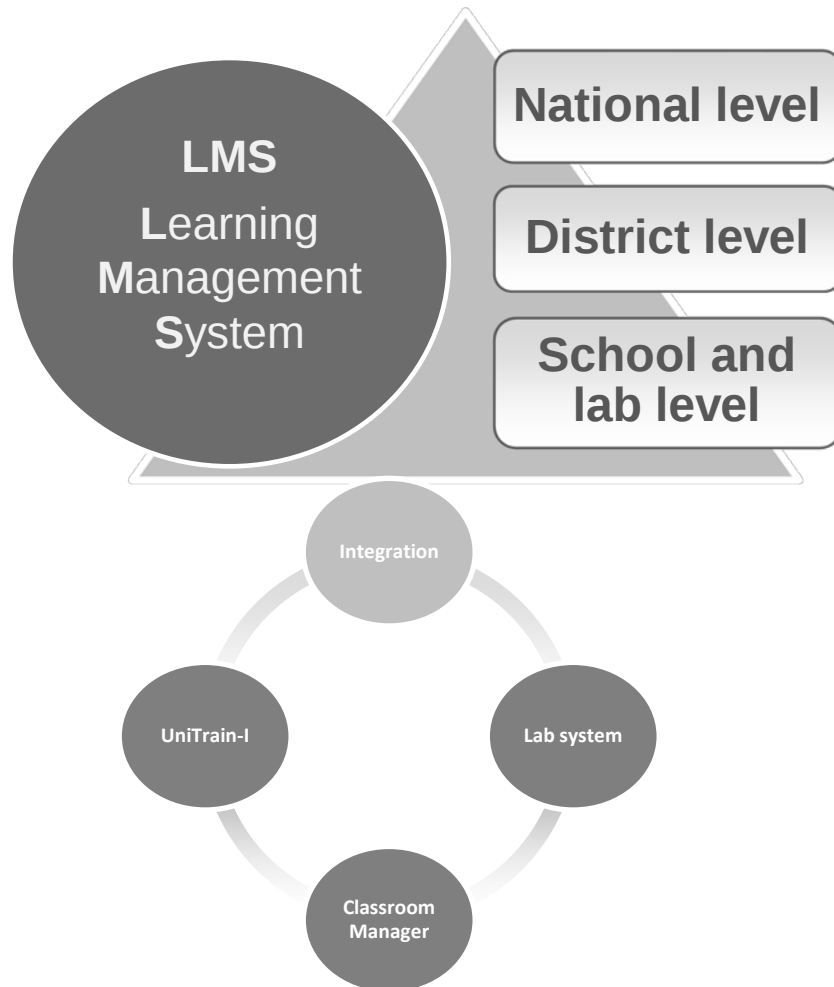
SAMPLE OF A CONCEPTUAL SOLUTION

Example: Common Rail Engine Management

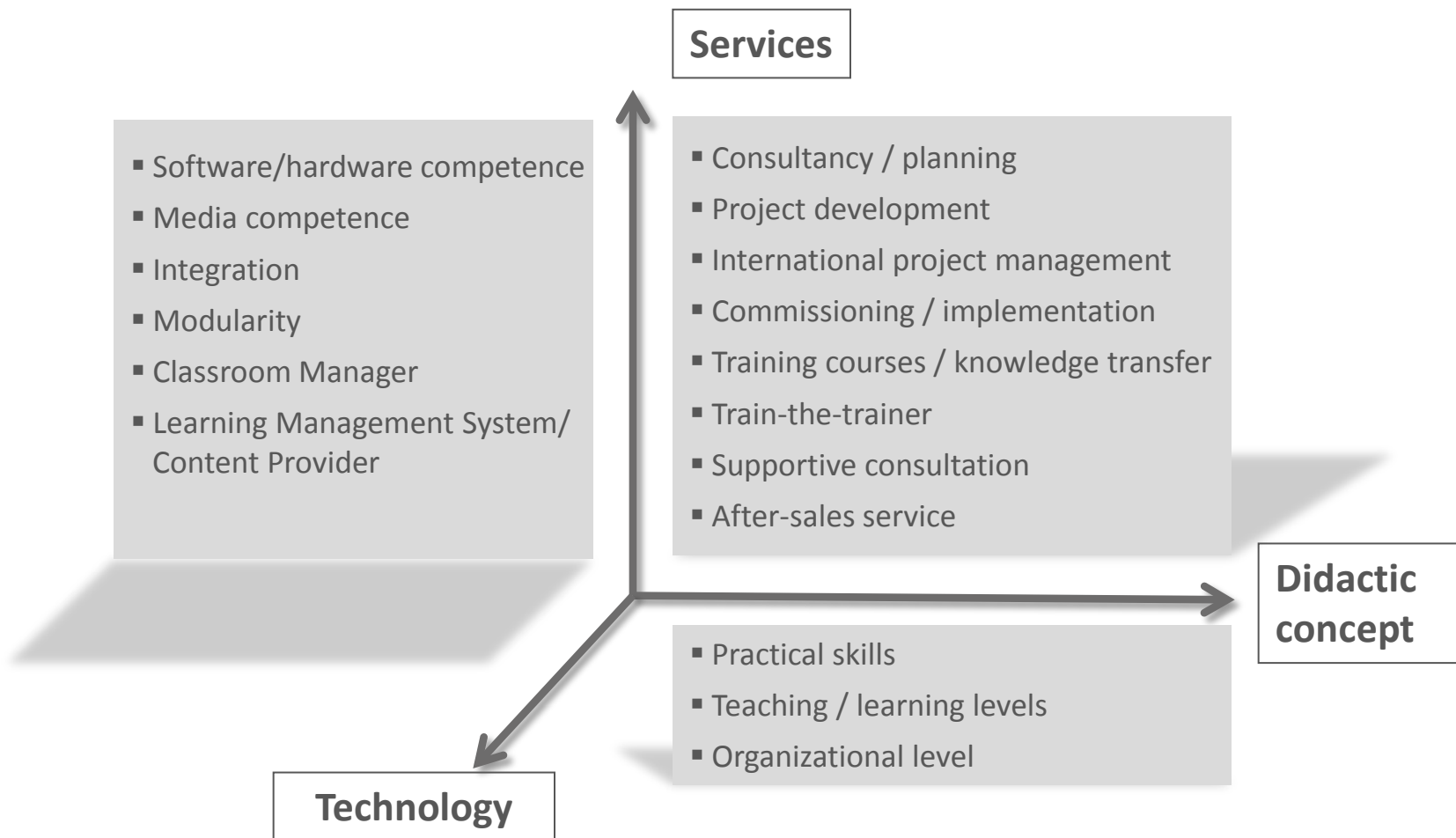
Practical application



TOTALLY INTEGRATED EDUCATION



RELEVANT COMPETENCIES



AREAS OF COMPETENCIES

Qualitatively and technologically advanced solutions for laboratory training in the following areas:



Installation Engineering



Electrical Power Engineering



Machines, Power Electronics and Drive Technology



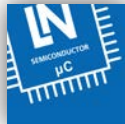
Basic Electricity, Electronics and EloTrain - Plug-In System



Communications Technology



Electropneumatics/
Hydraulics



Microcomputers



Automation Technology



Automotive Technology



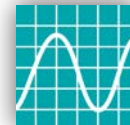
Laboratory Systems



Refrigeration and Air-Conditioning Technology



Process Control



Instrumentation

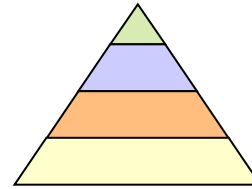
HOLISTIC APPROACH IS VITAL FOR PERFORMANCE



Consulting



Training Needs Analysis



Training Concepts



Infrastructure

Integration of all relevant dimension

Equipment



Teachware



Instructor Training



Operations Support



RELEVANT EXPERIANCE



BENEFITS OF LABORATORY SOLUTIONS

EFFECTIVENESS

Comprehensive solutions to maximize learning speed:

- Managing complexity
- Individual learning
- Practical skills: From theory to practice
- Solving problems through an understanding of systems
- Latest multimedia technology
- Interaction between training systems and real industry components
- Assessment of acquired skills
- Integration of learning processes

EFFICIENCY

Total costs minimized by:

- Integration of measuring instruments into software
- Management of larger classes too
- Maximum utilization of invested capital through optimal organization
- Reduced running costs (e.g. of textbooks, knowledge updates)

OUR CUSTOMERS – OUR SUCCESS!



THANK YOU!

ANY QUESTIONS?