



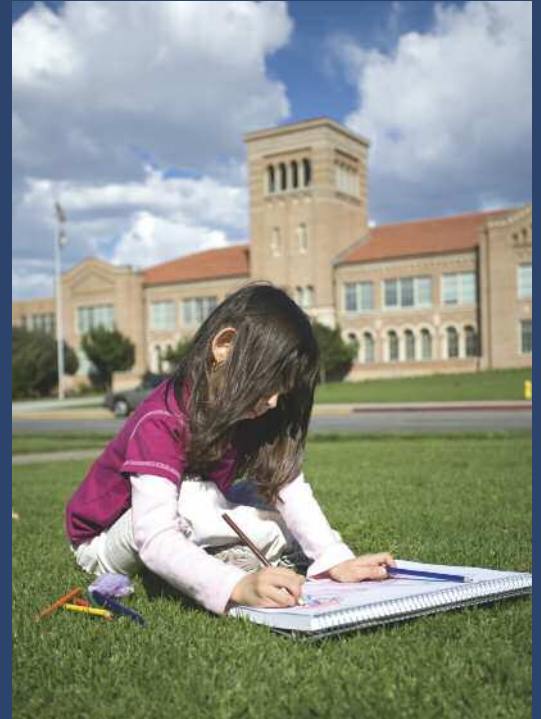
**TURN-KEY SOLUTIONS
FOR EDUCATION PROJECTS**

TURN-KEY SOLUTIONS

Devotra Projects offers turn-key solutions for education projects in developing countries and upcoming markets at two levels: development of projects and implementation of projects.

Our expertise includes primary, secondary and higher education, with a specialization in vocational education and training (VET, TVET, TIVET). In this area we have ample experience in upgrading teachers, trainers, management staff, curricula and equipment for a variety of subjects including technology, hotel and tourism, beauty and care, business administration and entrepreneurship development. The solutions we propose include innovative learning methods, up-to-date equipment and the introduction of modern technologies, such as ict based learning.

We offer tailor made solutions from project identification up to project implementation. Based on our professional experience and our worldwide network, we are in a position to provide a solution that meets all stakeholders requirements. With Devotra Projects we are mainly focused on engineering large and complex projects.



PROJECT DEVELOPMENT

Devotra Projects assists clients with the preparation of turn-key solutions and proposals. Upon request we analyse the educational needs in a certain educational area, such as institutional development, curriculum development, teacher and staff training on location or abroad and equipment. Based on the outcome of the assessments, feasibility studies and surveys, we will define a strategy to achieve the objectives of the different project stakeholders. After close cooperation with the client the scope of the project will be further defined and different options will be compared and evaluated. In this way we are able to provide a turn-key solution that will meet all specific requirements. In many cases a blended solution will be provided which integrates all aspects related to the improvement of the education and training sector.

KEY ELEMENTS

- client consultation
- fact-finding
- identification of project objectives and goals
- needs assessments and surveys
- feasibility studies
- assumptions and risks analyses
- project formulation
- proposal writing
- TOR's for technical assistance programmes
- provision of school building master-sheet
- workshop and classroom lay-outs
- equipment specifications
- cost calculation
- provide financing solutions
- preparation of tender documents

FINANCING



Most of the projects are funded by international institutes such as:

- world bank
- african development bank
- asian development bank
- caribbean development bank
- islamic development bank
- european commission
- united nations
- opec fund
- local governments
- non governmental organisations

In addition, Devotra Projects, assists clients who already identified a certain need or project, but don't have sufficient funds available, with finding proper financing solutions. We can investigate alternative financing solutions or can prepare a so-called tailor-made shopping document that can be used for grant applications, donor funding or commercial financing.



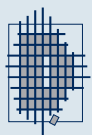
PROJECT IMPLEMENTATION

Devotra Projects implements turn-key projects in various educational sectors and at different educational levels. Through our knowledge of different educational and industrial settings worldwide, our extensive network and long-term experience we ensure successful project implementation. Implementation can be carried out by Devotra Projects directly, or we can act as a so-called systems integrator, where we are responsible for the integration of project inputs and deliverables such as technical assistance, training, equipment supply, local and logistical services delivered by our partners.

Implementation will always be carried out in close cooperation with the client in order to achieve the mutually agreed objectives within an estimated timeframe. Devotra Projects will be responsible for project management, coordination and monitoring the client's project until final acceptance of installed goods on site or delivery of services.

RELATED SERVICES

- management and coordination
- supervision of (sub)contractors
- preparation of detailed implementation plan
- technical assistance
- staff recruitment and training
- capacity building (academic and administrative)
- curriculum development
- supply of equipment and furniture
- project logistics
- installation and commissioning
- maintenance and after-sales
- monitoring and evaluation
- hand-over of the project





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