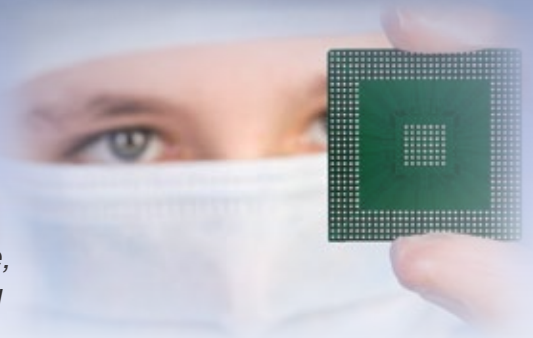




PIEK International Education Centre (I.E.C.) BV

Outsourcing your training courses

In today's marketplace, where "Better, Faster and Cheaper" is the norm, you and your colleagues need to be able to concentrate on your business's core activities. These activities include the design, production, assembly and repair of Printed Circuit Boards. Other core activities are the production of cable looms, the development of wiring techniques and keeping your staff motivated. One for one, these contribute to a better, more efficient and sustainable working environment.



Changes in the market

The constantly changing market means that core activities must be able to expand rapidly. We live and work in the information technology age, where quick and correct decision-making is a prime requirement for exploring new markets.

Staying ahead of the competition means investing

Your competitors will always try to stay ahead of you. The only option in keeping ahead of the competition is maximum dedication and efficiency from all your personnel. This is becoming increasingly important in today's ever-growing international market, where it is essential for every business to remain distinct from its competitors. To help you achieve this goal, PIEK has during the 40 years it has been in existence offered a wide range of theoretical and practical courses from its portfolio of services. These are all tailored to your kind of business.

PIEK training courses to enhance your market position

PIEK's renowned training courses will expand your organisation's market position. Our training courses deliver increased knowledge for your employees, enabling them to function more independently and with more efficiency. Your investment in training courses will result in cost and time savings.

IPC Certification programmes

For many years PIEK has been one of the few IPC Certification centres to operate internationally and enjoy official accreditation. This is why PIEK can offer a broad spectrum of IPC Certification programmes all over the world, both within your company (minimum 5 participants), as well as on a regional level in the Netherlands, Germany, Switzerland and Austria.



Some samples from our range:

- ◇ *IPC PCB Designer Certification CID*, the standard convention for PCB design.
- ◇ *IPC PCB Designer Certification CID+*, the advanced convention for PCB design.
- ◇ *IPC-A-600 Certification*, inspection of PCBs (Bare Boards)
- ◇ *IPC-A-610 Certification*, inspection of assembled PCBs
- ◇ *IPC J-STD-001 Certification*, the convention for the assembly and inspection of PCBs
- ◇ *IPC-7711 & IPC-7721 Certification*, the convention for Repair and Rework of PCBs
- ◇ *IPC-WHMA-A-620*, the inspection standard for Cabling and Wiring Technologies
- ◇ Special training programmes.





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Flexibility

Outsourcing has some very valuable advantages. For instance, a business acquires a high degree of flexibility and dynamism, enabling it to adapt much faster to new situations. This rejuvenated flexibility also applies to technology and capacity. You can achieve change and develop new technology by giving your employees the information and knowledge associated with that technology. Our extensive and globally accredited IPC training and certification programmes are a durable addition and support for your ISO quality programme when used in combination with our PIEK training courses.



Study programmes made to measure

Outsourcing delivers many advantages

An investment in the IPC Certification programme yields many advantages and certainties for your business. The level of knowledge and motivation of your colleagues will in any case be taken to an optimum level. This will enhance the quality of your end product and raise your efficiency level, which will lead to a strong competitive advantage and satisfied customers. An added advantage is that you will save time and money because the study programmes are completely tailored to your organisation.

Communication problems are a thing of the past

PIEK study programmes ensure faultless communication in your business as well as with customers and suppliers. Misunderstandings and conflict that can arise from communication problems are reduced to a minimum or excluded altogether. Because you will be using IPC conventions, you can communicate more easily around the world and more clearly with all your business relations, be they customers or colleagues. It makes no difference whether they are Chinese, Swiss or Israeli, you will all be speaking the same language.



PCB Design
Certification Center



IPC-A-600
Training Center



IPC-A-610
Training Center



IPC J-STD-001
Training Center



IPC-7711/7721
Training Center



IPC/WHMA-A-620
Training Center



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Working towards quality

By participating in the industry's own training facilities, you open the door to ISO certification. This is the way to show potential clients that your business is committed to promoting quality.



IPC-A-610

The IPC-A-610 training and certification programme was the first of the five current industry-specific programmes to completely support agreed specialist conventions and standards. The "train the trainer" concept is adopted bilaterally in each of these five programmes.

The working method



The first stage is to send the candidate instructor to PIEK, which is an official and accredited IPC training centre. End to end with the successful conclusion of the course, the candidate becomes an officially Certified IPC Trainer, known also as a CIT. As part of the fees the person in question is provided with all the materials required for the training and certification of users at the application level. This includes operators, inspectors and members of technical and management teams. Sometimes, these people are also called certified IPC application specialists, abbreviated to CIS.

The IPC-A-610 Certified Specialist (CIS) programme has been developed specially for people on the shop floor and can be awarded without involving your Certified IPC Trainer (CIT). This means a time saving for you. As an officially accredited IPC training centre, PIEK can take over training duties from your CIT personnel. That way your own Certified IPC Trainer (CIT) can concentrate on his crucial quality control and quality assurance tasks. Moreover, this raises the motivation of your staff and optimises the whole production process.



PIEK – Rich in experience

PIEK awarded **2,954 certificates** on the successful completion of courses in 2007! This impressive number proves that PIEK has a treasure house of experience and instructors. We are justly proud of the competence and impressive qualities of our trainers.



- PCB Design
- PCB Fabrication
- PCB Assembly
- PCB Repair and Rework
- Cable and Wiring Techniques



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We put ourselves to the test – you too?

We asked some clients to give their views so we could offer you a vivid impression of our return value.

An IPC-A-610 Certified IPC Trainer (CIT) on average spends 220 hours annually on 2 IPC-A-610 Certified IPC Specialist (CIS) courses (on the basis of an average training programme run):

- ◇ Development and transposition of (supporting) course material
- ◇ Training preparation
- ◇ Organisation and arrangement of a suitable training location
- ◇ Ordering IPC training kits and course materials
- ◇ Training programme run (length dependent on the selected training modules)



The number of hours quoted excludes:

- ◇ Participation in certification and recertification programmes that are run every two years.
- ◇ Administrative tasks and registration duties.





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Fixed costs:

- ◇ Participation in certification and recertification programmes that are run every two years.
- ◇ Trainers must be in possession of a laptop with associated software and associated licences
- ◇ Course accommodation

Fifteen per cent additional hours can be added to the number of hours quoted above. You should also factor in under fixed costs the need for every training participant to have a fully fitted-out practical workplace, equipped with all the relevant course materials, tools and part components.

The main advantages mentioned above make it extremely attractive to have your training carried out by a PIEK instructor. Apart from that, we can mention a number of other advantages that are at least as important when you weigh up whether to use your own or a PIEK trainer.

PIEK's unique cost structure

Access to PIEK's cost structure makes it possible to make significant savings on the costs of training development and implementation. All costs - hence also hidden costs - are exposed, since the outsourcing process makes all costs visible and therefore predictable. This makes budgeting much easier of course.

"A stranger's eyes compel"

... says an old adage and this principle certainly operates in training. Participants listen more attentively, adopt new techniques more quickly, perform better and keep their promises better.

Rich in knowledge

Another important point is that because PIEK trainers give instruction at so many different companies they are more experienced and have more factual knowledge and alternatives to hand to respond properly to every question. Their level is therefore qualitatively higher, they are more creative and furthermore have an extensive international network at their disposal.

The advantages of contracting out to PIEK

By outsourcing these tasks to PIEK I.E.C. you will quickly make a saving of thousands of Euros. Furthermore you will save time and therefore money because your IPC-A-610 CIT staff member will be able to concentrate on his core tasks.

The advantages in a row:

- ◇ Cost savings because your own Certified IPC Trainer (CIT) can concentrate on his essential tasks as regards quality control, quality assurance and motivating his personnel.
- ◇ Guaranteed results and efficiency because the training course is run by professional instructors.
- ◇ Your personnel will always be aware of the latest technological developments.
- ◇ You gain a competitive advantage because process optimisation can take place more frequently.





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Increase speed and improve service

Outsourcing comes with a competitive advantage in processing time, ensures higher quality standards and offers access to exceptional talents. If you decide to enter into a strategic partnership with PIEK, it will become possible to adapt your training needs to the specific requirements of your organisation. This makes you independent of the performance and capacity of your own personnel.

The convenience of outsourcing

Outsourcing also comes with a lot of convenience. Think of the cost and time savings. You can stay occupied with your core activities and you don't need to expend energy on subsidiary activities. There are still more good reasons why a business should switch to outsourcing. Let us examine a few.

- ◇ The reduction of overhead costs for new developments; freeing up financial resources
- ◇ The avoidance of capital investments
- ◇ No subsidiary activities, focus on core activities
- ◇ Quality improvement
- ◇ Greater flexibility
- ◇ Access to considerable diversity of techniques and qualities
- ◇ Focus on strategic processes and business relation management
- ◇ Improvement in business focus
- ◇ Auxiliary activities are carried out on an outsource or call-off basis, depending on frequency of use
- ◇ The availability of technical know-how acquired internationally by PIEK
- ◇ Expansion of your international network



As you can see, choosing for PIEK offers many advantages in the short as well as longer term. We would like to discuss the opportunities for a training programme tailored to your organisation with you. Contact us without any commitment for more information.

Reach for the PIEK

Telephone for more information and specific course-related questions on:

+31-(0)45-5703333 or e-mail info@piekiec.eu

PIEK: "Training Solutions on Demand" Since 1965

