

Be # 1 thru investing in Education and Corporate Social Responsibility

National Career Pathways Network Conference



Pedro Esteva
Atlanta, Georgia
October 2, 2009



Agenda

- Who we are
- The Markets we serve
- Our customers
- Current Business Environment
- The School
- IMCA's previous experience with Education



Agenda

- The need to focus on High School Education
- *Business Initiative for Technical Education* (IEET) in the Dominican Republic.
- Our *ABC program* for Technicians



DR & Jamaica Dealer



The **Markets** we serve



- Mining



- Heavy Construction & Aggregates



- Agriculture

- Industrial & Commercial



Our Customers



Current Business Environment

- DR – CAFTA Free trade agreement
- Challenging Performance Goals
- ***Product Support: A Differentiation Factor***
- Lack of Qualified Technicians
- Technology Changes
- The need to be ***Competitive***



The School: Instituto Politécnico Loyola



The School: Instituto Politécnico Loyola



Technical High School
1,480 students



9th to 12th Grade



Technical Specialties



Agronomist



Industrial Electrician



Industrial Digital
Electronics



Industrial Communication
Electronics



Mechanics Maintenance



Metal-Mechanics
Maintenance



Internal Combustion
Technician



Our Previous Experience with Technical Education



Technical High School



9th to 12th Grade



Technical Specialties



Agronomist



Industrial Electrician



Industrial Digital Electronics



Industrial Communication Electronics



Mechanics Maintenance



Metal-Mechanics Maintenance



Internal Combustion Technician

1995, 1997, 2006

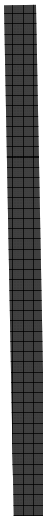


Dominican Republic Education Statistics

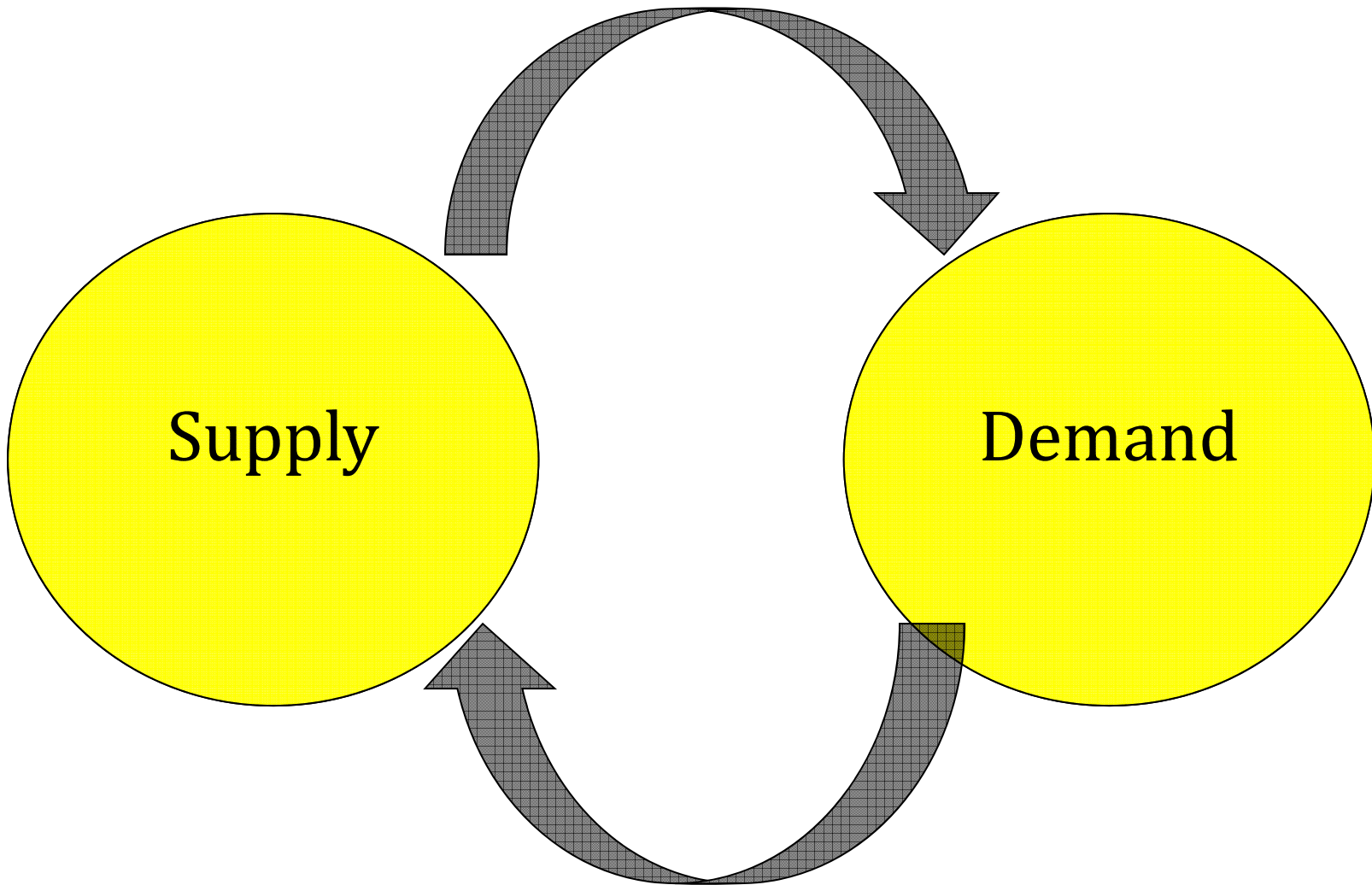
- 10% of the adult population is illiterate
- 78% of the total population in ages between 6 and 17 is enrolled in school
 - Only 49% of the total population in ages between 14 and 17 is enrolled in school
- 77% of DR students attends public schools
- 2% of the GDP is designated to education



Education Present Condition



Education: Pursuit Condition



Dominican Business Initiative for Technical Education



IEET

INICIATIVA EMPRESARIAL
PARA LA EDUCACION TECNICA

www.IEET.org.do



Business Initiative for Technical Education:

Mission

To promote partnerships and joint endeavors between education and business-industry sectors to improve technical education, with the goal of developing the nations human potential and boosts its competitive edge.



Business Initiative for Technical Education:

Vision

To raise the quality, pertinence and equity of technical schools to support sustainable economic and social development in the Dominican Republic.



Business Initiative for Technical Education:

Values

- Commitment
- Innovation
- Comprehensive Excellence
- Transparency
- Teamwork Spirit



Cord: A Strong Partner

- Sources to benchmarking,
- Solutions to our specific needs,
- Getting involved with the school,
- Understanding our business and educational environment,
- Reviewing the school curriculum and the program,



Cord: A Strong Partner

- Developing new instructional material to meet appropriate content,
- Planning and carrying out a Teacher Professional Learning process,
- Helping keep a permanent an on going business/industry-school relationship,
- Helping to disseminate the process progress and results obtained so far.



Our Benchmarks

- ✓ Round Rock Stony Point High School. San Antonio. Texas.
- ✓ State Technical College. Waco. Texas.
- ✓ Business Careers High School. San Antonio. Texas.
- ✓ John Jay High School (Engineering & Science). San Antonio. Texas.
- ✓ Health Career High School. San Antonio. Texas.
- ✓ Texas Business and Education Coalition. Austin. Texas.
- ✓ Allen Samuels Auto group. Waco. Texas.
- ✓ Automotive Youth Educational System (AYES). Troy. Michigan.
- ✓ Woodward Career Technical High School. Cincinnati. Ohio.
- ✓ Butler Technology's Northwest Career Center. Cincinnati. Ohio.
- ✓ University of Cincinnati Applied Science. Cincinnati. Ohio.
- ✓ Allied Construction Industries. Cincinnati. Ohio.
- ✓ Greater Cincinnati Tech Prep Consortium. Cincinnati. Ohio.



IEET impact on School

- Direct impact on 1,120+ students.
- Overall “refocusing” on Technical High School .
- In depth and detailed revision of the 9th to 11th grades programs.
- Addition of appropriate content to meet global knowledge economy requirements.



IEET impact on School

- Around 4,000 man-hours of teacher training on contextual teaching techniques.
- Supplementary instructional material .
- Necessary laboratory equipment.
- Three new lab classrooms enough to teach 1,120 students, 4 hours weekly.



IEET impact on School

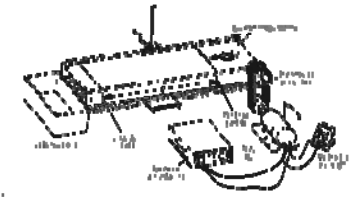


Equipamiento para Actividades de Laboratorio de F^o

Equipamiento esencial

- Fuente de Poder AC/DC (0-24 Volts, 5 A)
- Estroboscópio (calibrado)
- Ensamble de cinta transportadora con motores y poleas

Ilustración visual



- Motor de 1/2 CV en polea
- Motor de 1/2 CV en polea
- Motor de 1/2 CV en polea



Working over the High School + the Specialties



Technical High School



9th to 12th Grade



Technical Specialties



Agronomist



Industrial Electrician



Industrial Digital
Electronics



Industrial Communication
Electronics



Mechanics Maintenance



Metal-Mechanics
Maintenance



**Internal Combustion
Technician**



IMCA's ABC Program

- ABC is a program developed by Caterpillar Inc. to develop high skills for "level 1" technicians
- Training to be completed in 360 hours (12 weeks)



ABC PROGRAM CURRICULUM

I N T R O	S Y S T E M F U N D A M E N T A L S	Service Industry	Shop & Safety Equipment	Haz Mat & Contamination Control	Computer Operations & Applications	Service Literature	Hand Tools & Tool Groups	Hoses, Seals, Fasteners & Bearings	General Equipment Maintenance			
			Hydraulics	Safety and Hydraulic at work	Basic Hydraulic Properties	Fluid Reservoirs and Hoses	Basic Pumps and Motors	Control Valves	Cylinders and Actuators	Hydraulic Examination	Pilot Operated Hydraulic Systems	
				Electronical / Electronics	Basis Electricity	Electrical Circuits	Components and Symbols	Starting / Charging Systems	Electrical Systems Examination			
					Power Train	Introduction to Power Train Systems	Basic Components	Flywheel Clutch				
						Diesel Engines	Diesel Engine Product Line	Engine Components and Operation	Air Intake and Exhaust System	Cooling Systems	Basic Diesel Fuel Systems	



ABC Program at Politecnico Loyola



2009 IMCA - ABC Inaugural Class



2009 IMCA - ABC

Proud Mother and son – bright future



Ad Campaign



**“EL TRABAJO
ES LA
ARMONIA
Y EL EQUILIBRIO
DE LA VIDA...”**

LUIS GABRIEL PÁEZ
TÉCNICO NIVEL II
GRADUADO AÑO 2006
INSTITUTO POLITÉCNICO LOYOLA

**“LA TECNOLOGÍA ES UNA EVOLUCIÓN
DE LA MENTALIDAD HUMANA,
Y YO NO ME QUIERO QUEDAR ATRÁS...
ESTUDIÉ TECNOLOGÍA PARA
EVOLUCIONAR Y TRABAJAR MEJOR.”**

IMPLEMENTOS Y MAQUINARIAS (IMCA),
COMPROMETIDA CON LA EDUCACIÓN NACIONAL, JUNTO
A LA INICIATIVA EMPRESARIAL PARA LA EDUCACIÓN
TÉCNICA, ACOMPAÑA Y TRABAJA JUNTO AL INSTITUTO
POLITÉCNICO LOYOLA EN FORJAR TÉCNICOS ALTAMENTE
PROFESIONALES QUE ASEGUEN EL PROGRESO
PERSONAL, FAMILIAR Y DEL PAÍS.

UN EJEMPLO DE ESTO ES LA CONSTRUCCIÓN
DE UN TALLER CON ESTÁNDARES INTERNACIONALES
DENTRO DEL POLITÉCNICO LOYOLA PARA QUE
LOS ESTUDIANTES, AL MOMENTO DE GRADUARSE,
SEAN ENTES ACTIVOS EN SU PROFESIÓN.

PARA SABER SOBRE ESTOS PROYECTOS
Y COMO SU EMPRESA PUEDE INVOLUCRARSE,
LLAME A 809-560-4622 EXT. 8012
O VISITE WWW.IMCACARIBE.COM/RSC.

Juntos, crece el país.



Ad Campaign



“EL CAMINO AL ÉXITO COMIENZA CON EL RECORRIDO DE NUESTROS ESFUERZOS”

JEAN CARLOS RAMÍREZ
TÉCNICO NIVEL IV
GRADUADO AÑO 2004
INSTITUTO POLITÉCNICO LOYOLA

“LA TECNOLOGÍA ES UNA EVOLUCIÓN DE LA MENTALIDAD HUMANA, Y YO NO ME QUIERO QUEDAR ATRÁS... ESTUDIÉ TECNOLOGÍA PARA EVOLUCIONAR Y TRABAJAR MEJOR.”

IMPLEMENTOS Y MAQUINARIAS (IMCA), COMPROMETIDA CON LA EDUCACIÓN NACIONAL, JUNTO A LA INICIATIVA EMPRESARIAL PARA LA EDUCACIÓN TÉCNICA, ACOMPAÑA Y TRABAJA JUNTO AL INSTITUTO POLITÉCNICO LOYOLA EN FORJAR TÉCNICOS ALTAMENTE PROFESIONALES QUE ASEGUREN EL PROGRESO PERSONAL, FAMILIAR Y DEL PAÍS.

UN EJEMPLO DE ESTO ES LA CONSTRUCCIÓN DE UN TALLER CON ESTÁNDARES INTERNACIONALES DENTRO DEL POLITÉCNICO LOYOLA PARA QUE LOS ESTUDIANTES, AL MOMENTO DE GRADUARSE, SEAN ENTES ACTIVOS EN SU PROFESIÓN.

PARA SABER SOBRE ESTOS PROYECTOS Y COMO SU EMPRESA PUEDE INVOLUCRARSE, LLAME A 809-560-4622 EXT. 8012 O VISITE WWW.IMCACARIBE.COM/RSC.

Juntos, crece el país.



Ad Campaign



“ES MÁS QUE ESTUDIOS, ES MI ORGULLO”

RAMÓN LUCAS
TÉCNICO LÍDER ÁREA DE COMPONENTES
GRADUADO AÑO 2004
INSTITUTO POLITÉCNICO LOYOLA

GREGORY FRANCO
TÉCNICO NIVEL II
GRADUADO AÑO 2004
INSTITUTO POLITÉCNICO LOYOLA

“LA TECNOLOGÍA ES UNA EVOLUCIÓN DE LA MENTALIDAD HUMANA, Y YO NO ME QUIERO QUEDAR ATRÁS... ESTUDIÉ TECNOLOGÍA PARA EVOLUCIONAR Y TRABAJAR MEJOR.”

IMPLEMENTOS Y MAQUINARIAS (IMCA), COMPROMETIDA CON LA EDUCACIÓN NACIONAL, JUNTO A LA INICIATIVA EMPRESARIAL PARA LA EDUCACIÓN TÉCNICA, ACOMPAÑA Y TRABAJA JUNTO AL INSTITUTO POLITÉCNICO LOYOLA EN FORJAR TÉCNICOS ALTAMENTE PROFESIONALES QUE ASEGUEN EL PROGRESO PERSONAL, FAMILIAR Y DEL PAÍS.

UN EJEMPLO DE ESTO ES LA CONSTRUCCIÓN DE UN TALLER CON ESTÁNDARES INTERNACIONALES DENTRO DEL POLITÉCNICO LOYOLA PARA QUE LOS ESTUDIANTES, AL MOMENTO DE GRADUARSE, SEAN ENTES ACTIVOS EN SU PROFESIÓN.

PARA SABER SOBRE ESTOS PROYECTOS Y COMO SU EMPRESA PUEDE INVOLUCRARSE, LLAME A 809-560-4622 EXT. 8012 o VISITE WWW.IMCACARIBE.COM/RSC.

Juntos, crece el país.

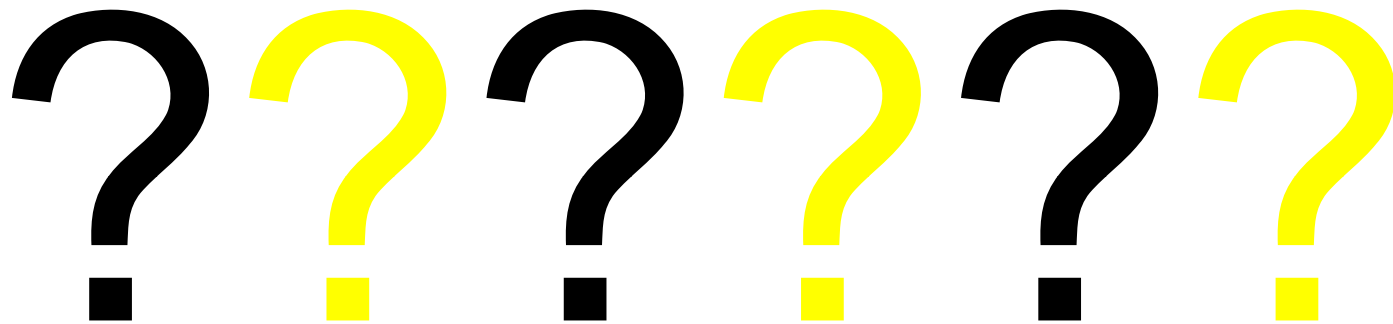


Ad Campaign

CRECE CON NOSOTROS
Inscríbete en el programa ABC de IMCA y especialízate como técnico, entra www.imcadom.com/abc para más información.

IMCA
IMPLEMENTOS
& MAQUINARIAS

QUESTIONS



THANK YOU!!!

Pedro Esteva

Chairman & CEO

IMCA

Santo Domingo, Dominican Republic

esteva@imcadom.com

