

BAUER Training Center GmbH

Your partner for employee, customer and
business partner trainings

BAUER Maschinen GmbH
4th Western European Marketing Conference
8th October 2009



BAUER Training Center GmbH

Your partner for trainings



1. BAUER Training Center GmbH (BTC)

- Scope of activity
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- BTC Certification

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- Training concepts
- Main targets
- Effects of new concept
- Main project steps
- Regional training locations
- Roll out of Operator's training

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- Plan of training site
- Stations of training site

4. Training for customers and business partners

- Rotary drillings rigs, hydraulic grabs, trench cutters and pile drivers

5. Summary

BAUER Training Center GmbH

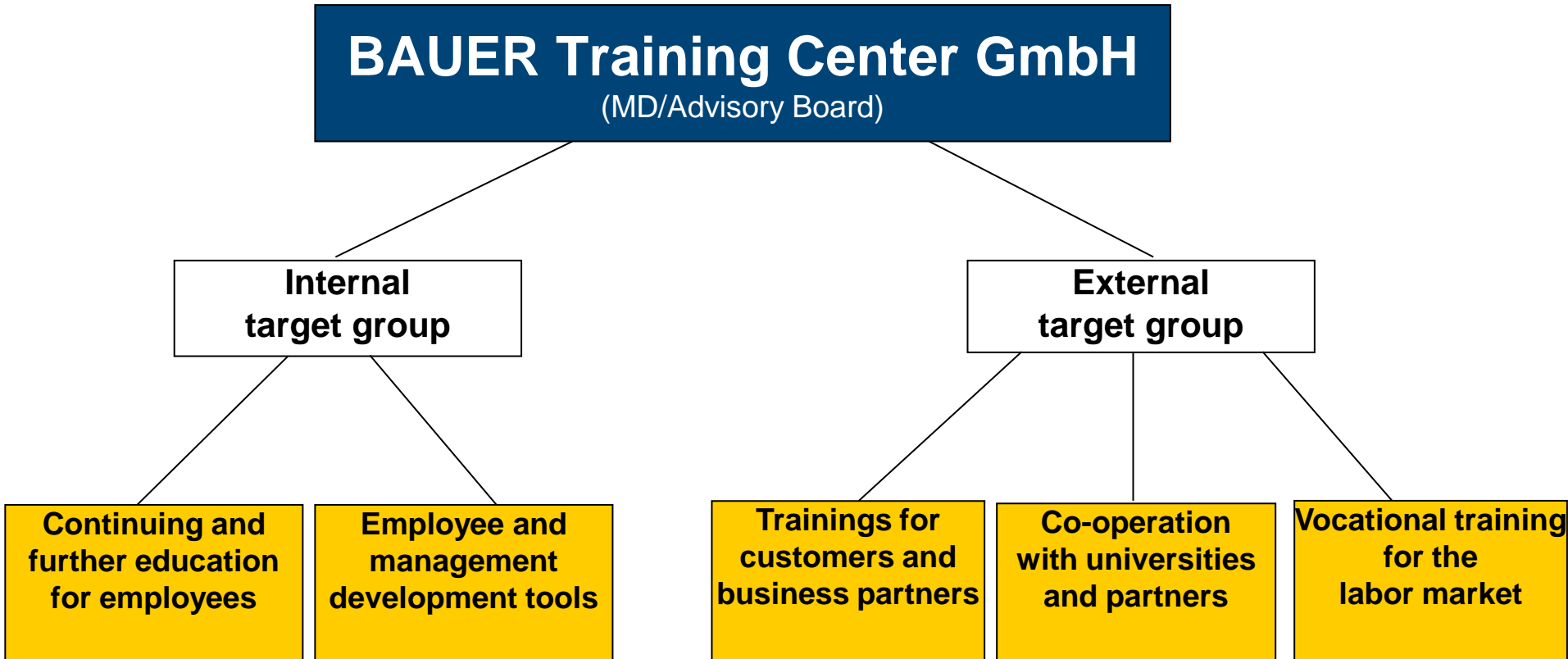
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1. BAUER Training Center GmbH

- **On March 1st, 2009 the BAUER Training Center GmbH was founded.**
- **Centralization of BAG's Personnel Development & Further Education and the training measures of BMA's After Sales Service for customers**
- **BTC - your initial contact for all measures related to vocational training, continuing and further education (except for apprenticeships)**
- **Integration of training activities of our affiliated companies into BTC**

1. BAUER Training Center GmbH: Scope of activity



1. BAUER Training Center GmbH: BTC Targets

Continuous improvement
of training measures

Expanded training services
for customers

BAUER
Training Center

Meeting all safety standards
for equipment operation

International recognition of
certificates, e. g. rig operator licence

1. BAUER Training Center GmbH: BTC Certification

- **BTC was certificated with the ISO 9001 standard in 2009.**
- **BTC is also an approved partner for advancement of vocational training after German employment promotion law certified by TÜV Süd Management Service GmbH.**



2. Operator's Training for the Future: Training concepts

PAST

Customer Operator trained by Bauer instructor

4 weeks, 1 instructor: 1 trained customer operator

FUTURE

Customer operator
trained by training
center (theory)

1 week

15 participants

1 trainer

Customer operator trained by
Bauer instructor (practice)

1- 2 weeks

1 participant

1 instructor

2. Operator's Training for the Future: Main targets (1)

- **Up-date training and qualification for BAUER instructors**
(up-date theoretical & practical know-how)
- **Two-step training for customer operators**
 - **Theory: Basic knowledge of equipment (Module A)**
by BTC trainer
 - **Practice: Efficient practical training (Module B)**
based on content of Module A
by Bauer instructor

2. Operator's Training for the Future: Main targets (2)

- **Customer buys equipment and sends operator for "theory training" (Module A) with BTC (Schrobenhausen or regional training location)**
- **Customer receives certificate on Module A (basic training)**
- **Bauer instructor provides practical training/ instruction (Module B) based on content of Module A**
- **Bauer instructor gains additional capacity for own qualification**

2. Operator's Training for the Future: Effects of new concept (1)

- **Qualified standard training:** Training can be conducted at the BAUER facility classrooms (at Schrobenhausen and also locally in local language) in regional training locations
- **Efficiency and quality of training can be increased:**
10 - 15 operators can be trained together
BAUER will use standard training materials
- **Basic knowledge and customer satisfaction can be increased:**
Every new operator has a basic theoretical knowledge before he even sees the rig

2. Operator's Training for the Future: Effects of new concept (2)

- **Warranty aspects are considered:** BAUER has a legal proof of all trainings conducted
 - Increasing safety awareness
 - Avoidance of equipment overturns
 - Reduction of downtimes
 - Decreasing costs of repair
 - Increasing the efficiency (higher production output)
 - More efficiency, more quality and more customer satisfaction

2. Operator's Training for the Future: Main project steps

Step 1:

Train the Trainer
Three weeks

Step 2:

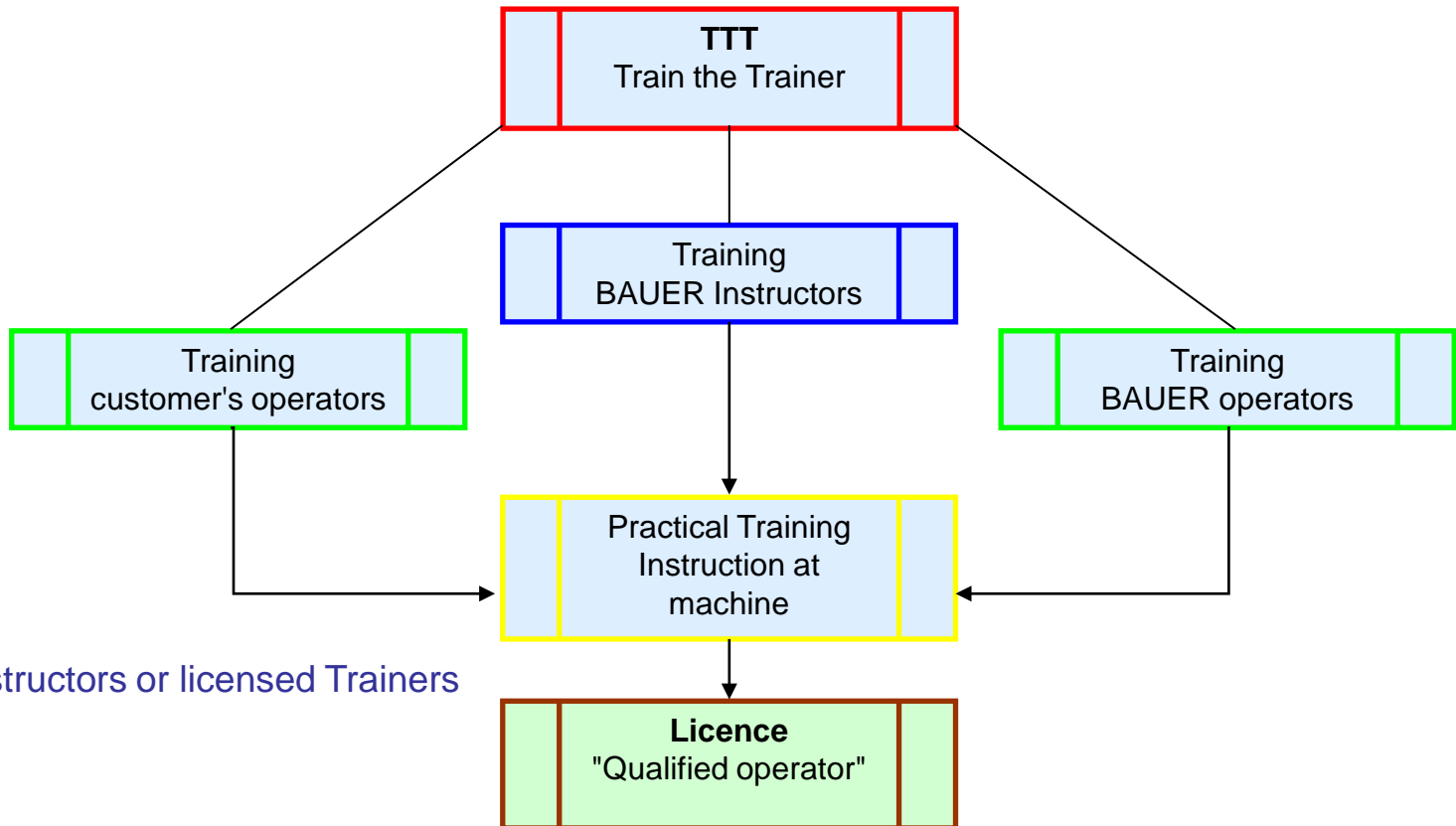
Training of Instructors
Training of Operators
One week each
Theoretical Training

Step 3:

Operator's Training
One - two weeks
Practical Training
Trained by BAUER Instructors or licensed Trainers

Step 4:

Operator's licence



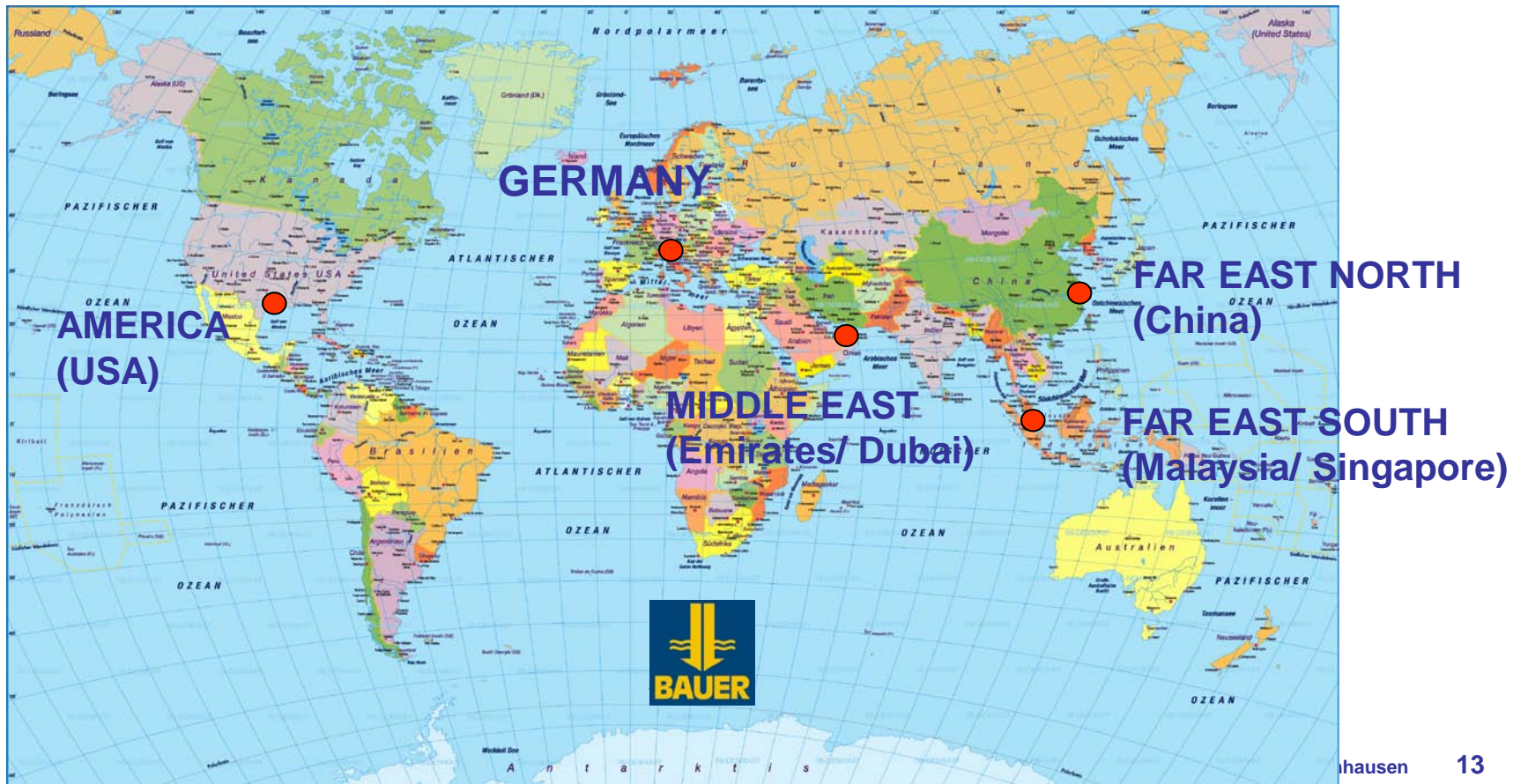
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2. Operator's Training for the Future

Create a worldwide network of regional training locations through educating local licensed trainers



2. Operator's Training for the Future: Roll out of Operator's training

Train-The-Trainer (TTT): 3 weeks training

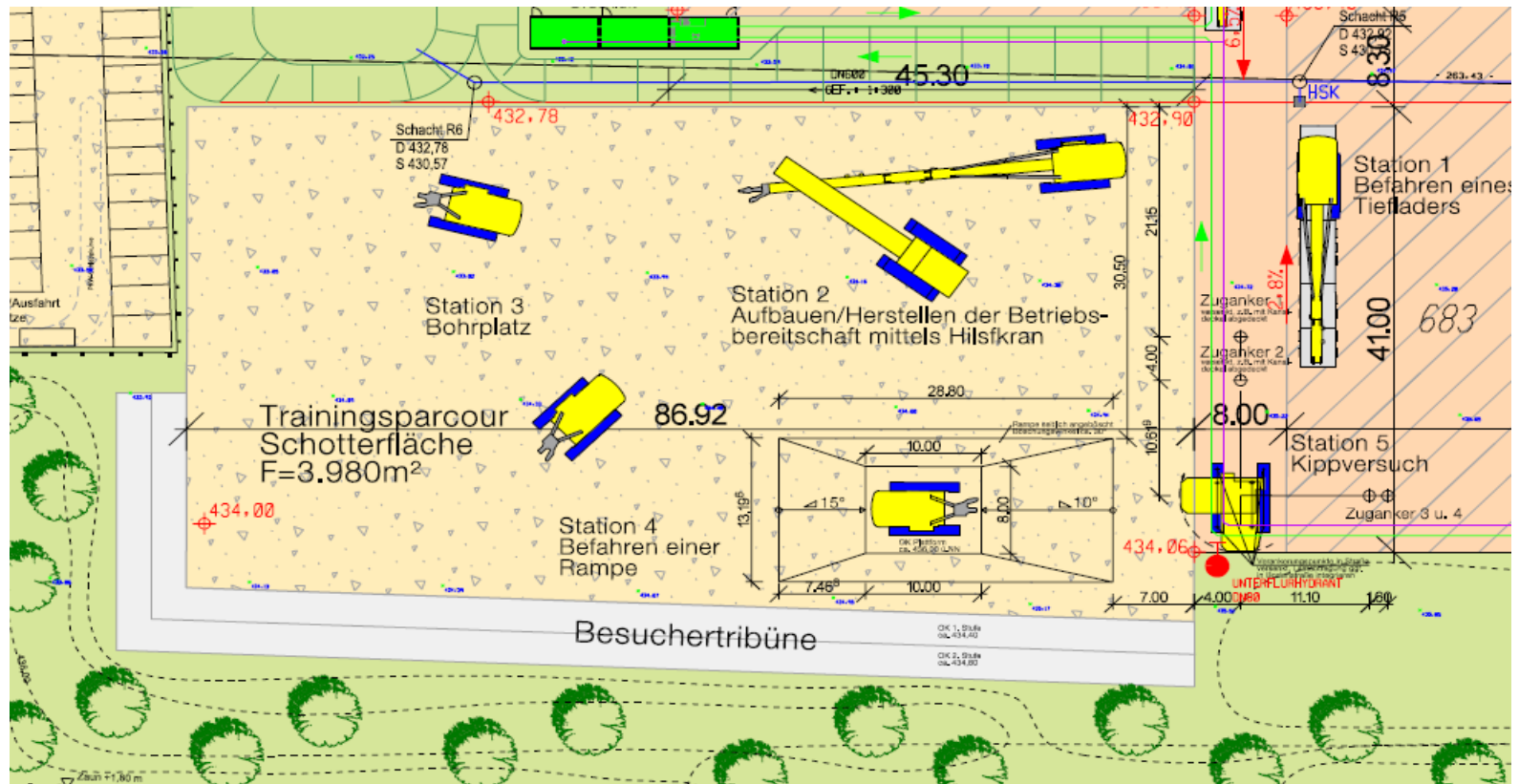
- 02/ 2009: ‚First‘ Train-The-Trainer in Schrobenhausen
- 07/ 08 2009: ‚Second‘ Train-The-Trainer in Schrobenhausen
- 02/ 2010: ‚Third‘ Train-The-Trainer in Russia

Roll-out: 1 week training

- 09/ 2009: ‚First‘ Train-The-Instructor in Schrobenhausen
- 11/ 2009: ‚First‘ Roll-out of Operator's Training (OT-B) in Singapore
- 02/ 2010: ‚Second‘ Roll-out of Operator's Training (OT-B) in China

3. Training Site - *Training Parcours* at Aresing

We extend our plant grounds to build a training site (work will be finished at the end of 2009) where the participants practice moving and handling of a machine under realistic conditions



3. Training Site - *Training Parcours*

Planned **5 stations**:

- **Loading and unloading area**
- **Rigging and De-rigging station**
- **Drilling station**
- **Driving up and down a slope**
- **Rig tipping test area**

4. Training for customers and business partners

Rotary drilling rigs	Hydraulic grabs	Trench cutters	Pile drivers
<p>Module B1: Operator – Application techniques</p> <p>Module B2: Operator – Machine systems</p> <p>Module B3: Electrics/electronics</p> <p>Module B4: Hydraulics</p> <p>Module B5: Service and maintenance</p> <p>Module B6: Casing oscillators</p> <p>Module B7: Kelly bars and drilling tools</p> <p>Module B8: B-Tronic & B-Report</p> <p>Module B9: Mechanics</p> <p>Module B10: Mechanics</p> <p>Module B11: Video analysis of drilling operations</p> <p>Module B12: Customer specific seminar</p>	<p>Module H1: Operators and mechanics</p> <p>Module H2: Customer specific seminar</p>	<p>Module S1: Operators and mechanics</p> <p>Module S2: Customer specific seminar</p>	<p>Module R1: Operator – Application techniques</p> <p>Module R2: Operator – Machine systems</p> <p>Module R3: Electrics/electronics</p> <p>Module R4: Hydraulics</p> <p>Module R5: B-Tronic & B-Report</p> <p>Module R6: Customer specific seminar</p>

For more details please see:

- http://www.bauer.de/de/btc/services/customer_seminars/
- http://www.bauer.de/de/bma/customer_seminars/

5. Summary

Operator's Training for the Future

- Qualified standard training
- Operators' knowledge and customer satisfaction can be increased
- Worldwide network of regional training locations through educating local licensed trainers
- Currently roll out of TTTs and Operator's training

Training Site - *Training Parcours* at Aresing

- Start of training at beginning of 2010

Trainings for customers and business partners

- Offered trainings on rotary drillings rigs, hydraulic grabs, trench cutters and pile drivers

**Thank you very much for your
attention!**

***For any further information or any questions please contact:
Christine.Sigmund@bauer.de***