Senior Experten Service

Future needs experience
Senior Experten Service (SES)

- Foundation of German Industry for International Cooperation
- Help towards self-help
- 29,000 assignments worldwide
- 10,000 retired experts
- Know-how 'Made in Germany'
The SES in India

Almost 650 SES assignments since 1983 in the areas of:

Training of staff and management
Training of teachers
Training of instructors
Improving product quality
Your benefit is our aim

Training and instruction of technical and executive staff

individual assistance

Increase in productivity and efficiency

Strengthening of your Market position

success
Senior Experts

Retired experts

- have wide professional and life experience
- are flexible and hands-on
- are independent and work on a voluntary basis
Key assignment areas

- Training and instruction of technical and executive staff
- Development of sales and marketing strategies
- Workflow optimisation
- Improvement of environmental protection and occupational safety measures
- Quality management
- Modernisation

and much more
Assignment example

Cut, fit and style

A non-governmental organisation based in Kolkata, supports embroiderers in maintaining their skills, as well as in developing new products for the Western market.

Mrs. Christina Claus and eight handicraft teachers from the NGO, who pass their knowledge on to women’s groups in the region, discussed what was in vogue in the West.

The agenda included current cuts and colour trends, the topics of body shape and fit, and many practical tips on using sewing machines and ironing.
Client

- Private and public enterprises
- Schools and vocational education institutions
- Public administrations
- Health care institutions
- Social and public welfare institutions
Assignment procedure

- Establishing contact
- Request for an assignment
- Project examination
- Searching and suggesting an Expert
- Confirmation by the Client
- Assignment preparation
- Assignment
- Evaluation
- Post-assignment activities
- Follow-up assignment
Improving the skills of the trainers in the operation and maintenance of construction machines

An organisation in Mumbai which provides vocational training in the construction industry to unemployed youths has requested an expert from SES.

Senior Expert Hans Schlack was requested to impart theoretical knowledge and practical skills in the fields of operation, maintenance and repair of construction machines.

During his assignment the expert developed appropriate teaching material, raised the level of skills of the teaching staff and improved the vocational training standards for the youths.
Contractual Commitments

Senior Expert Service

Assignment agreement

Assignment authorisation

Client

Senior Expert
The Client and the SES conclude an assignment agreement.

The SES undertakes to:

- select the Senior Expert with great care
- assist the Senior Expert in preparing for the assignment
- take out comprehensive insurance for the Senior Expert

The Client undertakes to:

- assist the Senior Expert in obtaining all information and permits required
- accept the financial agreement reached with the SES
- confirm the contents of the task description
The SES and the Senior Expert conclude an assignment authorisation.

**The Senior Expert undertakes to:**

- prepare for the assignment and to act exclusively in the interest of the Client
- abstain from commercial and political activities during the assignment
- supply the Client with a catalogue of measures

**The Client and the Senior Expert do not conclude any agreement.**
Cost

- Local expenses
  Board and lodging, daily allowance, interpreter, local transport
- International expenses
- Ancillary and project-handling costs

In specific cases, funds of the Federal Ministry of Economic Cooperation and Development (BMZ) can be made available.

The Client generally bears all local expenses.
Track record

97% of the Clients were satisfied with the assignment in 76% of the assignments, the skills of the staff were increased in 47% of the assignments, workflow efficiency was improved in 46% of the assignments, new products and processes were implemented in 44% of the assignments, product quality was improved in 40% of the assignments, business organisation or the management system were optimised in 38% of the assignments competitiveness was enhanced
1,550 assignments in 2013 - abroad

- Africa: 245 (16%)
- Europe (incl. GUS): 530 (34%)
- MENA: 54 (3%)
- Latin America: 228 (15%)
- Asia (without GUS): 493 (32%)
2,256 assignments in Germany in 2013

- in schools (practical training for students): 133, 6%
- coach@school (careers guidance): 170, 7%
- with small and medium sized companies: 89, 4%
- VerA (SES training initiative): 1,864, 83%
Assignments listed according to economic sectors 1983 – 2013

Agriculture 1338 5%
Industry 11741 40%
Education 6703 23%
Services 2022 7%
Commerce 1366 5%
Skilled trades and crafts 1720 6%
Infrastructure 4230 14%
Overview

- Voluntary assignments at private and public enterprises
- Training and instruction of technical and executive staff
- Solution of pressing problems
- Strengthening of your market position
- Involvement of the Clients in financing project-handling costs

**No assignments in the areas of:**

- High-tech, high-chem and armament
- The Senior Expert does not assume any executive tasks
Benefit from specialist know-how from Germany!

**Senior Experts assist you in**

- training your staff
- improving your productivity
- quality assurance
- business organisation and management
- sales and marketing
- safeguarding jobs
brickworks without a foundation

A small brickworks in Assam faces the problem that the works has no foundations and the ground on which it stands is damp. Senior Expert Mr. Blodig first and most important piece of advice left was to renovate and waterproof. In addition, he suggested constructing a dryer for the handmade bricks.

These suggestions found an attentive audience, as did many smaller changes that the Senior Expert submitted to the Management, including storing all materials in as dry a state as possible, and the early removal of all unusable bricks from the manufacturing process. This would reduce spoilage rates and rationalize energy use.
Assignment example in India

Expert knowledge for small farmers

Dr. Raman Revri, an agricultural engineer, was asked to support the farmers in one of the poorest regions of the Indian state of Madhya Pradesh.

The farmers were interested in cultivating high-value crops like mangos, papayas, lemons and amla, as well as wheat, ginger and turmeric. Unfortunately, some of the papaya plants he saw were infected with a virus. Farmers and Expert discussed how to recognise it and treat it, as well as the correct use of fertiliser and compost and how to reduce weeds through the informed use of crop rotation systems. Dr. Revri was also able to recommend new sources of income, such as beekeeping and selling jam and candied fruit in Delhi.
Assignment example in India

Improvement of football trainers' skills:

Volker Hofferbert, international football coach from Germany, supported a professional football team in Shillong.
Assignment example in Indonesia

Even casting moulds need good design

A training institute in Jakarta/Indonesia trains around 450 specialists every year, many of them in the field of production technology. Tool makers and injection-moulding technicians are among the specialists being prepared for their future careers.

The Institute approached SES with a request to send a specialist in designing casting moulds.

Senior Expert Gisbert Wolf, a plastics and industrial engineer, initiated considerable improvements, and made a number of suggestions that are contributing towards fulfilling the high standards expected of the training.
Assignment example in Nepal

Glass Ornaments

With Mr. Heimel at its side, an association for craft producers in Nepal has discovered a new source of income for its members: producing glass ornaments.

Glassblowing was a craft that had never before been practised in Nepal. The SES Expert supported ACP instructors in their first attempts at mastering it.

Under the instruction of Mr Heimel, a master glazier and flat glass technician, they made Christmas tree baubles and many other glass decorations.
Assignment example in Pakistan

Vocational school for mechanics

Theoretical and hands-on training, given by Senior Expert Heinrich Buerschen
Assignment example in Pakistan

Biochemistry and molecular biology:

SES Expert Prof. Dr. Hans-Peter Muehlbach explained modern methods
Assignment example in the Philippines

Production of sanitary ceramics:

Help given by Dr. Wolfgang Haase to improve production efficiency and product quality
Assignment example in Indonesia

Dairy farming:

The German expert Dr. Albrecht Mennerich helped to improve quality and increase quantity of milk.
Assignment example in Sri Lanka

Training of vocational teachers:

Senior Expert Ulrich Rabener enchanced the quality of professional courses for bakers.
Assignment example in Nepal

Workshops in sewing, stitching and knitting:

Senior Expert Erika Burchardt helped to improve the teachers‘ skills.
Assignment example in The Philippines

Installation of a photovoltaic system

A local NGO in Panabo city, The Philippines, asked a Senior Expert for assistance in installing solar panels on the roof of an orphanage.

The Senior Expert also trained the staff so that they are able to run and maintain the photovoltaic system by themselves.
Assignment example in Laos

Improving outpatient and inpatient care

A Hospital in Vientiane, Laos offers medical treatment of patients.

The assignment target was to introduce European/German treatment standards in outpatient and inpatient care.

The Senior Expert organized the staff training, implemented regular meetings to improve the teamwork and improved nurses’ and doctors’ skills.
Please contact us - Representative in West Bengal

Mr. Rajesh Nath

German Engineering Federation (VDMA)
India Office

GC34, Sector 3, Salt Lake
Kolkata-700106
Tel: 033-65411349/23217391
Fax: 033-23217073
email: vdmaindia@eth.net
www.india.vdma.org
Our experience is your future.