

Profile



Introducing SES

Who are we?

Senior Experten Service (SES) has been helping people to help themselves for over 25 years, aided by its bank of specialists in various fields who have left their professional lives behind them. Their help is mainly given abroad, but interest in using our Senior Experts is rising in Germany as well. Expertise honed over a lifetime makes them ideally placed to support businesses (small and medium-sized), public institutions and local authorities, educational establishments and international organisations.

SES is a non-profit organisation, also known as the Foundation of German Industry for International Cooperation. It came into existence under the auspices of the German Association of Chambers of Commerce and Industry (DIHK), with financial support from the Federal Ministry for Economic Cooperation and Development (BMZ). Contact with industry and with the Senior Experts is maintained by the SES headquarters in Bonn and by fourteen other offices spread throughout Germany. SES is supported by over 120 representatives worldwide.

Our Senior Experts

More than 9,000 Senior Experts, both men and women, are registered on our database. They come from over 50 fields, covering the alphabet from agriculture down to wood processing. Since SES was founded in 1983 we have carried out over 25,000 assignments in 160 different countries. The average age of our Experts is 66.

The Senior Experts pass on their knowledge on a voluntary basis and are financially independent, possessing the key qualities of high motivation and extensive professional experience. They help to save jobs and even create new ones.



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What kind of help can SES offer you?

- Expert advice on solving technical, economic or organisational problems
- Training for your staff
- A refreshing exchange of ideas and experience for your management
- Support in restructuring administration
- Help with improving quality or introducing new standards
- Fresh impetus for drawing up new marketing concepts and business plans
- Help in other areas

Does the assignment you are requesting fulfil at least one of the following criteria?

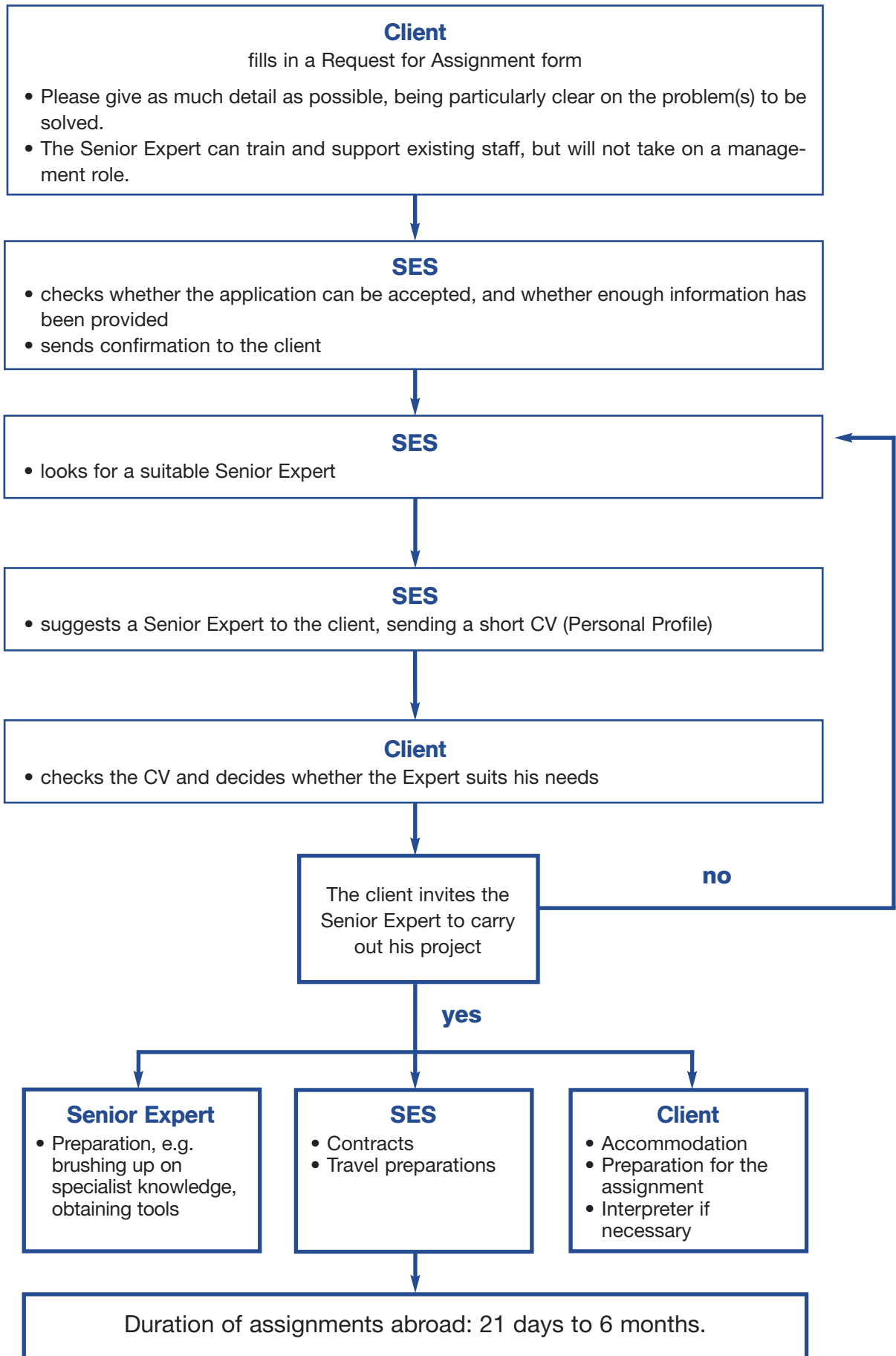
- It is intended to improve staff's level of training
- It is intended to increase productivity and efficiency
- It would contribute to the creation or security of jobs
- It would contribute to protecting the environment
- The task cannot be performed by local consultants

How does an assignment come about? (also see diagram, right)

As soon as a request arrives at SES it is checked and registered. All the information is then passed on to the Experts Department and the search for a suitable Expert begins. If the search is successful the Project Coordinator suggests an Expert to the client, sending along his Personal Profile (CV). If the client agrees to this choice, he is put in touch with the Expert himself. The contract documents are posted to the client, who signs them and sends them back to SES. If this is the Expert's first assignment for SES, he is invited to Bonn for a chat. This gives

him an opportunity to ask questions, and the Project Coordinator will take him through the project procedure and give more information on the country where he will be working. As soon as all preparations have been made the Expert can set off to his allotted country to give on-the-spot help in solving the client's problems.

What happens when I request an assignment?



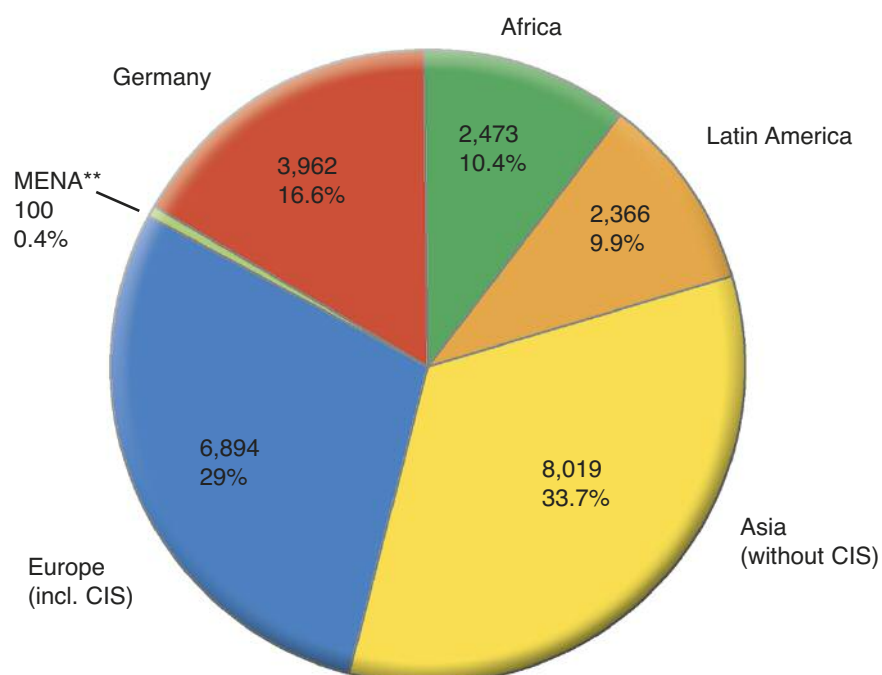
How much does it cost to use a Senior Expert?

No charge is made for processing applications for assignments. The client pays nothing until the contracts are signed.

Costs incurred at Assignment location	Travel costs	Costs incurred by SES for handling the project including ancillary costs
accommodation, meals, pocket money, laundry, local transport	international flight (if possible)	up to the maximum of 3,820,- €*

* Every client has to pay at least the expenses incurring in the assignment country (board and lodging, daily allowance and transport). Furthermore, air fares, SES project handling costs and additional costs accrue. In specific cases, these costs can be partially or completely waived. Please contact your Representative or Project Coordinator. (Project handling costs for the SES are incurred for the search and selection of the Senior Expert and for the general processing of the assignment. Ancillary costs include the insurance of the Senior Expert, prophylactic medical treatment and other expenditures for the assignment preparation.)

Assignments 1983 – 2010



** MENA = Middle East and North Africa, since 01/2009

Assignments of Senior Experts



Fruit growing in the Far East: Senior Expert Dr. Karl Hein made proposals on how to optimize the growth of blackberries in China.



Increase of women's income: Senior Expert Anne-rose Stüber helped improve the training of sewers in Cambodia.



Enhanced efficiency: Senior Expert Wolfgang Hiebel trained the employees of an automotive supplier in Germany.



Tackling the future: Senior Expert Karsten Sohns supported a printing plant in Argentina in order to implement new techniques.



Training: Senior Expert Eberhard Stephan was engaged in the further training of vocational teachers for motor mechanics in Ethiopia.



More than salt and pepper: Senior Expert Ludwig Albrecht demonstrated new recipes to cooks in Kazakhstan.

Number of experts in the following areas of activity

Sector of economy	Number of experts
Agriculture	474
Automotive engineering	695
Banks and insurances	305
Building industry	860
Charitable institutions	350
Chemistry	626
Communication technology	276
Economic and professional organisations	228
Education	1632
Electrical engineering	577
Energy	330
Environment/waste disposal	295
Food and animal feeding	430
Foundry and forging	183
Glass/Ceramics	123
Hydraulics/Pneumatics	64
Information technology	489
Law and taxes	165
Leather processing	45
Measuring & automatic control engineering	280
Mechanical engineering	408
Media, arts, culture	291
Metallurgy	85
Metalworking	280
Mining	136
Optics	57
Packaging for final consumers	75
Pharmaceutics/Cosmetics	283
Plant and apparatus engineering	207
Plastic products: manufacture and processing	230
Precision mechanics	63
Printing and graphics	122
Public health	1117
Public sector	1125
Pulp and Paper	90
Rubber processing	75
Sciences	227
Services	975
Textiles	272
Tool and machine tool manufacture	212
Top management	385
Trade	393
Traffic and tourism	504
Wood processing	205