



A Q U I T

EDUCATION, QUALIFICATION AND
CERTIFICATION OF SERBIAN IT-EXPERTS
for the needs of IT projects and companies in
Germany and the EU

3rd round of courses –
Presentation of the project June 15, 2005
Belgrade

Agenda



09:00 – 09:30	Registration
09:30 – 09:45	Opening, Welcome of the host institution(s): <ul style="list-style-type: none">• Prof. M. Nedeljkovic, Dean of the Faculty of Mechanical Engineering Belgrade• Prof. A. Sedmak, Ministry of Science and Environmental Protection, Republic of Serbia• Mr. Greiff, Embassy of FR Germany in Belgrade
09:45 – 10:05	Competitive Knowledge- and Technologytransfer – the approach of the Steinbeis Foundation/ Steinbeis University Berlin (SUB – Prof. Dr. Dr. h.c.mult. Jhann Löhn)
10:05 – 10:25	Presentation of DEG mbH and its policies (Mr. Nuffer)
10:25 – 11:00	Presentation of AQUIT project and its structure <ul style="list-style-type: none">• General presentation (Prof. A. Jvanovic) – 10 min• Innovation Center Belgrade (Prof. I. Arandjelovic) – 5 min• Innovation Center Novi Sad (Prof. Z. Konjovic) – 5 min)• Innovation Center Kragujevac (Prof. N. Filipovic) – 5 min• Innovation Center Nis (Prof. M. Trajanovic) – 5 min• Certification (Prof. A. Jvanovic) – 5 min
11:00 – 11:30	<i>Coffee break; “AQUIT Exhibition” (display of posters on AQUIT structure, pilot project, partner universities and companies, courses...)</i>

Agenda



11:30 – 11:45	<p>Example of AQUIT Pilot Project with a Serbian university (Dr. O. Tomic, Prof. M. Trajanovic)</p> <ul style="list-style-type: none">• Presentation of the Serbian partner (University of Nis)• Presentation of the German partner (MIT GmbH, Aachen)• Contents of work and deliverables
11:45 – 12:00	<p>Example of AQUIT Pilot Project with a Serbian Software Company (Mr. Jegdic/ Mr. Babic/ Mr. Balos)</p> <ul style="list-style-type: none">• Presentation of the Serbian partner (SAGA d.o.o.)• Presentation of the German partner (BNS GmbH, Erfurt)• Contents of work and deliverables
12:00 – 12:15	<p>“AQUIT after AQUIT” – Future plans and expectations</p> <ul style="list-style-type: none">• Overall structure, Education/ Certification, Outsourcing• Hosting of Local AQUIT Offices Serbia: universities, institutes, private companies<ul style="list-style-type: none">○ Examples of hosting at a university and IT companies (Prof. A. Jovanovic)○ Example of hosting at an Institute (Prof. D. Domazet)• Panel discussion
12:15 – 12:45	<p>AQUIT Certificates Award ceremony (certificates will be handed out by Prof. Lohn)</p>
12:45 – 14:00	<p>Cocktail Reception. During the reception, guests will have an opportunity to discuss the possible collaboration with German partners through AQUIT infrastructure. This time will be also used for interviews of STW and DEG representatives, and main AQUIT stakeholders with local media.</p>



PARTICIPANTS OF THE MEETING

- 110+ overall
- ca. 60% AQUIT stakeholders
- ca. 40% certificate nominees
- high representatives of
 - German embassy (Herr Greiff)
 - Steinbeis and DEG (Prof. Löhn, Herr Nuffer, Herr Haug)
 - Serbian government (Prof. Sedmak)
 - Deans and department heads of Universities in Belgrade, Novi Sad, Kragujevac, Nis, Zrenjanin and Subotica
 - Directors of important industries (Zastava, Dunav-Preving, ...)
- 4 TV teams
- 4 newspapers/magazines

AQUIT



- AQUIT is a co-operation project between the Steinbeis Foundation Germany (a worldwide operating know-how and technology transfer innovation service enterprise with more than 4,000 employees in more than 600 transfer centers in more than 40 countries) and the German organization DEG (Deutsche Investitions- und Entwicklungsgesellschaft mbH, member of KfW Banking Group, one of the largest European development finance institutions) addressing the issue of

„**Ausbildung und Qualifizierung von IT-Arbeitskräften in Serbien – Qualification and certification of potential Serbian IT-experts**“.



STEINBEIS FOUNDATION

www.stw.de



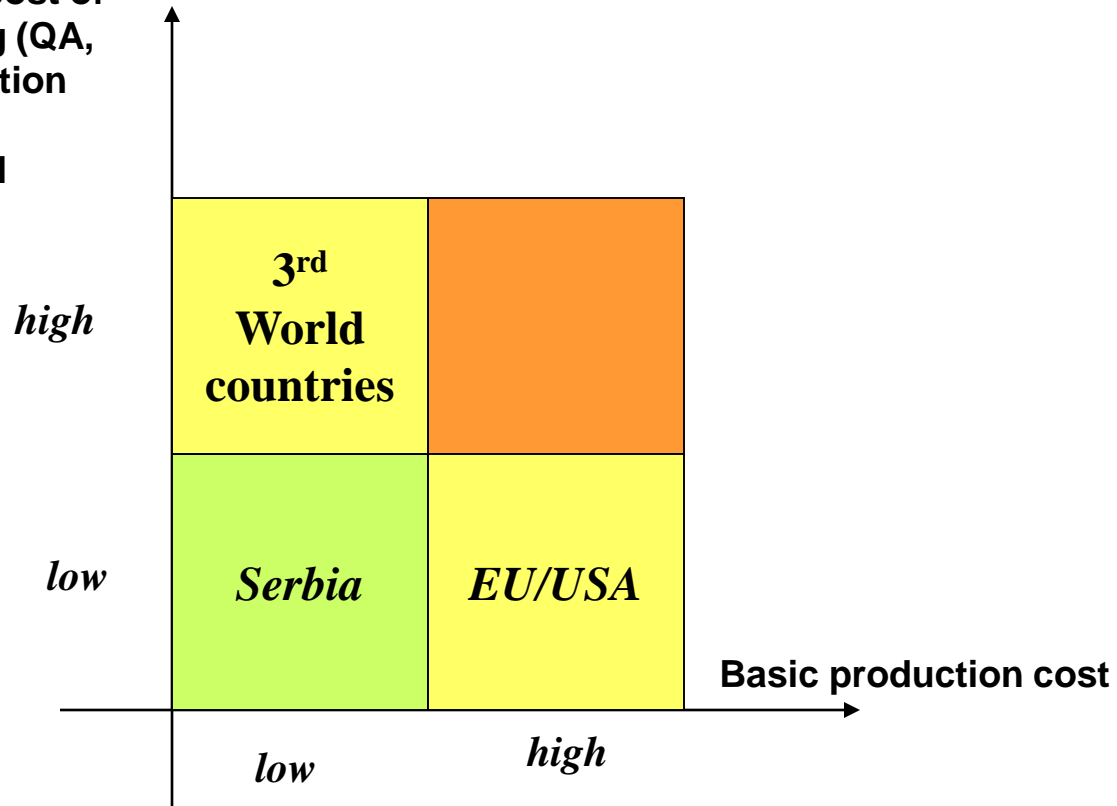
Deutsche Investitions- und Entwicklungsgesellschaft mbH

www.deginvest.de



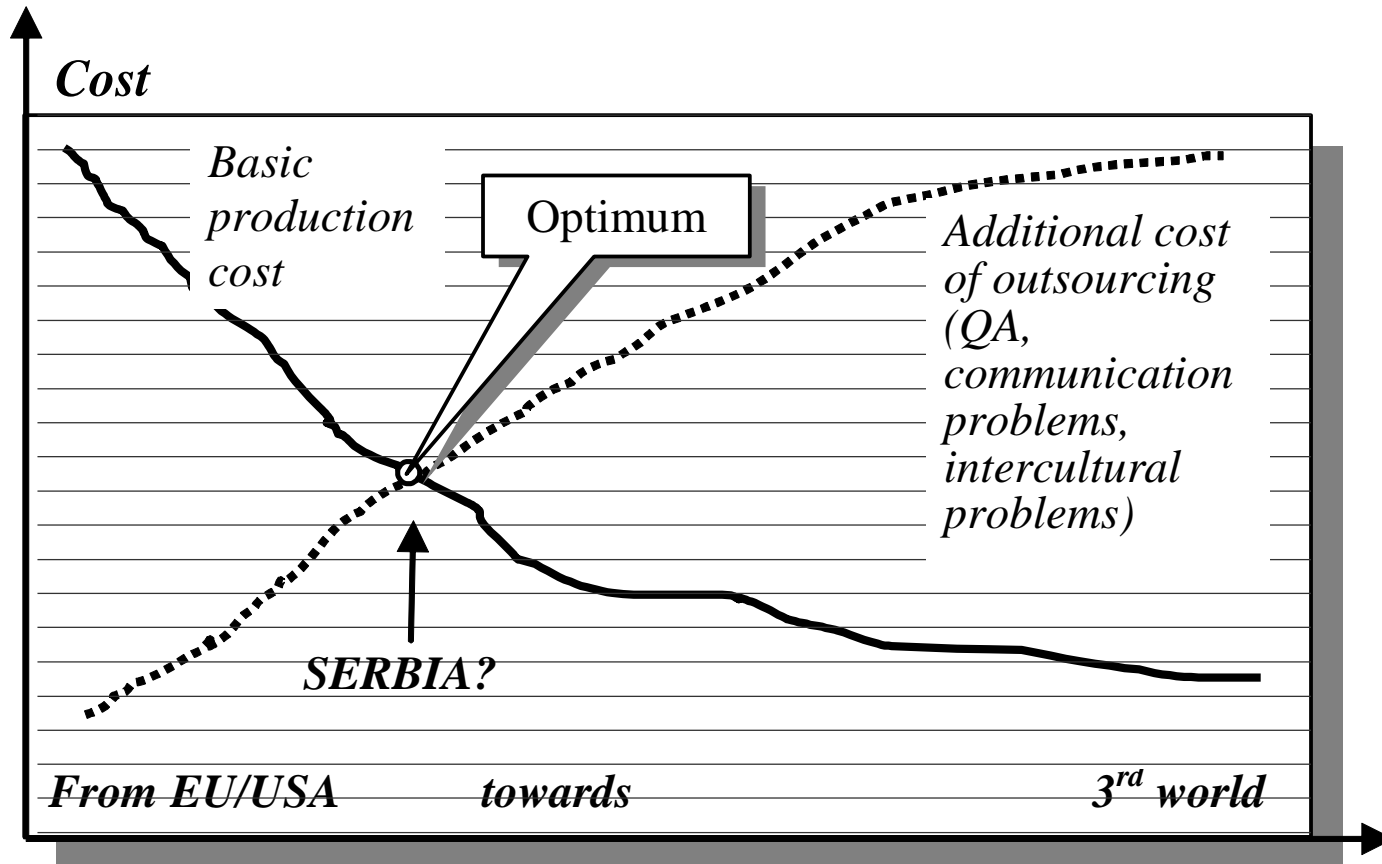
AQUIT Basic idea

Additional cost of outsourcing (QA, communication problems, intercultural problems)





AQUIT Basic idea





AQUIT Components

Main components of AQUIT are:

- **AQUIT Infrastructure**
- **AQUIT Courses**
- **AQUIT Roaster of Certified IT experts**
- **AQUIT (Pilot) Projects**



AQUIT Team (under Steinbeis contracts)

- 1. Mr. Daniel Balos (Dipl.-Ing.)**
Steinbeis-PL: Databases, Trainer/Train-the-trainer, QA-Manager...
- 2. Mr. Jan Bandera (Dipl.-Ing. FH)**
Steinbeis-STZ-L: International cooperation...
- 3. Ms. Sanja Bozulic (Dipl.-Ing.)**
Steinbeis-STZ-L: Course materials...
- 4. Ms. Radmila Guntrum (Dipl.-Ing.)**
Steinbeis-PL: Local AQUIT Office Serbia, QA in Serbia, trainer, ...
- 5. Ms. Snezana Jovanovic (Dr., Dr. med.)**
Steinbeis-STZ-StL: Project Manager deputy, contracts, ...
- 6. Mr. Mateja Opacic (Dipl.-Ing.)**
Steinbeis-PL: Local AQUIT Office Serbia, communication Serbia, press, ...
- 7. Mr. Miodrag Perunicic (Dipl.-Ing.)**
Steinbeis-PL: Web-Manager, reporting, Communication, Organization ...
- 8. Mr. Arthur Sauter (Dr.-Ing.)**
Steinbeis-PL: Presentations, PR, Links to companies in Germany ...
- 9. A. Jovanovic (Steinbeis-STZ&STI-L)**



Project „in a nutshell“

➤ **Main goal of the project:**

- Creation of an outsourcing- and education infrastructure (IT-qualification and certification) in Serbia, according to the special requirements and needs of German / EU industry partners

➤ **Main project measures:**

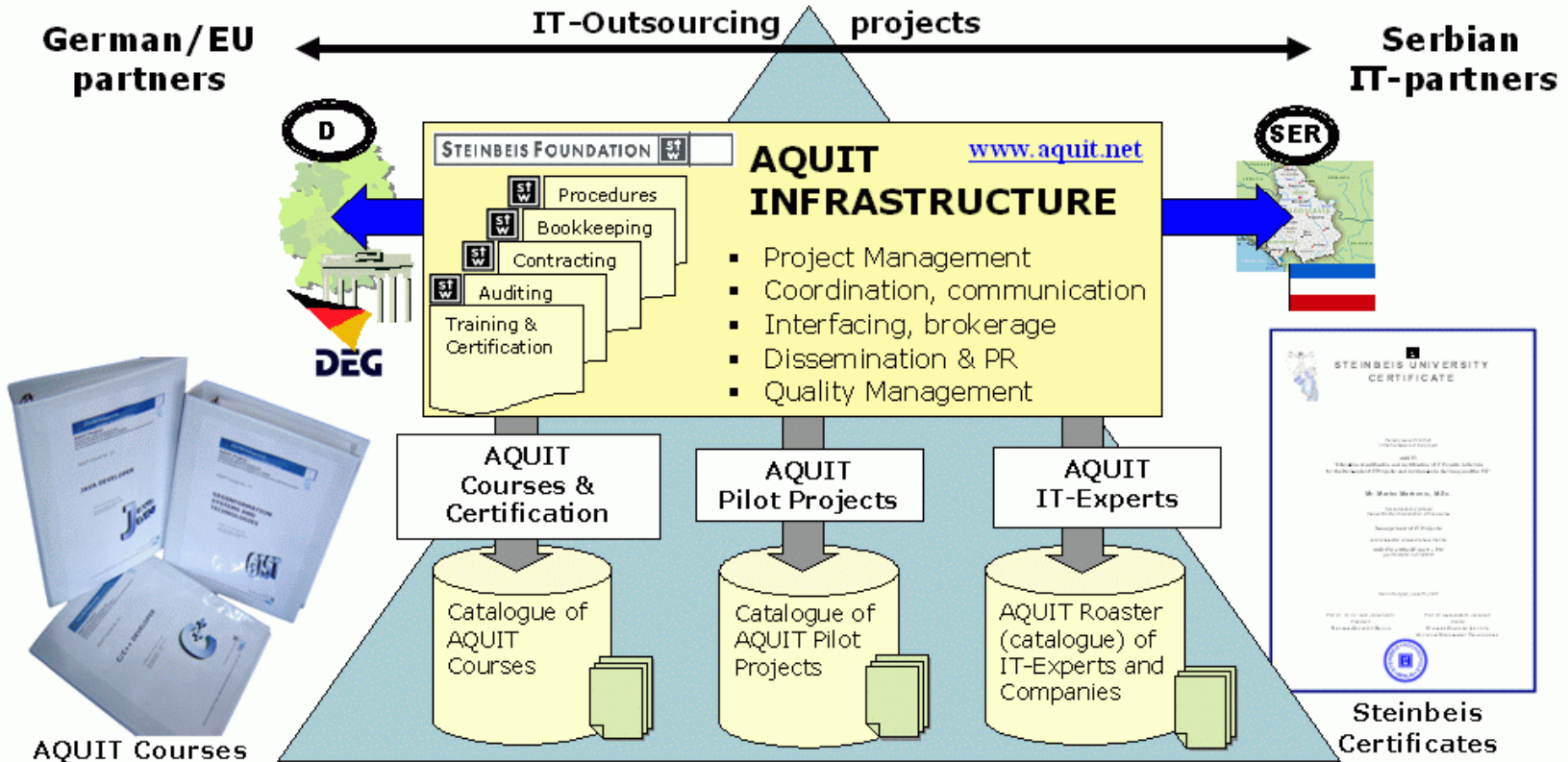
- Preparation of IT experts in Serbia for work for EU partners
- Qualification/certification on site in Serbia
- Train-the-Trainer measures in Serbia (multiplication effect)
- Pilot projects in the collaboration of German industry partners

➤ **Main benefits:**

- Germany: Pool of qualified and certified Serbian IT experts who will be able to work in their country without coming to Germany, but in accordance with German requirements and standards
- Serbia: Transfer of important, clean technologies and methods which are in great demand, thus accelerating Serbia's „alignment“ to European economy ... **NO BRAIN-DRAIN!!!**



AQIUT Solution



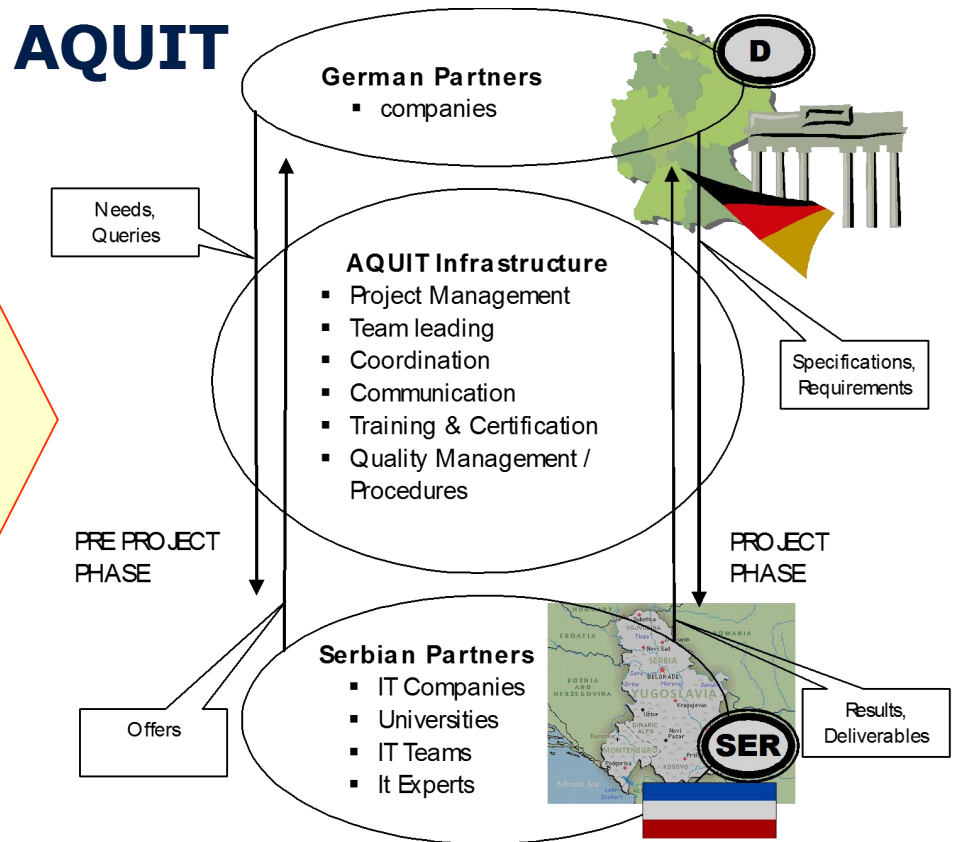
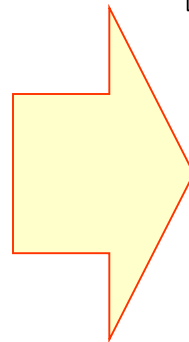
**AQIUT original/unique
Technology Transfer Infrastructure**



AQIUT Approach: the „Dual System“

Technology Transfer by means of Education & Certification

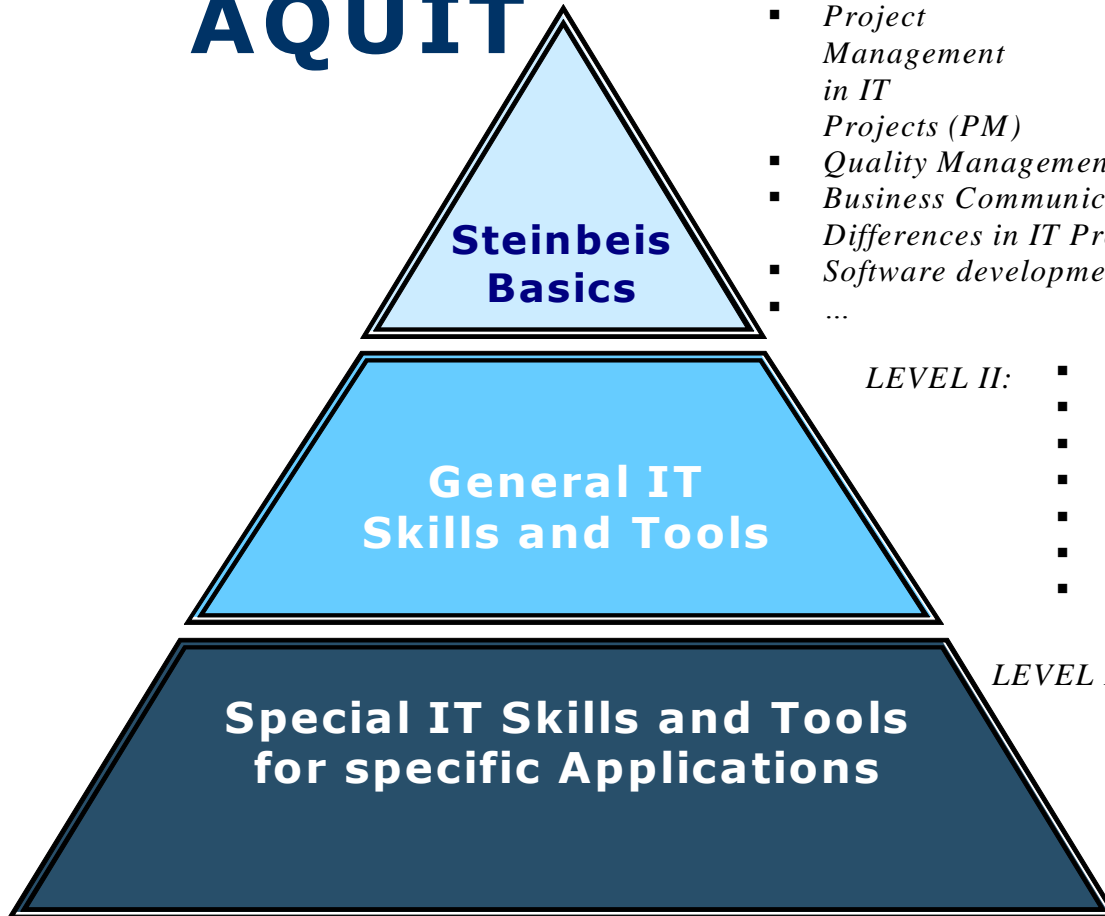
Technology Transfer by means of Projects & Outsourcing



AQUIT Education and Certification



AQUIT



LEVEL I:

- *Project Management in IT Projects (PM)*
- *Quality Management in IT Projects (QM)*
- *Business Communication and Management of Intercultural Differences in IT Projects (InterCult)*
- *Software development process improvement (CMMI)*
- ...

LEVEL II:

- *Relational Database Systems (RDMBS)*
- *C/C++ Developer (CPP)*
- *Java Developer (JDEV)*
- *Visual Basic Web Solution (VBNET)*
- *C# (C#)*
- *Design Patterns... (RefC; RefJ)*
- ...

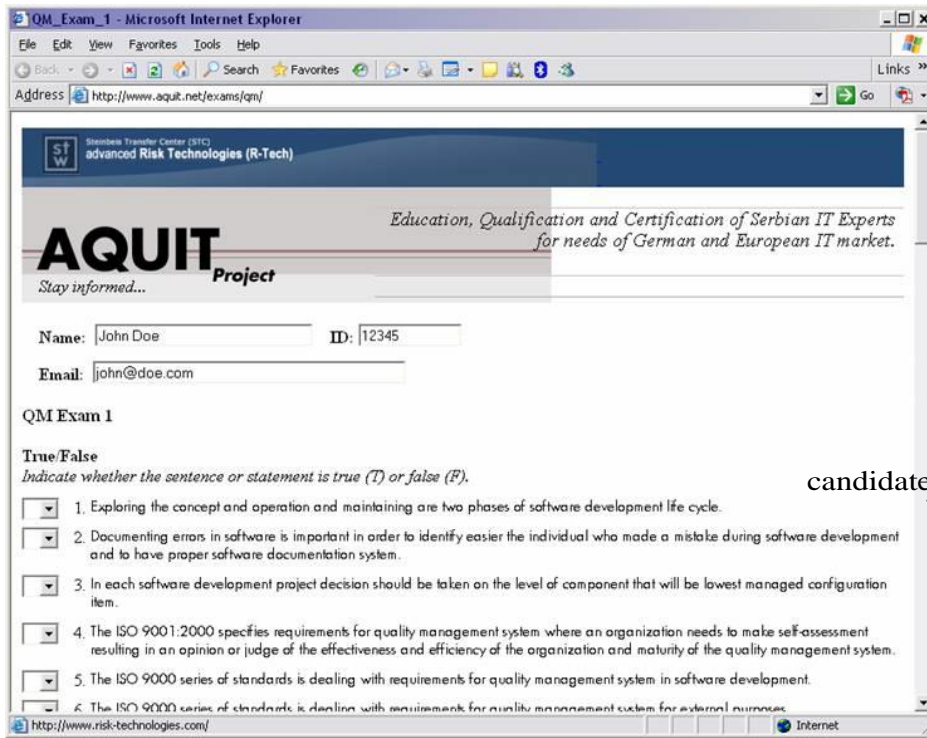
LEVEL III:

- *Intranet/Extranet Banking (E-Bank)*
- *Medical Applications (MedApp)*
- *Mobile Telephony (EmbedC)*
- *Energy Efficiency (EnEff)*
- *Risk and Insurance (RISK)*
- ...

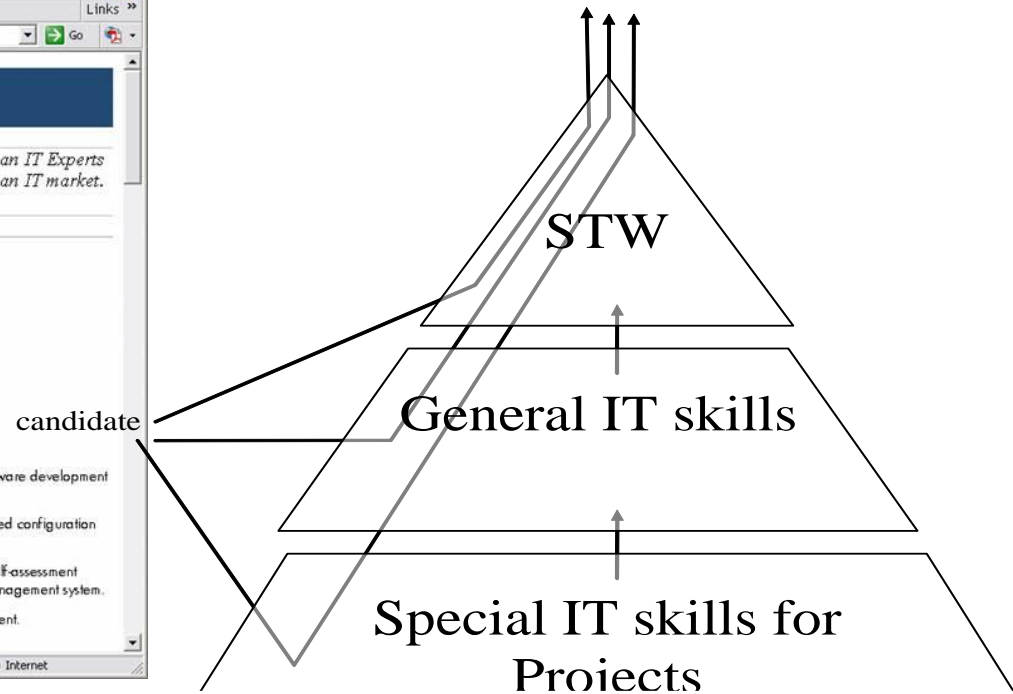


AQUIT- Certification Scheme

- Different starting points with respect to the AQUIT certification :



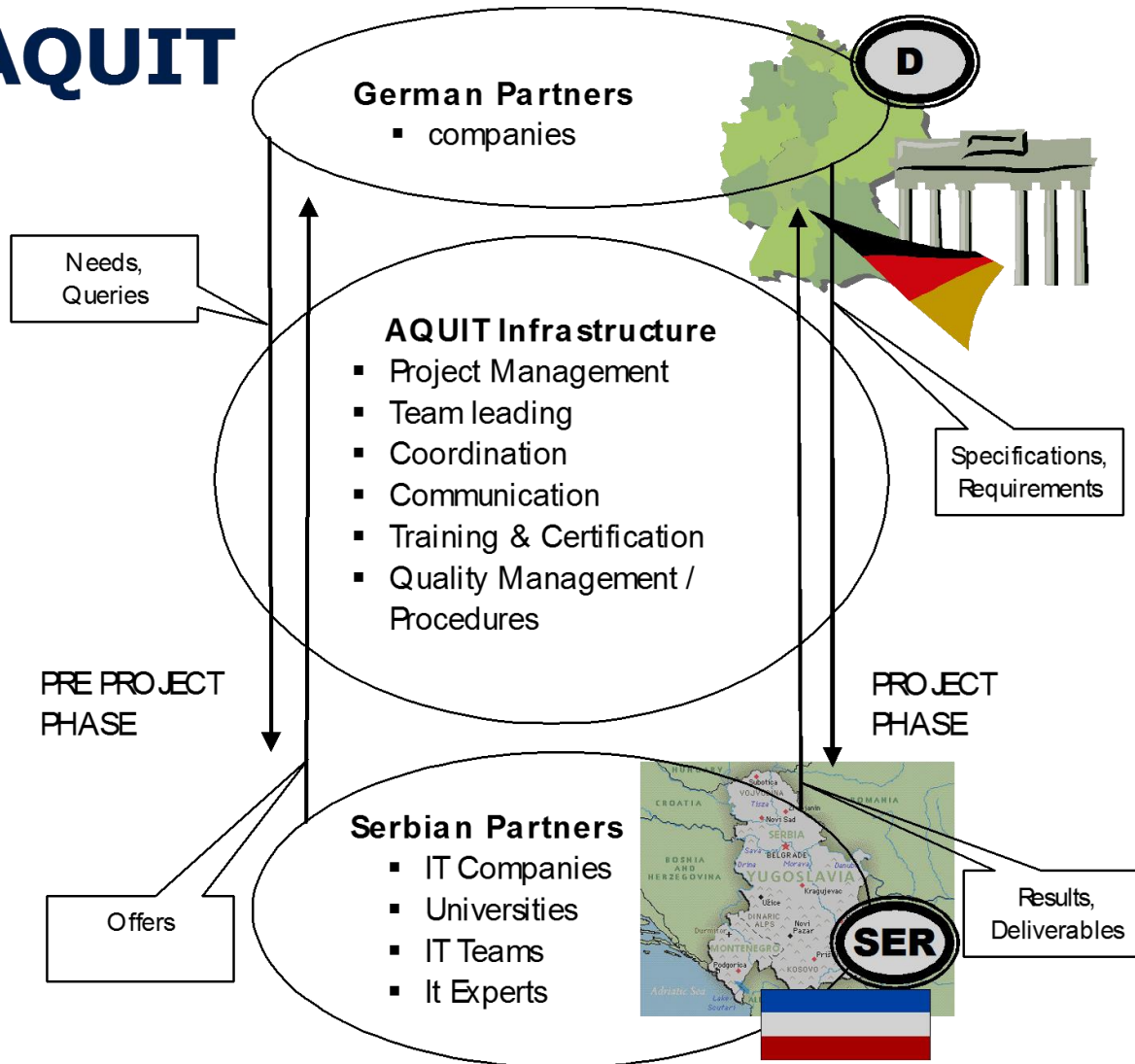
Project / company in Germany





AQUIT Pilot Projects

AQUIT



3 parties instead of 2!




AQUIT in numbers, June 2005 ...

- **ca. 900** **Participations in the courses**
- **330+** **IT Experts involved in the roster**
- **178** **Certificates issued**
- **98** **Persons certified**
- **26** **Courses prepared**
- **56** **Courses held**
- **4** **Projects under contract**
- **6+** **Projects under consideration**



Conclusion

- **INNOVATIVE** concept of technology transfer (education + projects)
- **SUSTAINABLE** concept (will last after the project end)
- **TANGIBLE** results (numbers and €'s!)

- **WIDELY ACCEPTED/ESTABLISHED >>>  !**



Conclusion - Benefits

- **COURSE PARTICIPANTS**
- **LOCAL TRAINERS**
- **LOCAL COMPANIES (participating in the projects)**
- **GENERAL**

Conclusion – Steinbeis STW in AQUIT



➤ **S** – SUSTAINABLE

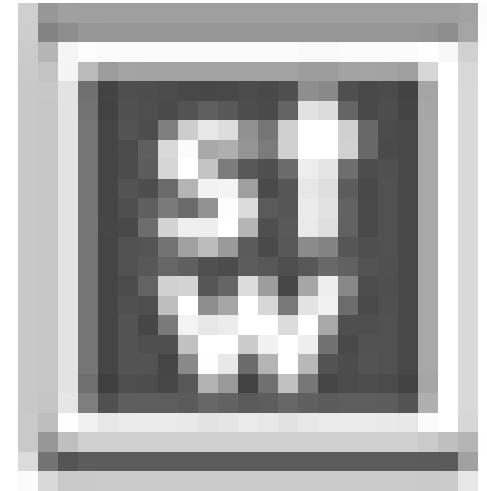
- AQUIT infrastructure
- self-sufficiency
- flexibility

➤ **T** – TANGIBLE

- Certificates
- Course materials
- Projects

➤ **W** – worth-the-money

- Low (fixed) costs
- Lean-management
- Best/unique at the market

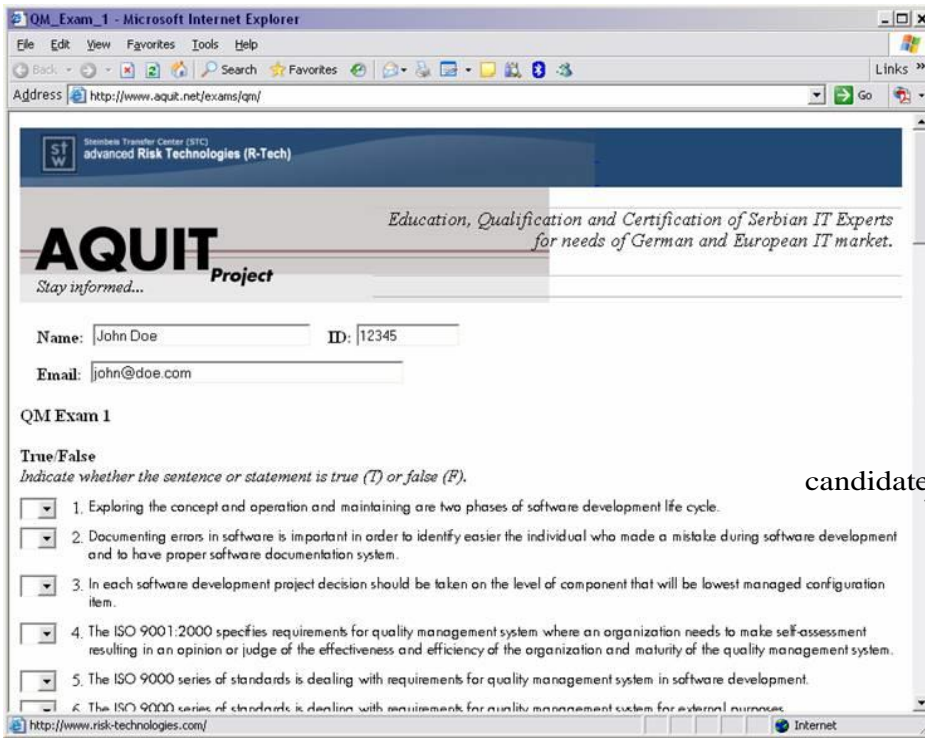




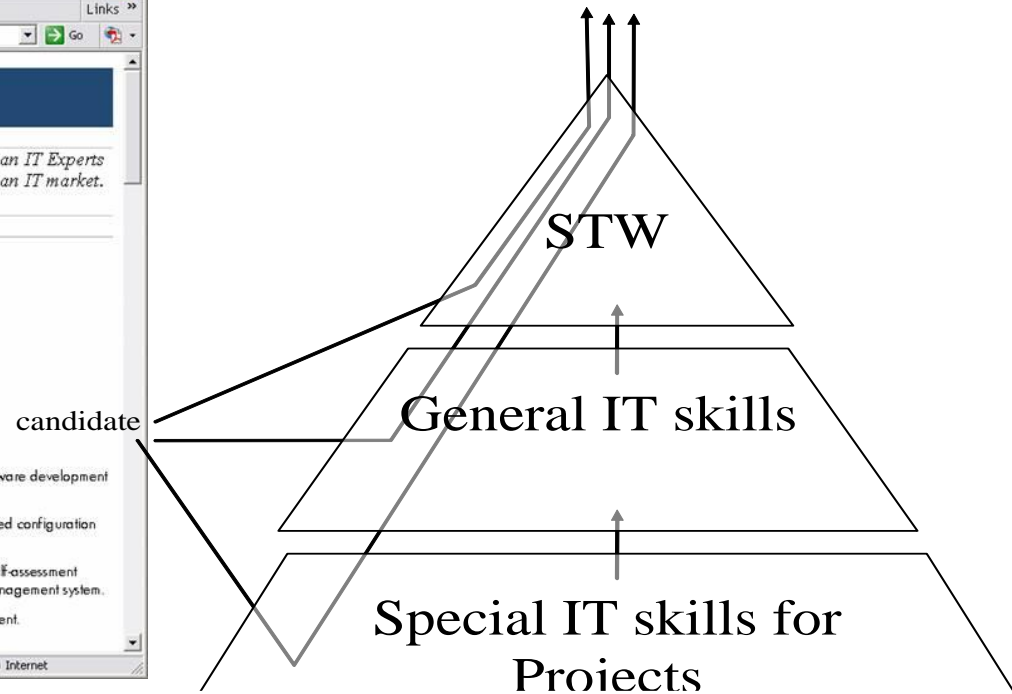


AQUIT- Certification Scheme

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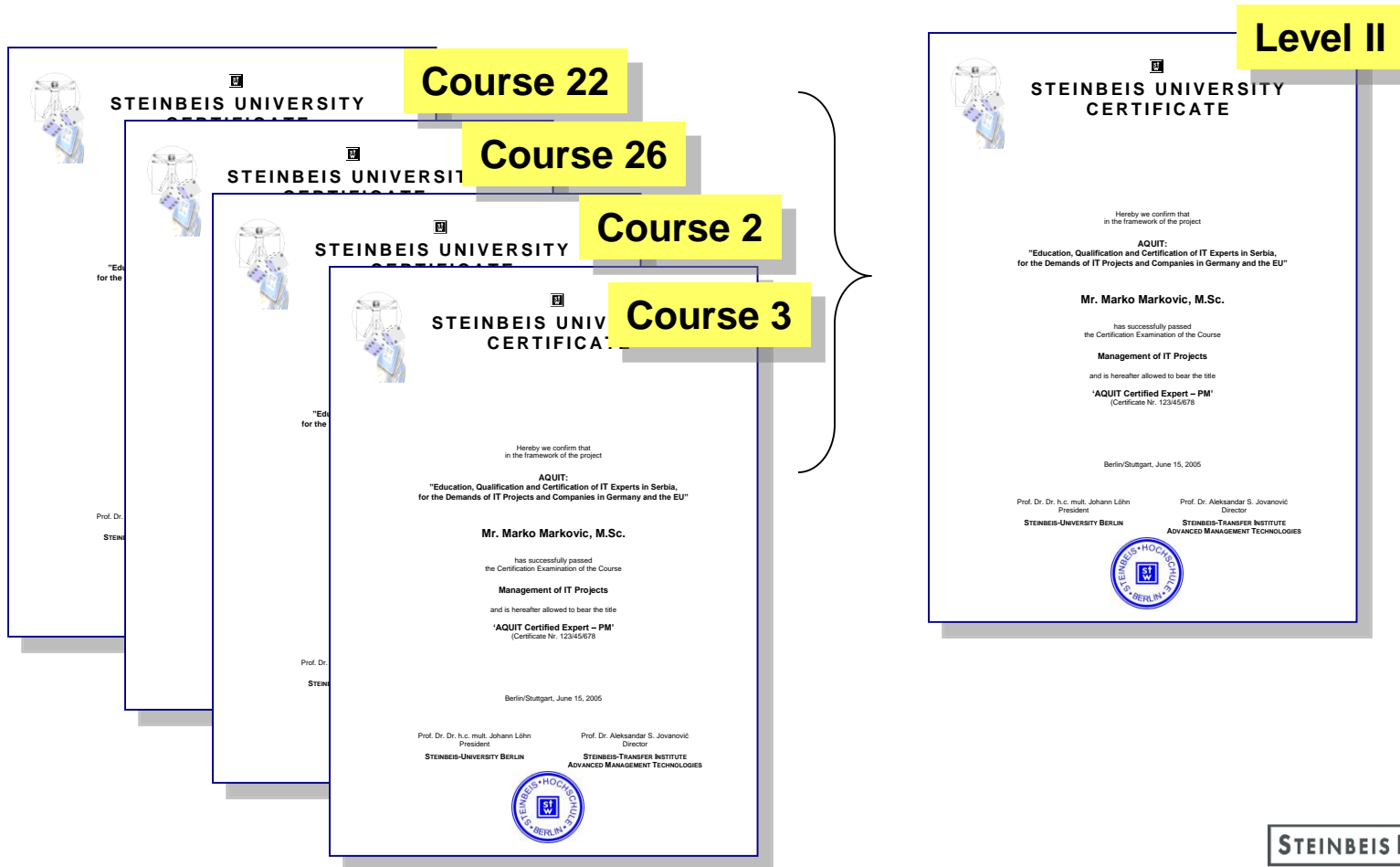
Project / company in Germany







AQUIT- Certification Scheme


- AQUIT Curriculum: Several, logically grouped courses/certificates, leading to, e.g., **“AQUIT IT-Expert: Database Technologies” Level II**



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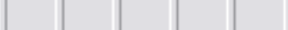


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
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Safetynet - A Network on Process Safety

The objective of Safetynet is to set up a common European information market for process safety. Safetynet has been developed from Oct. 1998 - Sep. 2001. It has been funded by the European Commission under the contract BRRT-CT98-5062.

Safetynet is now sponsored by   

We believe that the available information are worthy to be maintained and we will continuously add information

*[The papers of the International ESGM-Symposiums 2001 and 2003](#)
"Process safety and industrial explosion protection"
are now available as download.*

**The 4th International ESGM-Symposium will take place on 11.-13. October 2005
at Nürnberg, Germany**
Programme [\(English version\)](#) [\(Deutsche Version\)](#)

The European Commission and The German Fire Protection Association
are organising a two-day Conference on
[Risk and Emergency Management - Research and Policy Perspectives](#)
8-9 June 2005, Hannover, Germany
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Impressum

We build economic development machines



Under the "Theory of Technopole", economic scientist have formulated the "New business and regional policies" theory , which describes creative growth policies.

As endogenous growth parameters in the beginning, an active technological policy and a strategically aligned training and qualification policy are worked out.

This knowledge is the basis for differentiating economic policies, known as "new regional policy" and which is a worldwide characteristic for economic regions.

The Balanced Network Systems GmbH develops management systems based on this knowledge. Because of the very complex multidimensional parameters involved in a regional network, the Balanced Scorecard System is the ideal tool for control. Our "economic development machines" are based on databases, and browser friendly networks.

We develop customized systems, based on profitable segments, bring together the actors (companies, economic development agencies and research facilities) in a strategic goal with a measurement system, implement the system and strive for a "learning organisation".



AQUIT after AQUIT

- EXTENSIONS/EXPANSIONS
 - Geographical – “AQUIT Franchise”
 - Other branches of industry
 - ...
- PROJECTS
 - Medical
 - GIS
 - MechSOFT – General Engineering
 - BMW – General Outsourcing
 - ...
- EDUCATION
 - Courses in LAOS'es
 - Universities
 - Targeted collaboration FIT / STI889 / SUB
 - ...



AQUIT after AQUIT

➤ COLLABORATION

- Companies
- Universities >> Incubation/Innovation
- GTZ
- Employment Agencies
- ...

➤ EVENTS

- Brokerage Event at Steinbeis Day Sept. 30, 2005
- Presentations and B2B at Systems 2005
- Brokerage Event Serbia (?)
- Promotion and Presentation at CeBit 2006
- ...



MANY THANKS TO ALL...

... and, please, do continue working and
looking at www.aquit.net

Your AQUIT Team