

Scientific Management Techniques, Inc.

October 18, 2016

Dear Manufacturing Skills Stakeholder,

I hope this correspondence finds all well with you.

SMT's Competency-Based Manufacturing Skill Solutions can help you solve the acute and growing manufacturing skills shortage / skills gap. The solutions described below will dramatically improve manufacturing performance and employment in your state.

We have been delivering these skill solutions "in industry" globally for over four decades. The programs described below are recognized as Best Practice productivity tools by many of the world's most respected manufacturing organizations. Now, these same proven programs are available for the formal education market. We currently work with schools in nineteen states and several countries.

When a school deploys SMT's programs, they are taking a manufacturing skills program proven effective "in industry", a challenging environment, and "plugging" the program into the school's offerings. We train and certify school staff to deliver the programs.

When these programs are deployed in education, all skill stakeholders benefit; the manufacturer has the opportunity to hire the skills required to optimize performance, the program graduate is on a promising career path and demand for the services provided by each school increases.

These Manufacturing Skill Solutions are unique, validated, proven highly effective in thirty-eight countries, and deliver a Return-on-Investment in excess of 100% the first year of implementation.

Manufacturing Skills Training Program

The Competency-Based training curriculum is a hands-on, 100% demand-driven program; using over 200 hands-on training aids that replicate real-world conditions. The curriculum has been designed by and for industrial operations professionals over the last twenty years. These manufacturing leaders possess an in-depth understanding of the skills required to optimize performance. These are the skills we train to.

Our Mechatronics program trains the critical "Hard Skills" required to operate, maintain and troubleshoot a modern manufacturing facility. Troubleshooting Skills are the focus, the heart and soul, of the curriculum.

This program can be considered an ongoing needs analysis of the skills require to optimize performance in a modern manufacturing facility. We maintain an ongoing dialog with our global industrial client base to ensure the program meets their specific skill requirements. Existing training units are improved on and new units designed based on real-work feedback regarding the skill set required to maximize performance and profitability.

The curriculum is customizable and highly effective in a reasonably short period of time.

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Manufacturing Skills Assessment Program

The “Hands-On” Assessment Machines identify and measure the skills required to optimize performance in a manufacturing setting. Identifying skills and competencies prior to hire is the single most effective means to ensure a quality hire and drive productivity in industry. Many organizations assess their incumbent workforce and deliver targeted training based on the data.

SMT’s industrial skills Assessment Machines and Protocols are used in the hiring process globally for the selection and evaluation of maintenance mechanics, machine operators, industrial electricians, PLC technicians, electro-mechanical personnel, process control technicians, and CNC operation personnel. We have over four decades of data and thirty-seven validation studies confirming the efficacy of this process.

Issuing Credit for Prior Learning based on assessment score/performance is a logical extension of the programs’ use in the hiring process. When a candidate for employment posts an acceptable score, the employer is confirming that this individual has been properly trained, and that he/she possess the knowledge, skills, and abilities to be a highly productive employee.

American Council on Education Initiative

The American Council on Education (ACE) recently concluded a review of our Manufacturing Skills Training Program and Hands-On Skills Assessment Program. ACE CREDIT® is recommending college credit for both programs.

ACE CREDIT® is recommending up to 21 college credit hours for our Manufacturing Skills Curriculum and up to three credits each for three different skills assessment protocols (Credit for Prior Learning). Both programs are listed in the ACE National Guide: www.acenet.edu/credit/

We would enjoy the opportunity to discuss with you in greater detail how our programs can impact both employment and industrial performance/profitability in your state.

If you would like additional information about our programs, or wish to discuss our programs and initiatives, please contact me at the email address below. If appropriate, we can provide a demonstration of these capabilities at your location.

Thank you for your time and consideration. I eagerly await your response.

Cordially,



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