

# SKILLS

TRAINING

EXPERIENCE

KNOWLEDGE

# Local Content Development

LEARNING

COMPETENCE

Eurasia Business Partners BV

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Zwolle, The Netherlands

## Who we are

We are Eurasia Business Partners, a team of specialists focused on increasing local content by implementing rigorous training programs and high-quality services based on international and local best practices.

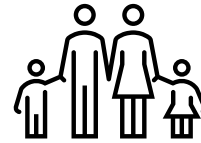
Our aim is to add value and leave a lasting legacy for local content; improve peoples lives through competency development.



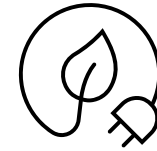
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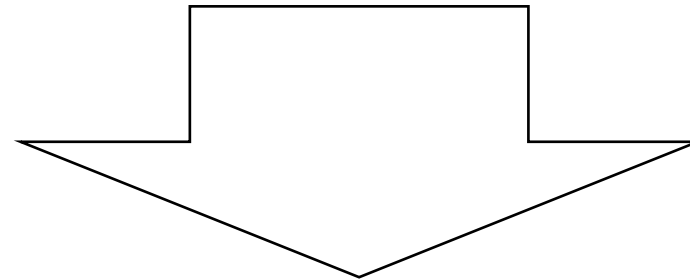
Locally made products and spare parts



Local content development



Repair instead of Replace



**Reducing cost, time and waste**

# Our plan

## Repairs,

We develop, implement and operate a locally-manufacturing facility for goods and spare parts for the needs of the local industry, With the aim to establish local machining capability and moving a way for importing to repair and remake.



## Competency Development,

We engineer and implement a robust competency development process of improving local content skills, behaviors, knowledge, and attitudes which are the vital elements that help them in their professional success.



## Certification.

We implement a system of certification for products, parts, people and systems. These are based on international standards and best practices with a focus to realise a fair, reliable and transparent process to provide quality and trust.

## Services,

We setup and operate a comprehensive local services program based local market demand. These service activities that will be offered are a significant opportunity to develop the local economy and local content in a sustainable manner.



# | Our approach



Local content good practice is based on our idea of creating **“shared value”**. Shared value is defined as a business strategy designed to achieve both project competitiveness, and stability and economic development in the local community.

Our projects create shared value by generating and growing economic opportunities via **“for locals by locals”** which is focused on the local workforce, the supply chain, services provision and local communities.

# Our strategy



Our robust local content strategy is based on country or regional specifics, specifically:

- Country-specific goals, strategy (plan for delivery), tactics and metrics;
- A long-term, realistic vision and definition of success;
- Diversify the economy by growing local enterprises capable of offering internationally competitive goods and services;
- Transparency and impartiality are crucial;
- National education program alignment;
- Laws, regulations and rules should be developed consistently and support the process.

# | New local jobs potential

Our project is aimed at developing and employing local content for high skilled labor.

From the first phase we involve local communities in the development and implementation of our projects.

50-80 local jobs  
in training and  
assessment

30-50 local jobs  
in certification

300-400 local  
jobs in  
services

80-100 local  
jobs in repairs  
and  
manufacturing

# Project planning and implementation

1. Competency  
development

2. Certification

3. Services

4. Repair

Local content  
future growth  
plan



# 1. Competency development



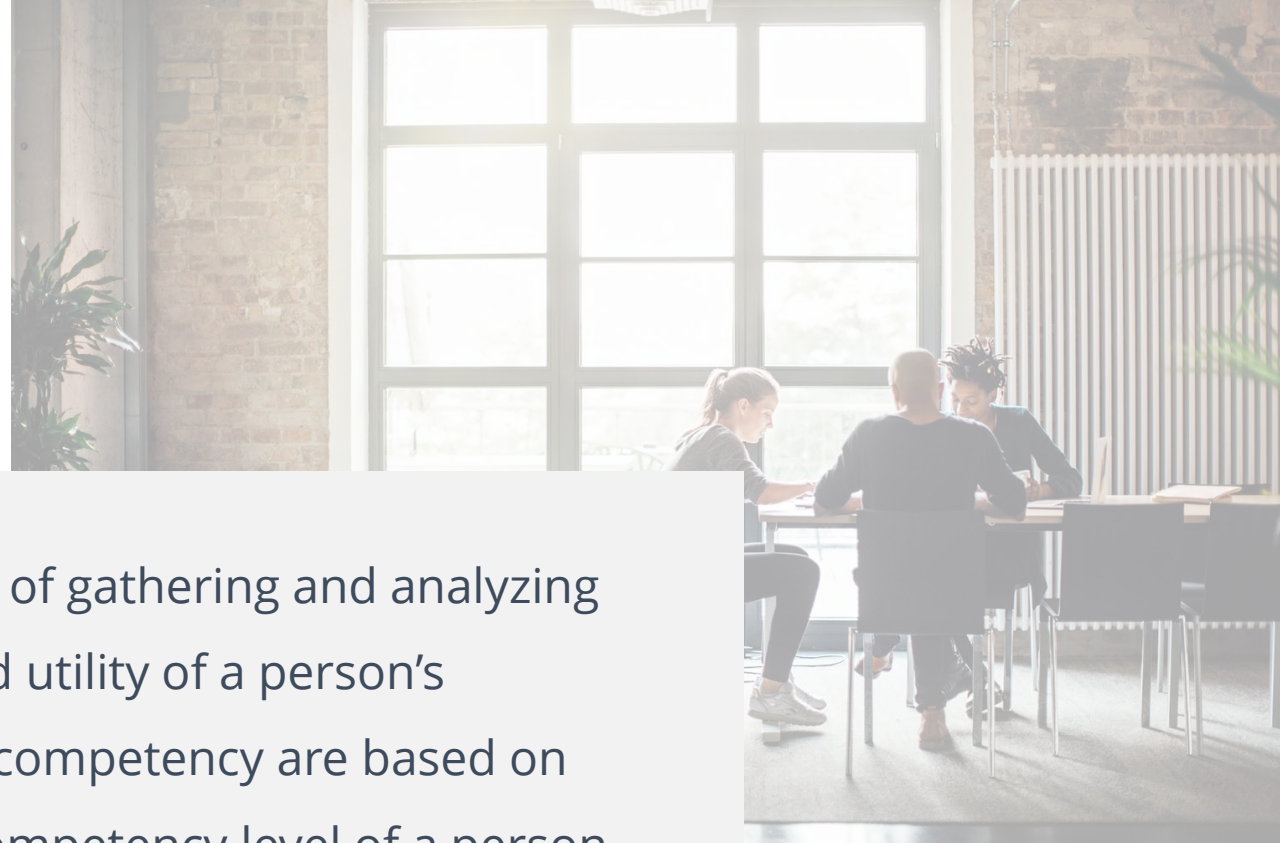
Local communities are the vital key element in developing and building a successful and sustainable local content project. Competent local content are the future of the continuous in-country development of the local content project.

In the first phase we focus on increasing the competencies of local content up to a level that they are able to keep continuously self-develop their skills but also train and mentor others, as per international & stakeholders' requirements.

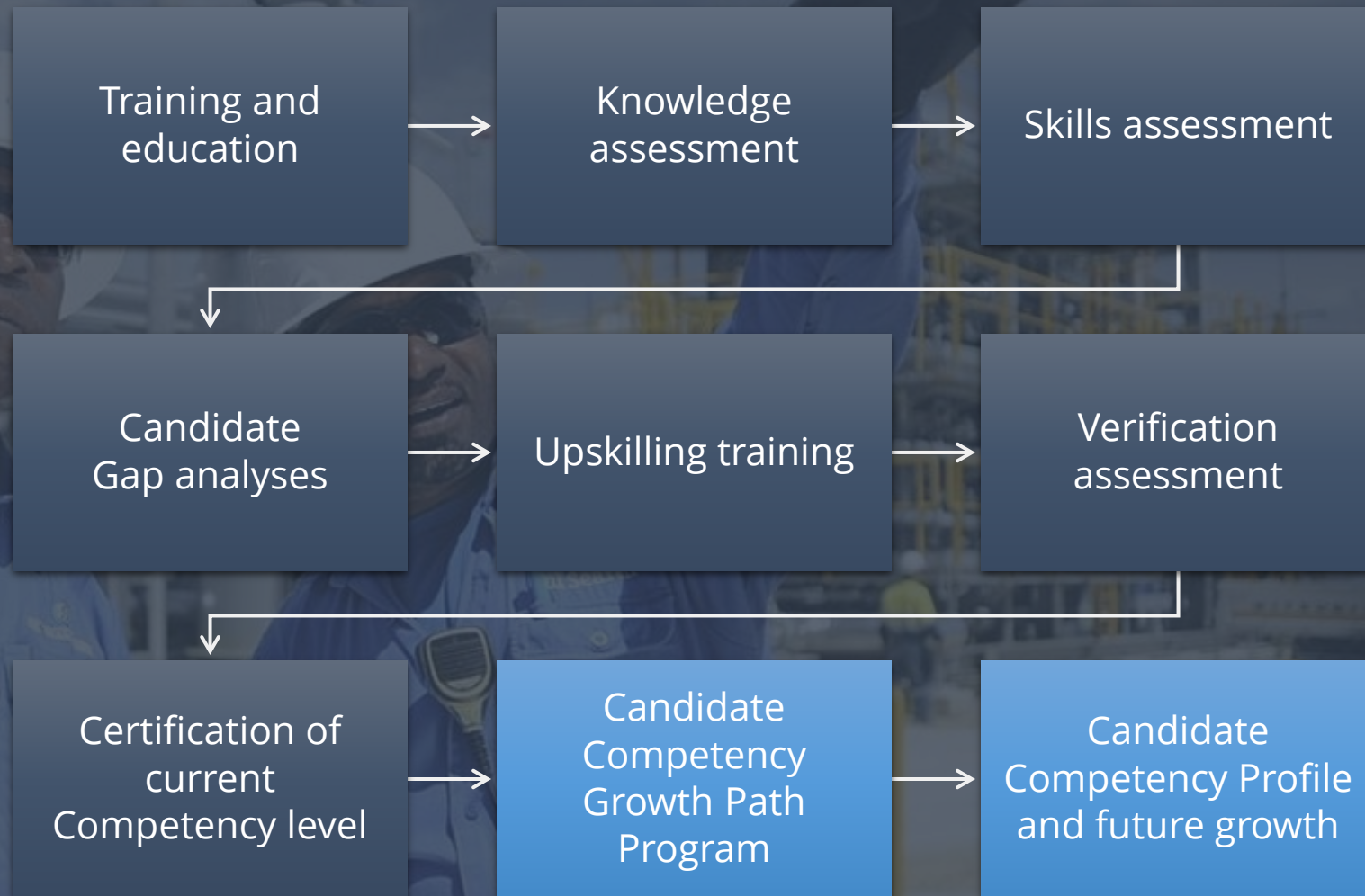
# Verification of Competency

Verification Of Competency (VOC) is the process of gathering and analyzing evidence to support the relevance, accuracy, and utility of a person's competency. Validation ensures that a person's competency are based on impartial assessments and reflect the current competency level of a person, benchmarked on job and organization requirements, and meet local laws and standards.

With our VOC system candidates can have their current level of competency assessed and certified without any training required.



# Candidate Competency Growth Path



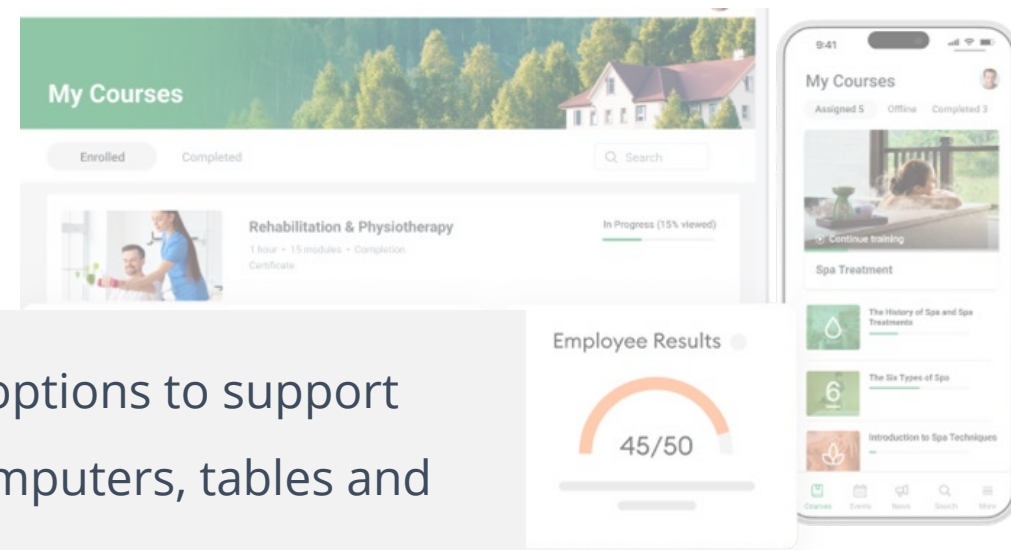
# Our platform

Our competency development platform offers a variety of options to support the development of competencies and is easy to use on computers, tables and smart phones.

Online learning makes knowledge available in remote areas and simulates continuous learning. It also eliminates unnecessary long times spend in classrooms.

It offers a knowledge base with provides additional information and technical details applicable to the demand of the workforce.

Provides personal space for all local content in which they can monitor their progress, store their certificates and work experience.



## 2. Certification

The certification project and the conformity assessments that come with this, is aimed to reduce risk for businesses and their customers by assuring them that certificates, validation and verification statements may be relied upon.

Setting and implementing a clear quality process and standard for local content, services and goods & products based on worldwide best practices which local stakeholders can trust.



# Certification

Certification of  
personnel

Certification that demonstrates local content competency compliance with standards set by stakeholders and based on international best practice.

Certification of  
goods and products

Certification that a certain good or product, imported or locally manufactured, has meet qualification criteria stipulated in contracts, laws & regulations, or end-user specifications.

Certification of  
(quality) systems

Certification for ensuring that the process and the local organization of products & goods and services meet the required quality standards set by stakeholders and worldwide best practices.

### 3. Services



The services projects are aimed to setup and implement a local content supported service company for various industries such as oil & gas and mining. Onsite and offsite services support companies in their maintenance and turn-around demands.

Together with our extensive network of worldwide service providers and experts we implement a knowledge transfer program for local content and local companies.

## 4. Repairs

Local repairs (manufacturing) can bring a lot of challenges. Over the years we have been involved in research of various local repairshops (manufacturing) initiatives and develop a solution for a viable and sustainable local repair facility.

Our project offers synergy in the manufacturing and repair processes all under one roof for various products and services. The main benefits of our approach are:

- Shared resources for various process.
- Shared facility for multiple products.
- Centralised location to benefit the logistics process.
- Optimised manufacturing and services solution to reduce impact on the environment and reduce carbon footprint.
- Remade local products to reduce waste and provide a “second life”.

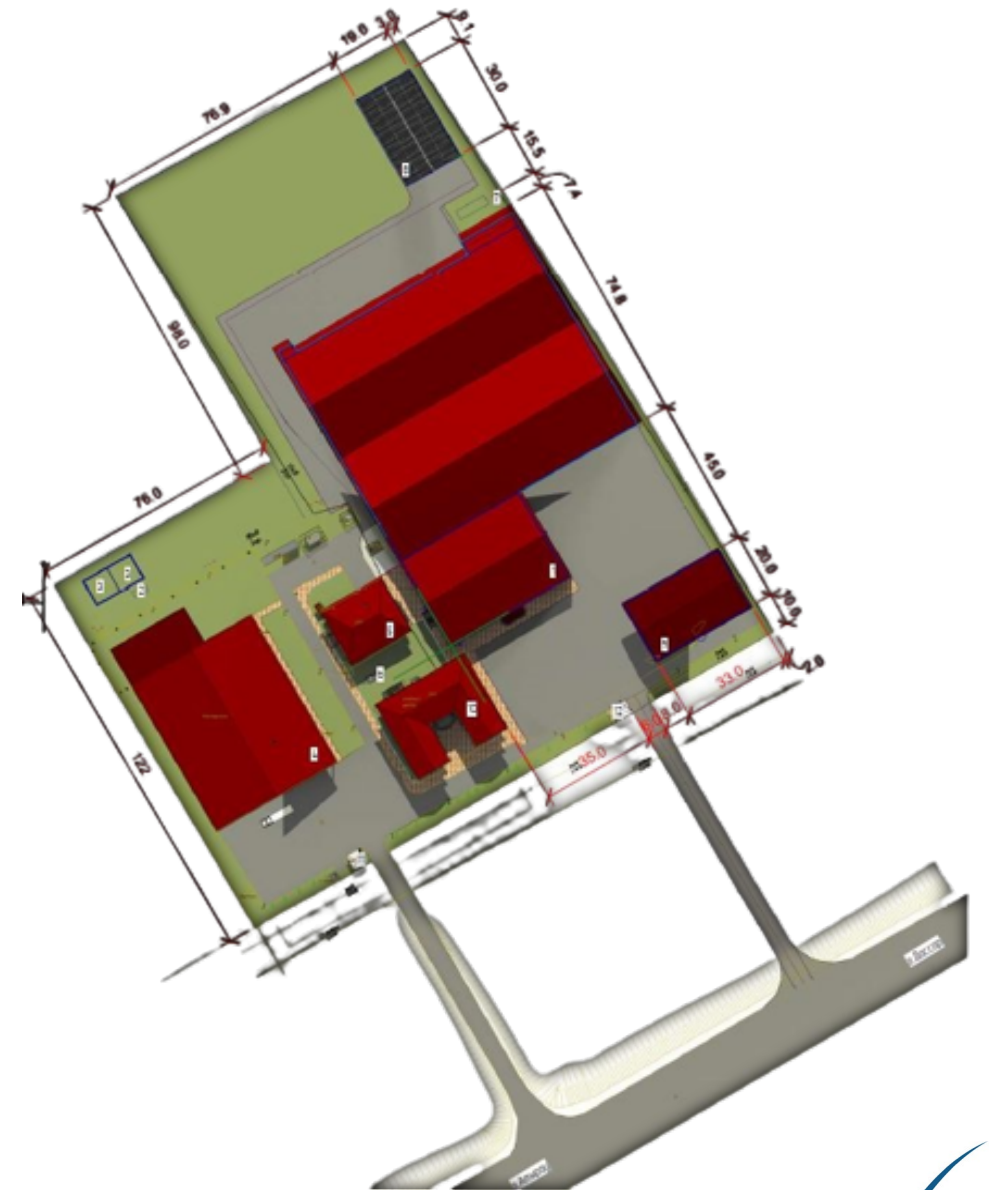




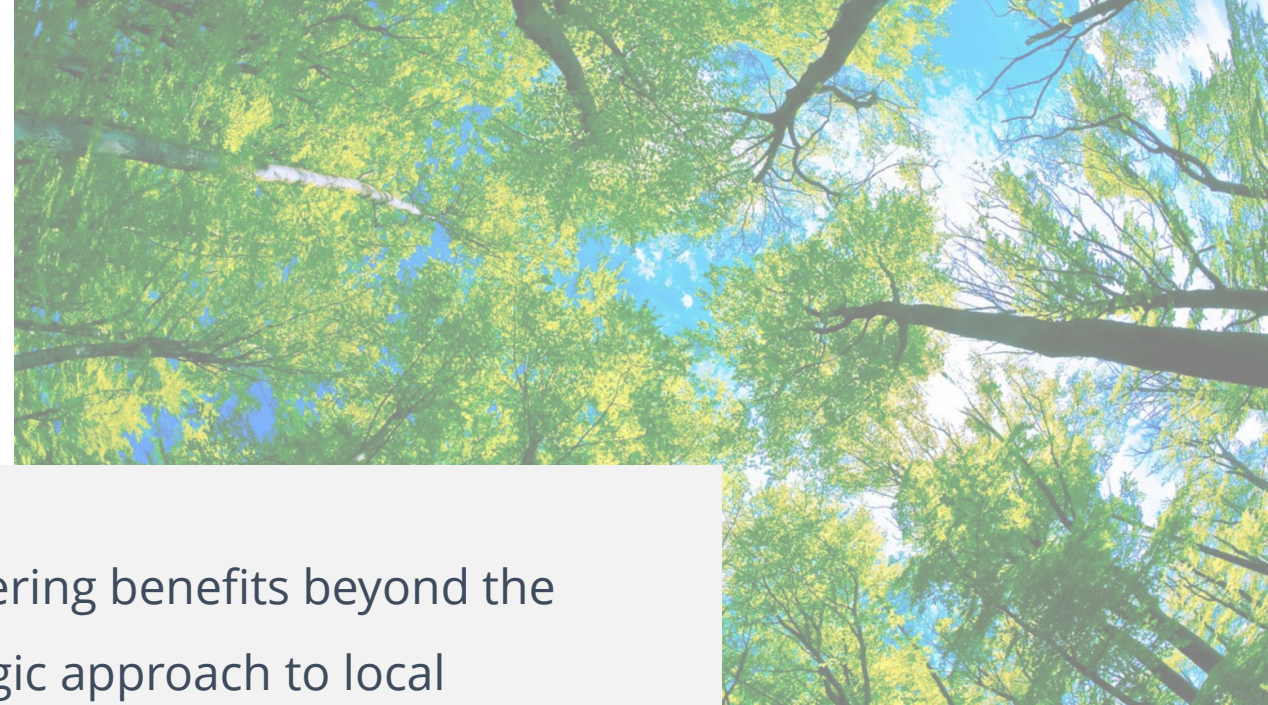
# Workshop facilities

Local repairs (manufacturing) require a suitable local workshop facilities for the maintenance and repair of equipment such as electric motors (High and Low voltage), valves, pumps, turbines, gaskets and seals, and other equipment.

The workshop facility will also have a custom designed machining-shop for manufacturing parts and products. With the capability to re-engineer parts via 3D-printing and FaroArm scanning.



## Future growth



Our local content development is aimed at delivering benefits beyond the payment of royalties and taxes. We take a strategic approach to local content efforts in recognition of the wider business benefits of creating and sharing value between local communities, government and in-country stakeholders for the long term.

Future growth by implementing a long term sustainable local content which has the capability to grow and develop on her own.



Our vision : “ Increase competency to improve people’s lives ”

**Thank you  
for your attention**

For more information please contact us!

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