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The Chloride Academy

NEWS

February 2010

Trinergy Sales Courses complete the Academy offer!

The Academy supporting the launching of new products.

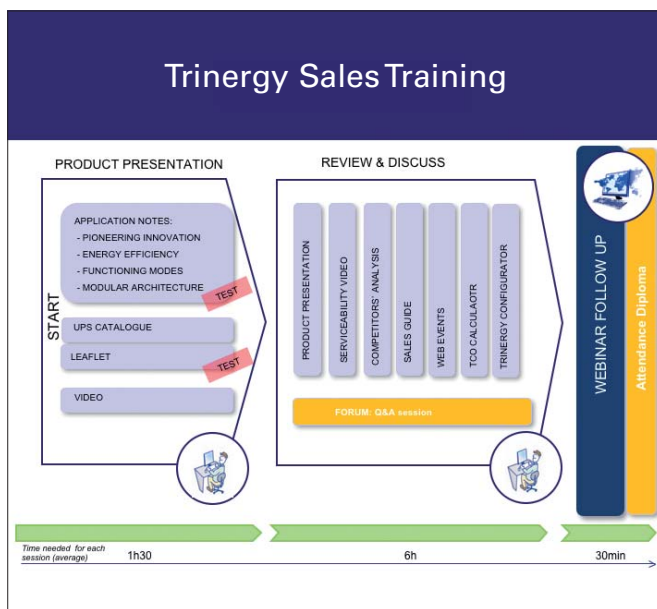
The Trinergy Sales Training is a dedicated course exploring Chloride latest revolutionary product: Trinergy, a new concept in the UPS industry combining high efficiency, power conditioning, modularity, scalability and real time field support in one single unit. This Academy course has been designed to provide the students with:

- a reserved area on the platform containing all the update information in the local language and the product marketing tools always available (24/7);
- the chance to watch the recorded and commented product marketing presentations whenever the trainee wants;
- a place in which a salesman can share ideas and feedback with colleagues from other countries, while enjoying their training experience;

Most of the training material and the whole Forum session are managed in local languages. In fact, thanks to the local Forum Moderator, participants also have a local point of reference able to animate the forum discussion and to provide answers and further information.

Web events have been scheduled with the presence of Andrea Ferro, Trinergy Product Manager and local experts, to give the students practical example of successful Trinergy selling experiences.

At present 175 Chloride sales people joined the course!



Growth



Following in the Academy tradition, the Best Students 2009 have been awarded

For the Best Students 2009 it was decided to award field service engineers.

The nominations were firstly suggested by the Academy Local Trainers and then approved by the Council.

The pictures in the central page come from the local ceremony arranged by the Local Trainers along with the local management, to award the Best Students of this year.

Here below the list of the students awarded:

- Mahieddine Bouallagui - UK
- Xavier Diaz - Spain
- Roberto Gaigher - Italy
- Pradip Hirave - India
- Htin Kyaw - Singapore
- Sertac Lacinkaya - Turkey



BEST STUDENT AWARD

"I feel very proud to have been chosen for this award and I'd like to thank you very much for this big surprise! My heartfelt thanks to all Chloride Academy team for their hard work to deliver technical knowledge for Chloride employees. Indeed you are making our success."

Mahieddine Bouallagui, UK

"The activity I liked most was experiencing the web platform and the e-learning method! It was new to me and I enjoyed it very much. I think it's a very useful tool for training."

Xavier Diaz, Spain

"Academy courses gave me the possibility to increase my skills, exchange them with all the other students and use them directly on field. That's a great opportunity for all the people working for Chloride's ultimate target: Customer Satisfaction."

Roberto Gaigher, Italy

"I am very glad that I have been selected for the Best Student Award 2009! The way of teaching and the hands-on training method certainly enhance our technical skills. Thanks to the Academy courses we are doing excellent technical support to satisfy our customer."

Pradip Hirave - India

"Thank you very much for this award! Training is very important to impart technical skills necessary to operate on UPS and is the core engine of a company because it supports the entire skilled workforce. "

Htin Kyaw, Singapore

"Award and ceremony were a very big surprise for me! When everybody passed their best congratulations on me, I finally understood the situation. Being honoured in this way increased my motivation and improved my efficiency"

Sertac Lacinkaya, Turkey

Support

STUDENTS COURSES 2009



Course Calendar



Pre-Sales Fundamentals Courses 2010/2011

EDITION 1/2010

Starting date of the distance learning: 18th January
Residential in Bologna: 26th - 30th April

EDITION 2/2010

Starting date of the distance learning: 29th March
Residential in Bologna: 21st - 25th June

EDITION 3/2010

Starting date of the distance learning: 31st May
Residential in Bologna: 13 -17 September

EDITION 4/2010

Starting date of the distance learning: 19th July
Residential in Bologna: 29 November - 4 December

Pre-Sales Advanced Standards

EDITION 1/2010

1 Residential in Bologna: 9th - 12th February
2 Residential in Bologna: 8th - 11th June

Pre-Sales Advanced Industrial

EDITION 1/2010

1 Residential in Bologna: 6th - 9th July
2 Residential in Lyon: 9th - 12th November

Pre-Sales Update Ed 1/2010

80-NET Black

Thursday the 18th of February - 9.30am - 11am CET

MP-NET

Thursday the 18th of February - 11.30am - 13am CET

60-NET

Friday the 19th of February - 9.30am - 11am CET

Refer to the Academy to get the detailed programme for the following courses:

Post-Sales Courses on Standard products available in: BOLOGNA, BEDFORD, ERLANGEN, ISTANBUL, LYON, MADRID, PUNE, SHENZHEN, SINGAPORE, SYDNEY.

Post-Sales Courses on Industrial products available in: LYON

Post-Sales Courses for Business Partners available in: BOLOGNA

Power to Learn

The Chloride Academy uses blended learning to help stimulate students and put subject theory into practice. Internet forums, distance learning, residential classes and practical team building sessions all play a part in the Academy experience.

For more information please contact us at info@chlorideacademy.com

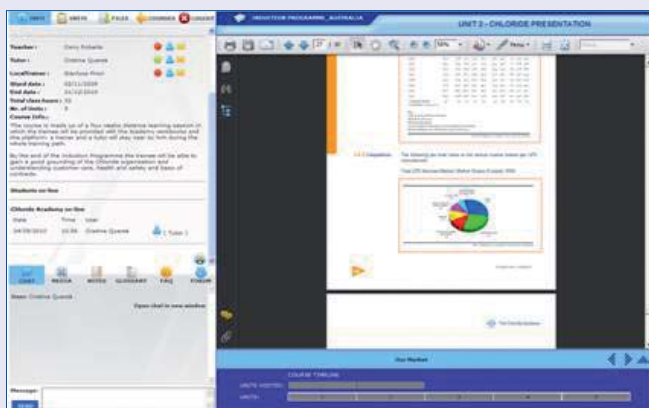
Academy Induction Programme

With the purpose of creating a training programme dedicated to new people joining the company, the international Human Resources community worked together with the Academy in order to design the Induction Programme.



The Induction Programme is managed on the Academy web platform and is made up of two main sessions. The first one is a common international part covering modules like: Chloride Presentation, Introduction to UPS, Health & Safety, Customer Care. According to the role of the new hires, other workbooks are available, such as Contracts and Contracts Advanced.

The second part of the Induction Programme includes local useful information provided by the local Human Resources Department such as the Company's organization chart and local structure, local market and Company presentation, local safety law and regulation, and other practical information that may be useful.



During the whole training path the local Human Resources' members are the point of reference for each participant. At the same time, local or international meetings are scheduled by the Academy to guarantee the process and the training effectiveness.

After a pilot course edition populated by the Human Resources Managers themselves, two local Induction Programme were completed: one in Australia with Corry Roberts - Business Services Manager- as main trainer and the other in Italy with Paola Augelli - HR People Development - as main trainer.