



- \* **WHAT A DANISH COOPERATION IS TRYING TO DO TO ANTICIPATE FUTURE DEMANDS FOR COMPETENCES FOR THE PROJECT**

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# A WISE MAN SAID:

**”THE BIG ENTREPRENEURS TEND TO HAVE FOCUS ON THE BIG JOBS DURING THE TENDER PHASE AND CONSEQUENTLY THEY DO NOT ALWAYS STAY FOCUSED ON CREATIVITY WHEN OPTIMIZING THE SMALLER JOBS”**

# A PROFESSIONAL NETWORK

- \* Is normally based on knowledge about specific projects and identification of various companies with right background and competences**
- \* Must be able to deliver attractive and competitive offers on "package solutions" which are in increasing demand in relation to bigger projects.**

# DO YOU KNOW YOUR LIMITS

- \* **IT IS IMPORTANT TO KNOW WHAT YOU ARE ABLE TO DO BUT IT IS EVEN MORE IMPORTANT TO KNOW WHAT YOU ARE NOT ABLE TO DO.**
- \* **THE SO-CALLED 3Cs FROM FEMERN A/S CAN BE USED SO YOU ASK YOURSELF – DO YOU HAVE THE REQUIRED:**

**CAPACITY, COMPETENCE AND CAPABILITY**

# "EARLY WORKS"

- \* **CONSTRUCTION AND IMPROVEMENT OF ROADS AND CYCLE LANES**
- \* **ESTABLISHMENT OF WATER SUPPLY AND SEWAGE FACILITIES**
- \* **DEMOLITION OF BUILDINGS AND OTHER OBJECTS**
- \* **EXCAVATIONS**
- \* **ESTABLISHING A NEW PUMPING STATION**
- \* **BUILDING A VISITOR'S PLATFORM OVERLOOKING THE CONSTRUCTION AREA.**

# THE TRAINING

Regional sourcing of non qualified candidates

Interregional sourcing project DE & south Sweden

Sourcing of non qualified candidates, Copenhagen

Sourcing with specified elements of CSR

EU sourcing,

Special designed education / training programs in close cooperation with the entrepreneurs to fulfil the exact needs by the entrepreneurs.

Overall education - project holder: The school of Niels Brock in cooperation with several other Zealand schools

Spain / Portugal & Italy

- Great amount of qualified staff available

- Better educational qualifications than East-EU.

Entrepreneurs

# EXAMPLES OF SERVICEFUNCTIONS

- \* Catering
  - \* Guards/security
  - \* Goods- and personel transport
  - \* Boat service
  - \* Administration of systems
  - \* Diving service
  - \* Garbage handling
  - \* Suply and maintenance of work clothes and linen
  - \* Rental of cars and cycles
  - \* Cleaning indoor/outdoor
  - \* Room renting incl. hotels
  - \* Maintenance of materiel and equipment.
  - \* Port administration
  - \* Operating accomodation areas
  - \* Supply of energy
  - \* Etc. etc. etc. etc.
- Only the sky is the limit.**

# LATEST TIME SCHEDULE

- \* 2014 summer Continued dialogue with the 9 syndicates
- \* 2014 Autumn Tender for electrical and mechanical contracts to come out
- \* 2014 / Late - 2015 / Early – Winners of contracts to be known.
- \* 2015 Early summer expected accept of project in Germany
- \* 2015 Early summer Law passed in Danish Parliament
- \* 2015 summer Signing of the four contracts
- \* 2015 late summer START.
- \* 2021 completed.