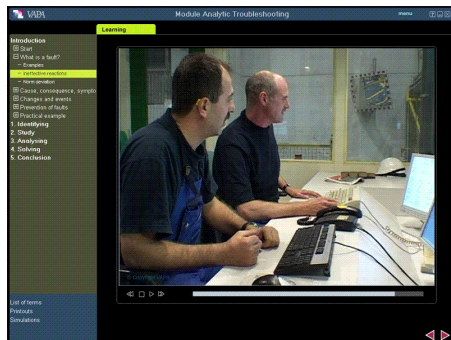


## FOCUS Multi-Media Paper, Tissue and Board-making Learning Materials

### Introduction

Developed in close cooperation with experts from the mills and educational centres for the Paper industry in Europe (Gernsbach, Steyrmühl and VAPA + Stora Enso, SCA, Smurfit Kappa, Mondi and Sappi), FOCUS modules are based on competence profiles for Machine operators in Stock preparation, Paper machines and Finishing machines.



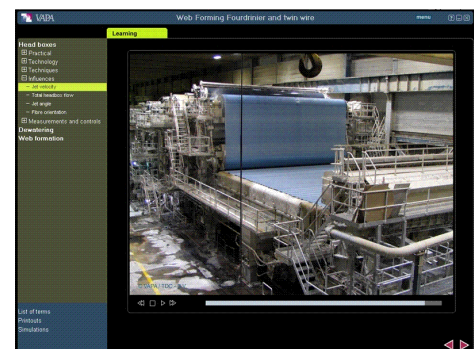
The European associations for papermaking and corrugated, CEPI and FEFCO, have been involved and have supported the project during its development phase, commencing in 2006.

All 23 Dutch paper & board mills (4500 employees) have been using the FOCUS modules for over a year now. The companies involved are Sappi, Norske Skog, SCA, Smurfit Kappa and Stora Enso

In Germany and Austria the focus modules are integrated in a distance learning program for production managers.

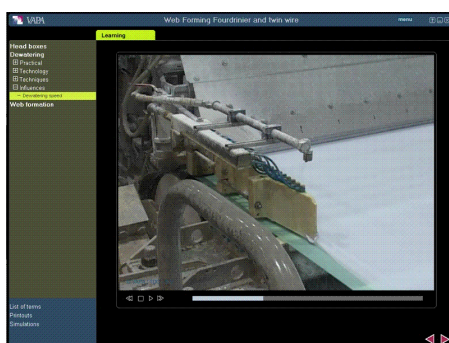
Smurfit Kappa packaging group is interested in the FOCUS modules for Corrugated board for all packaging mills of their group in Europe and Latin America.

In Sweden the industry is investing in a Swedish translation of all paper, tissue & board modules.



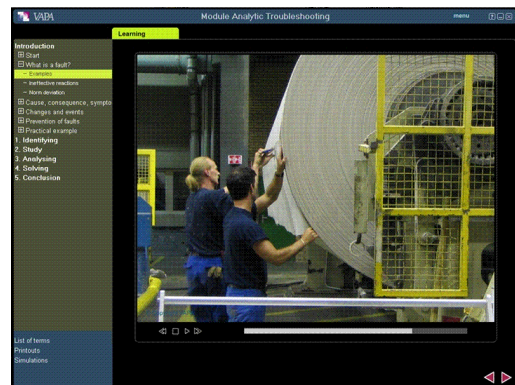
### Benefits

As a result of blending FOCUS into your operator and maintainer training schedules, you should expect:



- To improve the quality of training due to the sensory impact of more than 3000 video clips, animations, simulations, narrations and soundtracks.
- FOCUS modules to make it possible to organise the training in-mill on a very flexible basis, i.e. blended learning with short group sessions, self-study, worked examples and training on the job.
- Self-paced learning to reduce the need for traditional classroom training by more than 50% and the support moves to the learner in their workplace.

- Transfer from theory to practice is much simpler. So, the added value to the competences of the operator is very high and has direct impact upon production efficiencies, i.e. improved OEE.
- Reduced time for new employees to learn the job.
- Development of greater capability in Trouble Shooting, Safety and Communication.
- To be able to monitor a trainee's progress by tracking the results of the frequent self-test stages.



In addition, another compelling reason to choose FOCUS is that it can be adapted to your specific situation. It has an open structure and a “maintenance tool” is available for you to use to tailor the toolkit to your own machines, people and products.

### Investment

The FOCUS modules are offered on a licence-fee basis and priced according to the duration of your licence.

With approximately 30 DVDs to choose from (20 covering papermaking and 10 for corrugated packaging manufacture), you can pick and mix the modules to suit yourself.

The modules are priced at €1000 each and, when bought in bundles and for periods longer than one-year duration, are subject to significant pricing incentives

Paper, Tissue & Board Mills			
Duration	1 Year	2 Years	3 Years
Trial - 3 months	200/module		
1 - 9 modules	1000/year	850/year	700/year
10 - 14 modules	850/year	725/year	595/year
>14 modules	700/year	595/year	490/year

Prices are in Euros and exclude VAT, delivery and €95 per dongle. The dongle safeguards the intellectual property rights of the materials and allows you to use your FOCUS multi-media learning tools on as many computers as you decide.

When you decide to buy an extended licence after the initial trial period of three months, you get the trial version price deducted from your next bill.

For further information, to request a demo disk and to place an order, please contact your UK agent, Tim Watts at [tw@twapd.com](mailto:tw@twapd.com), T: 01227 379920, M: 07834 712092