

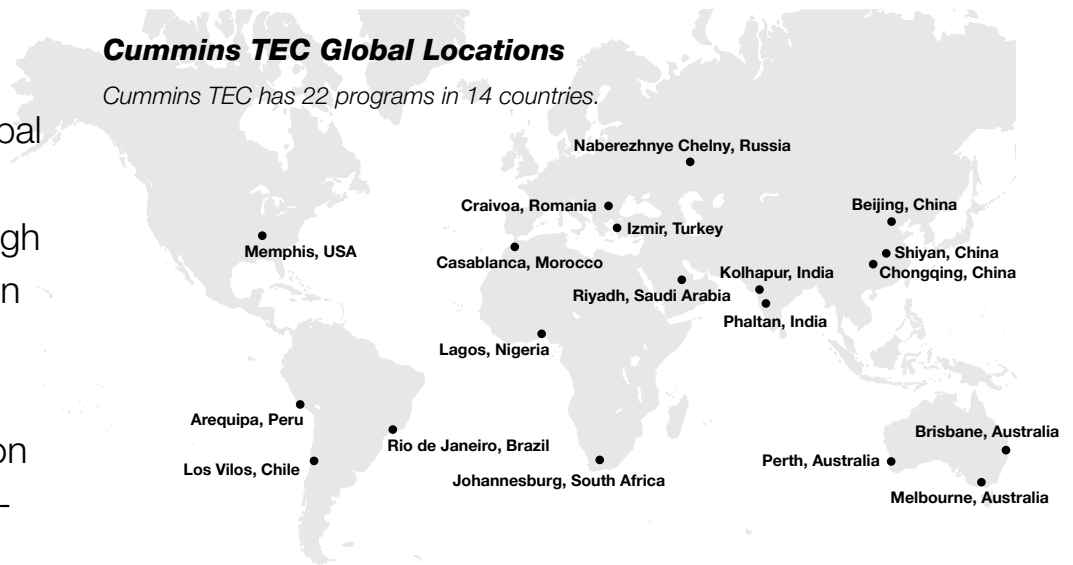
# PARTNERSHIP OVERVIEW

Cummins TEC:  
Technical Education  
for Communities is a global  
initiative that targets the  
technical skills gap through  
local vocational education  
programs. It delivers a  
standardized education  
platform to help education  
partners develop market-  
relevant curriculum, train  
teachers, provide career  
guidance and secure  
on-the-job learning  
opportunities for students.

**Cummins TEC invites  
business, government and  
community organizations  
to invest in its dynamic  
approach to training  
skilled technicians.**

## Cummins TEC Global Locations

Cummins TEC has 22 programs in 14 countries.



## THE GLOBAL SKILLS GAP

Businesses around the world are experiencing critical shortages of skilled technical workers. According to the Manpower Group's 2016/17 Talent Shortage Survey, global employers ranked technician jobs, which include production, operations and maintenance technicians, in the top five hardest jobs to fill. Nineteen percent asserted that the lack of hard skills and 11 percent stated that the lack of soft skills are some of the key reasons why they cannot fill available jobs.

## BUSINESS IMPACT

Overwhelmingly, the world's vocational education systems are not keeping pace with the technological advances that have disrupted business. Unfortunately, these systems are not training enough technicians to meet the current and future needs of business. The shortage of skilled workers will continue to negatively affect the business community's bottom line. To remain productive, competitive and profitable, it is essential that businesses actively engage in creating a talent pipeline for the high-skill, in-demand, high-wage jobs of today and tomorrow.



PROBLEM  
SKILLS  
GAP



RESPONSE  
COALITION  
FORMATION



DELIVERY  
EDUCATION  
PROGRAM



RESULT  
SKILLED  
WORKERS

For more information, visit  
[tec.cummins.com](http://tec.cummins.com) or contact

## Cummins TEC Five Element Framework



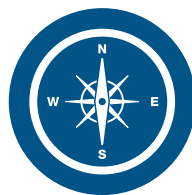
**EFFECTIVE CURRICULUM**



**MARKET RELEVANT SKILLS**



**QUALIFIED TEACHERS**



**CAREER GUIDANCE**



**WORKPLACE & CLASSROOM LEARNING**

### EDUCATIONAL MODEL

Research supports five elements critical to successful vocational education programs. At each Cummins TEC site, a team will identify a skills gap and conduct a needs assessment, establish coalition partnerships, select an education provider and implement the education framework. Local teams will customize the standardized program and tools based on market needs.

### A COALITION-BASED APPROACH

The United Nations adopted the Sustainable Development Goals (SDGs), which aim not only to end poverty, but also fuel prosperity. The goals are a call to action for member countries and all stakeholders, including the business community, to join together and invest in gender equality, quality education, decent work and other global challenges. To create a talent pipeline of skilled technicians requires partnership. An ideal coalition includes a school, relevant government entities, nonprofits and industry partners that share values, a commitment to communities and similar skills needs.

#### A GLOBAL POWER LEADER

*Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service a broad portfolio of power solutions. Headquartered in Columbus, Indiana (U.S.A.), since its founding in 1919, Cummins employs approximately 62,600 people committed to powering a more prosperous world through three global corporate responsibility priorities critical to healthy communities: education, environment and equality of opportunity. Cummins serves customers in approximately 190 countries and territories through a network of approximately 600 company-owned and independent distributor locations and over 7,600 dealer locations and earned about \$2.1 billion on sales of \$23.8 billion in 2018.*

### GET INVOLVED

***There are many ways for businesses to support Cummins TEC. Depending on a company's capacity, engagement could involve full or partial partnership at one or many sites. Partnership examples include:***

#### ENGAGEMENT

- Hire graduates.
- Participate in needs assessments to ensure students are taught market relevant skills.
- Provide workplace learning opportunities such as internships, apprenticeships, job shadowing, etc.
- Donate company time and talent (e.g., mentoring students).

#### INVESTMENT

- Fund equipment or programs, such as teacher training.
- Support development of tools for the standardized education program.

#### BENEFITS

- Gain first access to a pool of qualified candidates with the technical and soft skills required for success on the job.
- Educate students regularly about the specific skills needs and benefits of working for your company.
- Shine a positive light on your company, encouraging Cummins TEC students to consider working there upon graduation.