

THE PROGRAMME FOR Q1:

The following is an outline of the programmes which will be offered in Quarter 1 of 2010. It is a relatively restricted programme which will be expanded upon if funding can be secured for the rest of the year.

Data Protection Workshops - Morning 1/2 Day €100:

We have been asked by a number of companies to provide information on the issues which arise in relation to the use of client's data that should be protected and secured from misuse or theft. This 4 hour workshop will go through the issues which apply to all companies in our sector who receive client information and will be especially important to anyone who processes data transactions where they have end-user data as well. This morning workshop (8am to 12 noon) will be offered twice in the first quarter in a Northside and Southside location and will cost €100 per participant to include coffee and danish on arrival!

Diploma in Packaging Technology - Part time, Feb to Nov:

The internationally recognised qualification for packaging professionals is the Diploma in Packaging Technology which is offered in conjunction with the IOP - the Packaging Society. This extensive diploma runs from February to November on a part time basis with sessions one evening per week and a number of Saturdays during the year. As well as class room discussion, a number of site visits are included. All lecturers on this programme are involved in industry and are at the cutting edge of their field. For more information, please contact Lorcán Ó hÓbáin at lorcan@printpacktraining.ie

To find out more about these or any of your other training needs contact us today.



The Print and Packaging Skillnet is funded by member companies and the Training Networks Programme, an initiative of Skillnets Ltd and is funded from the National Training Fund through the Department of Enterprise Trade and Employment.

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Advanced Selling Techniques - 2 Days €600, 22nd - 23rd March:

Now, more than ever, is the time for good sales technique. The present business environment means that every opportunity must be maximised and every possible prospect closed. Whether you are the one salesperson for your company, or you have a team of salespeople, those skills need occasional fine-tuning to maximise the return for the time and financial investment made. Our trainer, Robert McKernan, is a very experienced salesman, sales manager and trainer of sales people. This programme has been run a number of times over the past four years and has always had excellent ratings from participants. It is designed for relatively experienced sales people and provides a challenging 2 day programme which will improve performance. The cost is €600.

Adobe InDesign - 1 Day €200, 23rd March:

Our 1 day programme for those who use InDesign has proven consistently popular with members. The detailed outline is available on request but will provide a solid grounding for those coming to grips with InDesign. Offered through New Horizons, this programme will only be offered once in the first quarter and early booking is recommended. The cost is €200 per participant.

Microsoft Excel - 1 Day €150, Wed 10th March:

This 1 day programme offers participants a comprehensive base for using Excel in an office environment. All of the basic functionality will be covered as well as an outline of the broader capabilities of the software. A detailed programme outline is available and the cost per participant will be €150.

THE PRINT & PACKAGING SKILLNET NEWSLETTER



TRAINING NETWORKS SURVIVE!

Skillnets Ltd have been successful in retaining the level of funding eventually received in 2009 for 2010. This is a testament to the success of the model in terms of delivering enterprise led training in a cost efficient and accountable manner.

There was a real danger that the Print and Packaging Skillnet (along with other training networks funded by Skillnets) would not survive the recent budget. The Department of Enterprise Trade and Employment, who fund the programme, were unable to commit to a level of funding until

immediately after the budget was announced.

So what does this mean for the Print and Packaging Skillnet?

We have already secured funds to allow us run a programme of events in the first quarter of 2010. This funding has been approved on a bridging basis only and we have to make a full proposal for the rest of 2010 and 2011 by the end of February. You will see an outline of the proposed programme for Q1 in this newsletter and we ask for your support.

WE NEED YOUR HELP: PLEASE RESPOND.

Over the coming weeks, we will be asking you for a letter of support indicating that you remain committed to the objectives and purpose of the Print and Packaging Skillnet. This is very

important in terms of us securing funding for the next two years as it is the only way we can demonstrate to Skillnets that our sector remains committed.

We look forward to meeting your training needs in the early part of 2010 and hopefully for the rest of the year and 2011 as well!



THE PRINT & PACKAGING SKILLNET - THE PAST & THE FUTURE

The Print and Packaging Skillnet has been in operation for 4 years now having started business on the 1st January 2006. The achievements of the Skillnet are substantial and it is thanks to you and your support.

Since 2006 the Skillnet has:

- Facilitated training of over 1,000 individuals
- With 152 Companies
- Giving a total of 6,500 days training
- €1.3m was committed to training & development
- Industry has contributed almost €600k

As well as the broad range of training and the diverse group of people who have been involved, we have also run a series of network events for chief executives, owners and senior managers in the industry. These have helped people build up their network of contacts in the industry and provided opportunities for additional business and shared initiatives.

What has changed for 2010? Do more with less

There have been a number of changes in the way the Skillnets programmes will run in 2010. Fundamentally, we will be asked to do more with less. This is not surprising given the pressure on the public finances and certainly is the way most businesses have been operating over the last year or more.

The key impact on member companies is that

the level of funding which will be available for programmes will be somewhat lower. However, it is the intention of your Steering Group (who oversee the management of the network) to minimise the impact of this change on programme prices and to maximise efficiencies in purchasing and other expenditure.

Unemployed Trainees can now avail of training.

The other fundamental change in 2010 is that the participation of unemployed people will be allowed for the first time. This can include those on short time or layoff. One of the reasons that Skillnets was successful in securing funding for 2010 was our initiative to include a small number of unemployed trainees on some of our programmes.

We anticipate having approximately 10% of our training participants in this category.

The logic is simple. We only offer training that companies have said they need. This should mean that an unemployed person is receiving the most relevant training as employers require it.

Secondly, and in addition to the morale boost for the unemployed person, they also will have an opportunity to expand their network of contacts in relation to any job opportunities which may arise.

Finally, we believe that it will also provide a pool of relevantly trained potential employees for companies in the sector who may wish to recruit.

WHAT DO YOU WANT FROM YOUR NETWORK IN 2010?



The whole concept of the Skillnets model is that the training which companies require should be provided to them in a cost efficient manner. It should also be delivered in a style and format appropriate to the audience and at times and time segments that best suit the participating businesses rather than suiting the trainer.

The only way we can continue to meet your needs is for you to share with us what needs you anticipate having in 2010. Our experience is that only a small number of companies consistently share their needs with us, but that those needs are indicative of the common needs of the sector in general. SO - we are very keen to hear from you in relation to any need you have - we can work with the information supplied to develop and promote programmes - but only if you tell us!!!



It is vital that we have your input into the programmes for 2010 as this will bring relevant, needs based training and will help to keep the network thriving.