



Setting the Standard for Automation™

Training in District 12

DLC, Madrid 2008

Standards
Certification
Education & Training
Publishing
Conferences & Exhibits



ISA Training reasons

- A Tremendous source of profit
- A huge potential for growth
 - In Europe
- Specific experience with TWP as a training organization



Relationship TWP training – ISA (1)

- TWP training is totally independent from ISA
- Unique contract ISA
- Certified trainers
- Europe
- ISA certified training courses
 - ISA-88 (1 / 3 days)
 - ISA-95 (1 / 2 days)
 - ISA-99 (1 / 2 days)
 - Project Management
- TWP is TUV certified

Relationship TWP training – ISA (2)



- Participants ISA courses become member of ISA
- Participants get standards subscription
- ISA members get 5% discount for TWP training courses
- Conclusion: TWP training is an important means to get new members




Other activities TWP training (1)

- 21CFR11
 - Gamp 5 & validation of control systems
 - ISA-88 part 3
- (very good quality, but: no ISA certification)




Idea for ISA sections: how to get new members?

- Organize ISA training courses in your country / section (Scheduled or In Company)
 - TWP training will organize this
 - The Section gets a fee or new members
 - Participants can become ISA member
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ISA membership

- Having each student registered at ISA kicked ISA France section membership by 50% in one year
 - ISA Netherlands Section about 25%
 - Had to be stopped because of the prohibiting extra-cost for training operations
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Extra value for section members

- E.g. NL section members get magazine “Automatie” for free
- Members get 5 % discount for ISA training courses at TWP training
- Free entrance for lectures and seminars
- ...?

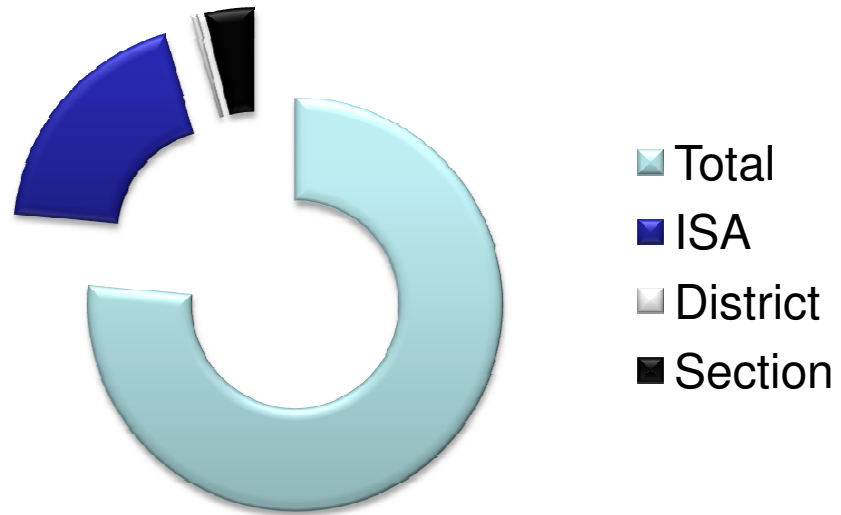
Finances 1



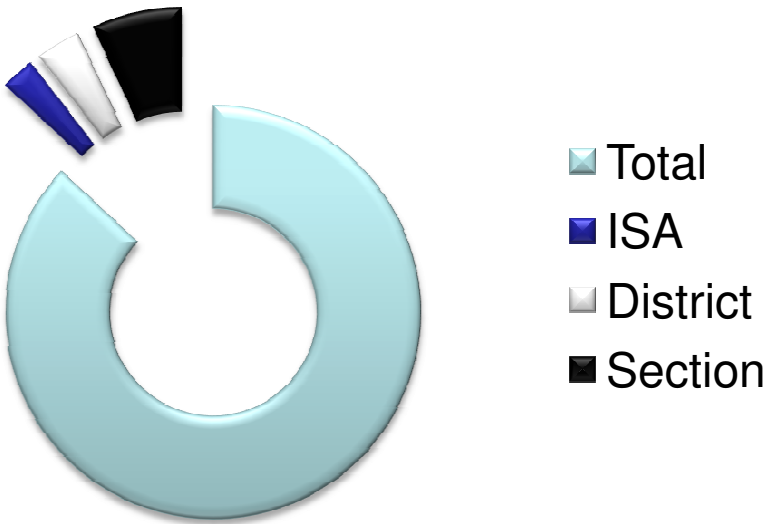
- Total
- ISA
- District
- Section




Finances 2




Finances 3



Current activities Sections

- Has your section organized any seminars, conferences, training courses, work shops?
 - Topics?
 - How many people attended?
 - Financed?
 - Any other activities?
 - Will you continue these activities? Why (not)?
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Future activities Sections

- Which kind of activities?
 - Topics?
 - Which topics do you think are people interested in currently?
 - Attendance: trend?
 - Financing of events, any ideas?
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THANK YOU