



SENAI

Mission: Providing **technical and vocational education**, facilitating **innovation and the transfer of industrial technologies** to contribute to increasing the competitiveness of Brazilian Industry

Priority work areas :

- Technical and vocational education
- Industrial innovation and technology



SENAI FIGURES 2012

Recognized by **ILO - International Labour Organization** - as a model of **TVET** in Latin America

+ than 3 million
new students per year

80% employed

Our challenge:
4 million
enrollments in **2014**



More than **58 million** workers
qualified over 70 years

817 operational **units**

INDUSTRIAL LABOUR MAP

From 2012 to 2015

7.2 million

is the demand for professionals with technical and professional training

Of that total,

1.1 million

will be for young people who have never worked before.

Initial salary above
R\$ 2,000 and can grow
more than 170% in 10
years



SENAI's Challenge

- To expand the training of the workforce, maintaining the quality
- Implement an effective agenda of technology and innovation



Industry Challenge

Competitiveness



INTERNATIONAL ACTIVITY

76 international partnerships

effective in over **46** countries



More than partnerships,
valuable relationships



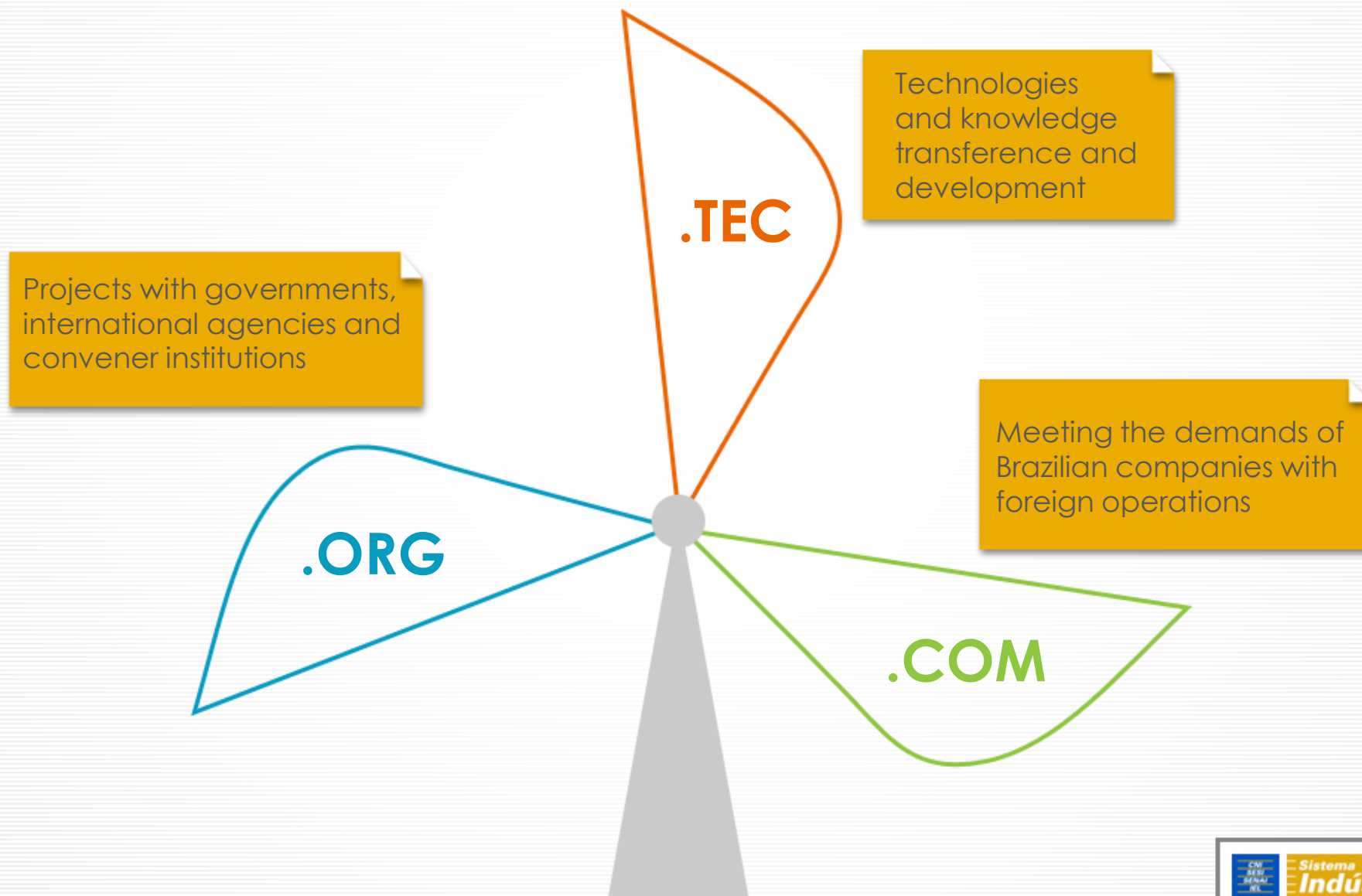
One of the main partners of Cinterfor for the past 50 years



- Development of joint projects on the themes of vocational training and youth employability to support Latin American institutions
- Transfer of SENAI's methodology of prospective studies
- Access to SENAI's database of courses and contents



LINES OF ACTION



INTERNATIONAL SCOPE OF ACTION

. **Tec** - Transfer of knowledge and priority **international technologies** to Brazilian industry so as to support the **education, technology** and **innovation** schedules



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SOUTH-SOUTH COOPERATION (.ORG)

.Org – Technical cooperation with developing countries, aimed at **transfer of knowledge and technologies** for governments and related institutions

Projects carried out in partnership with the **Brazilian Cooperation Agency (ABC)** and **international development agencies** in Latin American, Caribbean, Africa and Asia countries



More than partnerships,
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OUR PORTFOLIO OF TECHNICAL COOPERATION PROJECTS

TVET CENTERS IN THE WORLD

1. Cape Verde
2. Guinea-Bissau
3. Paraguay
4. East Timor
5. Guatemala
6. Jamaica
7. Haiti
8. Sao Tome and Príncipe
9. Angola
10. Peru (Environmental Tecnological center)



THE TRIANGULAR PROJECT CENTER FOR ENVIRONMENTAL TECHNOLOGIES PERU-BRAZIL-GERMANY

The idea -

- Implement an Environmental Center in Peru with Brazilian and German support
- Use **Brazilian experience** in water management + **German knowhow** in energy efficiency
- Share **investments** and **vision** to develop a complex project that would demand strong cooperation between partners

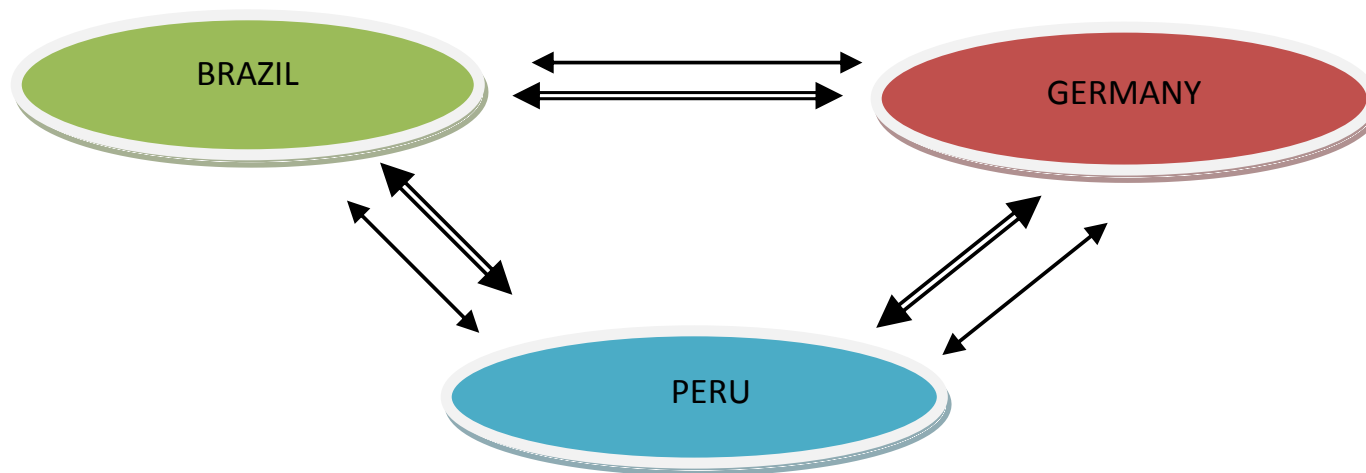


The Brazilian Perspective:

- Promote South-South Cooperation as part of main strategy carried out by the **Brazilian Agency of Cooperation**
- **Opportunity for SENAI** to receive knowledge transfer in energy efficiency and water management from Germany
- Support **Brazilian companies** in Peru in their internationalization process



THE PERFECT TRIANGULAR PROJECT = EQUILIBRIUM OF INTERESTS



Level of Complementarity

↔ Strong interest between organizations

↔ Strong interest between governments

INTERNATIONAL RELATIONS UNIT – UNINTER

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