



**Chloride Academy**  
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## SECTION 1 – PRESENTATION OF THE COMPANY

### 1.1 - PRESENTATION OF THE COMPANY

Chloride is a world leader secure power solutions provider which believes in education as a vital asset to reinforce the organization's knowledge and to shape business strategies. The Academy is Chloride's Corporate University, launched in 2007 with the main scope of ensuring training consistency across the organization and business partners, creating competitive advantage and supporting the growth of the Group.

Chloride Academy's mission is embodied in three words: *knowledge, expertise, value*.

The vision is disseminating the Group's core values and passing on Chloride distinctive approach to all current and future members of the company. The Academy's members are: Council, Director and Programme Manager, International Technical Committees and Trainers.

### 1.2 – ACTIVITY OF THE COMPANY

Since its launch, the Academy has been focussing mainly on three areas: *pre-sales, sales* and *post-sales*, in which the key skills are strictly linked to Chloride business.

Pre-sales courses are aimed at those engineers in charge of giving technical support (three levels available: fundamentals, advanced and update). Post-sales courses are aimed at those engineers in charge of undertaking product commissioning, carrying out contract maintenance and providing repair services (Basic, Advanced and Update course levels available for each of Chloride's products). Sales courses are aimed at those engineers in charge of presenting and selling Chloride technologies, products and services.

### 1.3 – KEY PROJECTS/KNOWLEDGE AREAS

One of the key projects the Academy is investing on is the *blended learning methodology*. With a mixture distance learning and residential classes, Chloride aims at ensuring the students access to lessons anyplace, anywhere, anytime.

Another key element is the presence of *Technical Committees* which meet periodically to develop the training areas and update the material. They work in tandem with the R&D Department to guarantee that up-to-date training solutions are always delivered.

Moreover, the Academy is exploring *new technologies*: webinars for on-demand courses, learning communities through web 2.0 technologies, more interactive training material (videos, 3D animation and navigable, interactive tools, etc.), etc.

### 1.4 – INTERNATIONAL PARTNERSHIPS

The Academy supports workshops delivered in major Universities throughout Italy and all over the world (ex. Universities of Nuerenberg, Madrid, Shanghai, etc.).

Strong relationships with business schools are also important relations the Academy has, together with its participation in the Corporate University Exchange Benchmarking Programme involving corporate universities all around the world.

## SECTION 2 – SELECTED INTERNATIONAL EXPERIENCES

COUNTRY	PROJECT	DATE	FUNDING AGENCY
ITALY	Accreditation of Bologna Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2008	Chloride Group
UK	Accreditation of Bedford Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2008	Chloride Group
USA	Accreditation of Chicago Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2010	Chloride Group
UAE	Accreditation of Dubai Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2010	Chloride Group
GERMANY	Accreditation of Erlangen Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2008	Chloride Group
TURKEY	Accreditation of Istanbul Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2009	Chloride Group
FRANCE	Accreditation of Lyon Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2009	Chloride Group
SPAIN	Accreditation of Madrid Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2008	Chloride Group
RUSSIA	Accreditation of Moscow Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2010	Chloride Group
INDIA	Accreditation of Pune Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2009	Chloride Group
BRASIL	Accreditation of Sao Paulo Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2010	Chloride Group
CHINA	Accreditation of Shenzhen Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2010	Chloride Group
SINGAPORE	Accreditation of Singapore Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2008	Chloride Group
AUSTRALIA	Accreditation of Sydney Training Area and its Local Trainer, mainly responsible for the Post-Sales training in the local language.	<b>FROM</b> 2008	Chloride Group