

FESTO

Festo Authorized and
Certified Training Centre

F.A.C.T



Imagine ...

... if you could expand the role of your institution to provide demand-driven training for industry. Delivering profitable short outcome-oriented courses to participants from industry and generating an immediate return on your investment.

This would automatically improve the standard and relevance of all your training, ensuring a practical industry-focus with a clear emphasis on productivity.

Imagine if you were able to do this under a world-famous brand. With a partner who enjoys excellent standing in industry, and whose engineering and educational expertise is world-renowned.

It can be done.

By partnering with Festo – world leader in automation – and Festo Didactic, a leading global player in industrial training.

... a partnership for excellence

You can achieve all this through FACT – by becoming a Festo Authorized and Certified Training Centre.

FACT associates your institution with the Festo brand – recognized globally as standing for engineering excellence, innovation, and leadership in industrial training. And your customers are prepared to pay for quality and relevance.

FACT offers much more than just branding. FACT supports you every step of the way in realising the vision of becoming a premier provider of industry-focused education – by supplying state-of-the-art equipment and transfer of engineering, marketing and didactic expertise.





Being a FACT partner

Brand identity

As a FACT Centre, you partner with us to offer combined expertise to industry, capitalising on the strength of the Festo brand. This positions you at the front of the field. And every aspect of your FACT Centre and its image underlines this.

From the logo to the state-of-the-art classroom conforming to Festo Corporate Design. This is the formula for success. For you, for us – and for your customers.

New streams of income

FACT generates a new stream of income and profit by allowing you to tap into the huge market for demand-oriented industrial training. And the standing of Festo in industry makes it easier to sell the idea to prospective customers.

In touch with industry

FACT builds a bridge between your institution and industry. A market survey ensures that the training you offer is in demand. We ensure that your trainers not only master the technology – but can efficiently transfer their knowledge and skills to participants from industry. And as your trainers learn from participants, your ties to industry will become closer.

Ultimately you can achieve fruitful cooperation with local industry – to your mutual benefit.

... grows your business

Training for Employability

Most training institutions focus on Training for Employability – internal training for training apprentices or students. Successful placement in industry is the key measure of their success.

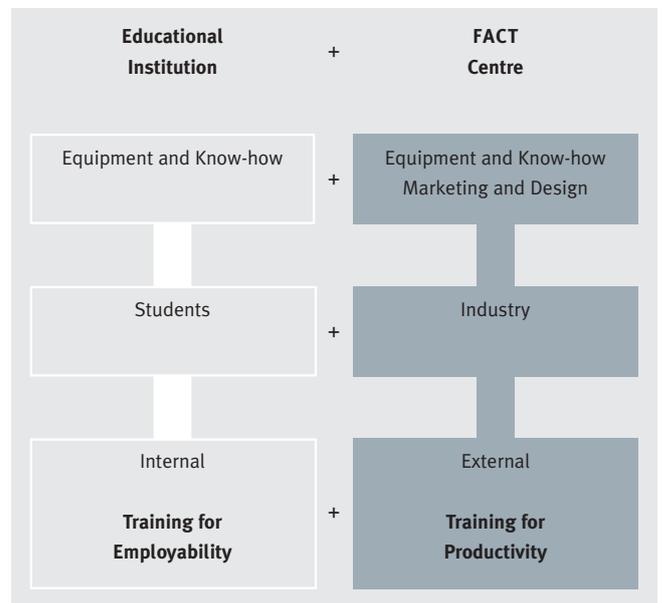
Training for Productivity

The FACT program allows you to expand facilities and expertise to add a profitable new dimension to training by addressing industry with Training for Productivity. This greatly enhances the standing of your institution, generates new revenue streams, and raises standards and relevance of training.

As a spin-off, the experience gained in Training for Productivity will positively impact on the quality of your Training for Employment.

FACT is flexible

Whether you focus on Training for Employability or Training for Productivity – or the highly effective blend of both – the flexibility of FACT allows us to find an optimum solution.



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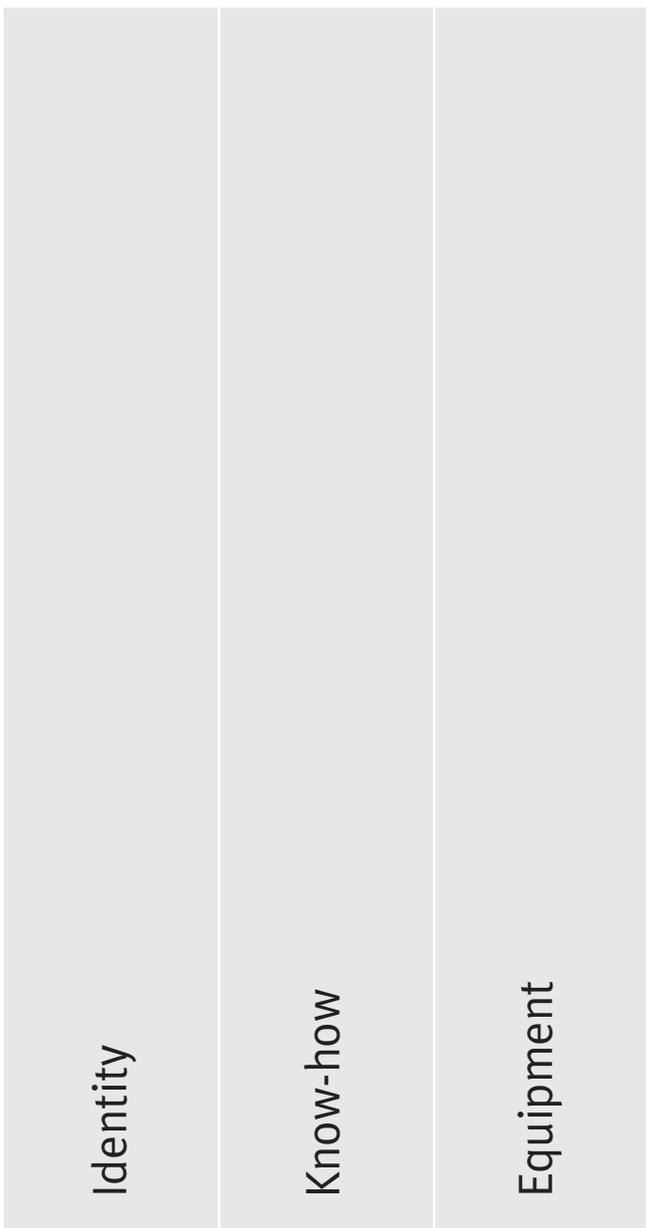
The three pillars of FACT



Identity

The FACT Identity and design is based on Festo branding. To protect this brand for our mutual benefit, FACT Centres are required to comply with the finely tuned Festo Corporate Design (CD). Every aspect of this CD is the result of decades of innovative industrial automation and training.

Potential customers and students instantly recognize it – seeing a world-class laboratory that conforms to Festo standards.



Know-how

Training for Employability and Productivity ensures that your trainers are fully competent to instruct people from local industry using FACT equipment and materials.

We transfer marketing know-how, planning and executing the concept to meet demand. The outcome of the marketing training is a complete, customized set of marketing tools.

You also have access to relevant resources from our technology database – and contact to other FACT Centres.

Equipment

Drawing on four decades of experience in international training in automation for industry, Festo Didactic has developed the comprehensive Learning System for Technology and Automation. The Learning System uses industrial components and covers the entire spectrum of industrial automation.

Based on the needs of your local industry, together we select the ideal equipment mix to meet those requirements. Modularity guarantees your flexibility to adapt to changing needs.



What it takes



A culture of excellence

To protect our brand equity, we select our FACT partners with great care. They must be committed to excellence in training.

Stringent standards must be met before trainers are certified and institutions are authorized to operate under the Festo brand. And even when courses are up and running, they are subject to an audit every two years. This demanding process ensures that FACT Centres stay on the leading edge.

What we look for

We look at your track record, aspiration, attitude and potential. A track record of success and commitment to technological and training excellence make a good starting point.

We look at your plans for the future – where you aim to be in 5 or 10 years' time. And for willingness and capacity to invest in equipment, know-how transfer and identity.

The FACT program is a long-term partnership for excellence, so we are looking for a close relationship with mutual respect and trust. And of course you must have a catchment area with substantial demand for high-quality industrial training.

What's next?

During initial discussions, we inspect labs and work with you to define targets. If necessary, we jointly conduct a market survey to establish local industry training needs.

Once we have both approved the proposal, we draw up a comprehensive plan and send you a detailed offer.

... to become a FACT Centre

Implementation

Implementation starts as soon as the order and the FACT contract have been signed. We design the lab, and deliver your equipment. Training starts with installation and commissioning, followed by transfer of training for Employability and Productivity skills and knowledge to your trainers. Training concludes with a competency check and certification.

Parallel to this, you work with our consultant on the right marketing mix for the project.

At the end of this process is the opening ceremony – normally staged as a media event with VIP guests to gain maximum exposure for your new FACT Centre.

Operation

With the FACT Centre in operation, trainers teach and test participants. Your institute issues certificates. Promotion continues and any know-how gaps are identified.

Audit

As it is in the interest of all parties to ensure that the highest levels of expertise are maintained, FACT Centres are audited every two years.

The audit also provides an opportunity to discuss authorizing your FACT Centre for additional programs.



FACTs and figures

Week	FACT Consultant	Festo	FACT Partner
		<ul style="list-style-type: none"> – FACT presentation – Lab inspection – Letter of Intent – Briefing of consultant 	<ul style="list-style-type: none"> – FACT presentation – Lab inspection – Letter of Intent
1	<ul style="list-style-type: none"> – Preparation – Initial planning – Appointment with FACT partner 		
4	<ul style="list-style-type: none"> – Detailed planning – Costing – Presentation – Offer preparation 		<ul style="list-style-type: none"> – Detailed planning – Final agreement
5		<ul style="list-style-type: none"> – Project offer for FACT partner 	
7			<ul style="list-style-type: none"> – Check offer – Discussions – Project order – Sign FACT contract
8	<ul style="list-style-type: none"> – Room planning – Time planning – Training contents 	<ul style="list-style-type: none"> – Production and delivery of equipment 	
10	<ul style="list-style-type: none"> – Lab design – Installation of equipment 		<ul style="list-style-type: none"> – Lab design – Installation of equipment
19	<ul style="list-style-type: none"> – Marketing mix – Train the trainers – Final examination – Opening ceremony 	<ul style="list-style-type: none"> – Opening ceremony 	<ul style="list-style-type: none"> – Marketing mix – Train the trainers – Final examination – Opening ceremony
27			<ul style="list-style-type: none"> – Working with equipment – Identification of know-how gaps – FACT promotion
35	<ul style="list-style-type: none"> – Sustainability training 		<ul style="list-style-type: none"> – Sustainability training
36	FACT audit after 2 years as per contract	FACT audit after 2 years as per contract	FACT audit after 2 years as per contract

A typical sequence of implementation is shown on the left.

With all the different aspects involved, perhaps you are wondering how the budget for the implementation of a FACT Centre is spent.

Basically, expenditure falls into three categories – the 3 pillars of FACT:

- Identity
- Know-how
- Equipment

The bulk of the budget goes on establishing your world-class facility with the state-of-the-art Festo Didactic training systems and materials we select together. Your selection will depend on the focus of your training within Industrial Automation and Technology.

Know-how transfer is the next area and covers planning, installation and lab design, training on equipment, and marketing strategy & implementation. Monitoring and mentoring ensures that any know-how gaps are filled.

Finally, a small but essential percentage of the budget is spent on Identity – ensuring that everything about your FACT Centre complies fully with Festo Corporate Design.

This is a sound and balanced investment in the future performance of your institution.

More FACTs

For details of FACT Centres already in operation – and more about the FACT program – please visit our website: www.festo.com/fact

... and benefits

Why not just buy a lab?

You could of course just order a lab from a provider – you would be trained how to use it.

But what would be missing?

The unique benefits of FACT

Planning and implementation

- Detailed analysis of local industry's training needs
- Implementation support
- Training program development
- Training for Employability and Productivity for your team
- Marketing training and implementation

Operational stage

- Close contact to industry
- Access to relevant Festo Didactic resources
- Membership of fast-growing FACT network

Market appeal

- Authorized and Certified by Festo
- FACT guarantees Festo quality
- Partnership with Festo Didactic, world leader in industry training
- High industry recognition through the right to issue Festo certificates

Your move

Interested in enhancing your reputation and making your institution an attractive option for new students and for industry?

Please send an e-mail to fact@festo.com – we'll get back to you to set up an initial meeting.

FACT – in touch with industry



