



Life Is On



Letter of Intent

Between the CNOS-FAP Federation, Schneider Electric Foundation
and in accordance with Schneider Electric Italia

for the implementation of the project

"Potenziamento scuole tecniche salesiane nei paesi emergenti del mondo" ("Strengthening of Salesian technical schools in the emerging world")

1. Purpose of the Letter of Intent

The purpose of this Letter is to indicate the specific commitments the Parties (CNOS-FAP Federation, Schneider Electric Foundation and in accordance with Schneider Electric Italia) will undertake to implement the project *"Potenziamento scuole tecniche salesiane nei paesi emergenti del mondo"* which is described in Annex 1 of this document.

2. Object of the Letter of Intent

Schneider Electric Foundation contributes to support the implementation of the project *"Potenziamento scuole tecniche salesiane nei paesi emergenti del mondo"* promoted by different Salesian technical schools operating in different countries of the world and coordinated by the National Office of the CNOS-FAP Federation with a total funding of € 2,000,000 (two million) divided in 5 years, as announced by Gilles Vermot-Desroches and Francois Milioni during the meeting on 2016 January 22nd with the Rector Major Fr Ángel Fernández Artime, Fr Mario Tonini, Fr Enrico Peretti, and for the direction of Schneider Electric Italia: Laura Bruni and Gianfranco Mereu.

In 2016 the directors of the National Office of the CNOS-FAP Federation have submitted to Schneider Electric Foundation proposals once they have been approved by the General Council of the Salesian Congregation and advised by Schneider Electric Italia contact persons, as described in Annex 1.

The General Council of the Congregation has evaluated the projects taking into account the development plan of the local Salesian organisation.

Schneider Electric Foundation, represented by Francois Milioni, and the representatives of the National Office of the CNOS-FAP Federation, represented by Fr Mario Tonini, Fr Enrico Peretti and Giulia Norcia, and Schneider Electric Italia, represented by Laura Bruni and Gianfranco Mereu, on last November 30 have assessed these projects on the basis of their consistency with the purposes of the Foundation, thus confirming the support to the 5 projects described in Annex 1.

Schneider Electric Foundation, in the person of Francois Milioni, has proposed to include in the funding of the project *"Potenziamento delle scuole tecniche salesiane nei paesi emergenti del mondo"* other initiatives which have been launched in 2016 after the meeting with Rector Major on January 2016 and promoted by various Salesian technical schools before the signing of this letter of intent, for a total value of about € 500,000 (five hundred thousand), as specified in Appendix 1.

3. Duration of the collaboration for the implementation of the project

Schneider Electric Foundation and the CNOS-FAP Federation agree that the duration of the collaboration for the implementation of the project *"Potenziamento delle scuole tecniche salesiane nei paesi emergenti del mondo"* is 4 years starting from 2017.

4. Project funding

Schneider Electric Foundation will communicate to the representatives of the National Office of CNOS-FAP the full funding plan of the project "*Potenziamento delle scuole tecniche salesiane nei paesi emergenti del mondo*" and to the representatives of the local Salesian technical schools the fundings related to their project.

Following financial contributions will be planned during the monitoring referred to in paragraph 6 of this letter of intent. A total amount of at least €250,000 (two hundred fifty thousand) per year is ensured (not including the initiatives which have been launched by Schneider Electric Foundation/Francois Milioni before the drafting of this letter).

Furthermore Schneider Electric Foundation, through its strong territorial presence, is able to ensure also an educational/technical assistance to the Salesian schools which are beneficiaries of the funding.

5. The Agreements of the Foundation with Salesian technical schools

To facilitate the implementation of individual projects, the Schneider Electric Foundation will sign agreements with the individual Salesian technical schools involved in the project "*Potenziamento scuole tecniche salesiane nei paesi emergenti del mondo*" in close collaboration with the CNOS-FAP Federation, which has been designated by the Rector Major to manage the project "*Potenziamento scuole tecniche salesiane nei paesi emergenti del mondo*".

6. Monitoring of the project

The Schneider Electric Foundation and the National Office of CNOS-FAP agree on the need for monitoring the implementation of the entire project, the performance and the proper distribution of funds through meetings which will be held every four months (generally in the months of April, September and January).

Each meeting will be attended by

- Members of the National Office of CNOS-FAP;
- Members of Schneider Electric Foundation;
- Representatives of Schneider Electric Italia.

More specifically, in order to make effective the monitoring

- The Schneider Electric Foundation is committed to inform the CNOS-FAP Federation about the distribution of funds as agreed through a report every four months;
- The National Office of the CNOS-FAP Federation is committed to inform the Schneider Electric Foundation about any progress of the project through contact with the General Councillor of the Salesian Region, the Salesian Inspector of the place where the project is implemented and through reports every four months. Schneider Electric Foundation will be informed by its local contact persons about any development of the project and will share these information with the CNOS-FAP Federation.
- Every Salesian technical school will keep the CNOS-FAP Federation informed about the progress of the project through its delegates/local contacts.

The contact person (organisational projects, funds supply and any other issues) of Schneider Electric Foundation is Francois Milioni.

Each project will have an operational contact person, member of the team of Francois Milioni, Training-Access To Energy Sustainable Development/Strategy.

For the first validated projects, the operational contacts are:

India: Ravi Bhushan

Congo: Diane Le Goff

Mozambique: Francois Milioni

Haiti: Francois Milioni

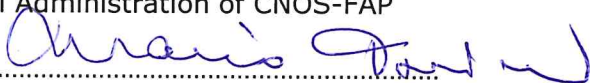


New technologies: Francois Milioni

Also new projects related to Salesian technical schools may be subject of cooperation and new funding (in the frame of the 2M€). During the monitoring meetings, they will be assessed/approved by Schneider Electric Foundation and the CNOS-FAP Federation, after assessment and approval of the General Council of the Salesians.

Rome, 11th May 2017

For the CNOS-FAP Federation
Fr Mario Tonini
National Administration of CNOS-FAP



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Giulia Norcia
Contact person of the project "Potenziamento scuole tecniche salesiane nei paesi emergenti del mondo"



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For Schneider Electric Foundation/Sustainable Development Schneider Electric
Francois Milioni
Director Training-Access To Energy Sustainable Development/Strategy



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For Schneider Electric Italia:
Laura Bruni
Director of Institutional Affairs and External Relations



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Gianfranco Mereu
Responsible for Relations with Schools and Universities



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Annex 1:

Project "Potenziamento scuole tecniche salesiane nei paesi emergenti del mondo" ("Strengthening of Salesian technical schools in the emerging world")

1. The cooperation between Schneider Electric and the Salesians

Schneider Electric is a leading manufacturer of Automation and Industrial control solutions, Electricity distribution and Building Automation.

For years both in Italy and abroad – since 2001 in Italy - Schneider Electric has supported the Salesians to improve energy efficiency and save on housing consumption.

In particular, during these years, Schneider Electric and its Foundation has supported:

- the training of trainers of the CNOS-FAP Federation;
- the training of students attending vocational training courses;
- the modernisation of the laboratories of the various Vocational Training Centres by proposing innovative solutions and tools;
- the creation of Centres of Excellence for industrial automation (Arese) and Certified KNX Centres (Sesto San Giovanni, Udine, Verona, Mestre, Turin, Genoa, Catania, Bari, ...);
- promotion and co-organization of events in the various territories where the CNOS-FAP operates (seminars, workshops, ...) and refresher courses for the professionals in the field, thus creating a continuous training system in many Vocational Training Centres;
- the sponsorship, since 2006, of the "Concorso Nazionale del Settore elettrico ed elettronico" ("National Competition of the Electrical and Electronic Sector"), a competition aiming to bring out the professional skills of students of CNOS-FAP Centres and to reward excellence;
- many projects aimed at encouraging the insertion of young people of Salesian Vocational Training Centres into the labour market through the allocation of specific amounts (Vocational Training Centre of Bari in 2006, VTC of Rome in 2007, VTC of Catania in 2007, VTC of L'Aquila from 2009 to 2011 and from 2014 to 2016).

This important cooperation has been developed not only in Italy but also in various countries of the world (Europe, Africa, Asia and America).

2. A new proposal: the strengthening of Salesian technical schools in the world

During the meeting which took place on **22nd January 2016** between Schneider Electric and the Salesian Rector Major Fr Ángel Fernández Artime, Schneider Electric has undertaken to offer the Salesian houses of the Congregation in need the total amount of 2 million euro divided in 5 years to support vocational training centres' actions and initiatives in the field of:

- energy;
- new green technologies;
- sustainability (environmental impact, social sustainability, micro-credit, connectivity, job placement support, training for new trades...).

In order to implement this proposal, the National Office of CNOS-FAP has sent a letter to regional directors to inform them of the Schneider initiative and to ask the Salesian centers they manage to develop **SPECIFIC PROJECTS** provided that they are relevant to Schneider initiative:

- the training of teachers and students in order to provide the professional profiles required in a given territory or to support new trades;
- the creation/modernisation of workshops;
- the purchase of tools for students;



- other proposals always concerning energy issues, new green technologies and sustainability.

3. The approved or in the process of being improved projects related to the project "Potenziamento delle scuole tecniche salesiane nei paesi emergenti del mondo"

The projects developed by the Salesian centers and forwarded to the Foundation by the CNOS-FAP Federation have been approved by the General Council of the Salesian Congregation (June 2016) and advised by Schneider Electric Italian representatives together with members of the National Office of CNOS-FAP (July 2016).

The following projects had a positive evaluation:

- *Supporting Vocational and Technical Training for socio-economic reliance through the use of new green technology for the young people of Goma - Goma-Ngagi (Congo);*
- *Bosco Udyogshala Society Project - Pinguli Kudal, Maharashtra-India;*
- *Renforcement des filières d'Electricité des communautés du Cap-Haïtien, des Cayes et de l'ENAM - Haiti;*
- *Educando para uma cultura energetica em Mozambique - Maputo (Mozambique);*
- *CFP 4.0/Internet of Things - the School for the job (Electric-Electronic/renewable energy sector: design and applications of experimental training activities and technology integration) - South Italy/Emerging World.*

The following projects have been approved by the General Council of the Salesian Congregation and are analysed by the Foundation:

- *Combining the energy of our skills to build a Brighter tomorrow for Cambodia - Don Bosco Foundation of Cambodia;*
- *Propuesta para acceder al fondo de Schneider Electric - Fundation Salesiana Don Bosco - Antillas;*
- *Quality Enhancement in skill training through train the trainer programes, innovative training in solar energy and advanced training for youth - Don Bosco Tech - Dwarka, New Delhi;*
- *Aprendizagem Profissional de Adolescentes e Jov3enes - Novas Tecnologias em favor de metodologia teorica e pratica - Inspetoria Sao Joao Bosco - Centro Salesianos do Menor - Belo Horizonte;*
- *Produccion sustentable de materiales organicos provenientes de la produccion de cerdos y animales vacunos del Instituto Agropecuario Salesianos Carlos Pfanni - Instituto Agropecuario Salesianos Carlos Pfanni- Paraguay;*
- *Proposal to Fund "The training of trainers" and the "covering the counterpart fund" of ITM Province on Don Bosco Mondo project - Fatumaca, East Timor.*

4. Start of the project "Potenziamento scuole tecniche salesiane nei paesi emergenti del mondo"

Since 2017 the Schneider Electric Foundation, initiates the procedures to support, also financially, the realization of all the projects or parts of those examined and approved according to the procedures contained in the Letter of Intent signed by the Parties.

