



SYNTEA'S SUCCES – *Bartosz Sobotka*

About Syntea

- **Unique model of business activities**, supporting the development of competences and qualifications at every stage of life.
- **10 years of experience** in developing and implementing educational projects at local, national and international level.
- Extensive **network of Partners** in Poland and abroad.
- **Strategic investor** – Aptech Limited company, present in 40 countries all over the world.
- One of the **most innovative** and fastest growing companies in the field of education.



Synteia at numbers

55 213 000 PLN

49 348

52 000

3000

1000

140



funds raised for educational projects

people trained

certificates issued

trainers

people who have benefited from internships

completed educational projects

Activities



TRAININGS AND CERTIFICATION

- IT (Microsoft, Microsoft Dynamics, Cisco, Linux, ECDL, ECCC),
- **foreign languages,**
- **vocational** (Vocational Competence Certificate, Aptech, IATA).



INTERNSHIPS

- Implemented in cooperation with businesses from Poland and abroad.
- For students and teachers.



EMPLOYMENT AGENCY

- Recruitment, selection and improving the competence of employees.

Lifelong learning strategy



Education K12:

- elementary school,
- middle school,
- secondary school.



Cooperation with universities:

- postgraduate studies,
- Internships,
- MBA.



Lifelong learning:

- new professions,
- upgrading of competences.



Age 19

Age 25

Syntea as a EU FUNDS user

FACTS

Poland is receiving over EUR 10 billion in ESF funding for the period 2007-2013. With national co-funding, the total ESF spending on education, training and jobs in Poland comes to over EUR 11.7 billion. As well as addressing employment, social exclusion and workforce skills, the ESF programme is also supporting good governance, health-care and rural development.



In new Financial Framework about for Poland of ESF will be slightly higher.

Synteas road to succes

2007

Synteas decided to build their own EU fund specialist team and applied with first EU proposal (rejected)

2008

number of proposal rejections

2009

the first EU project proposal approved

2009-2010

10% of efficency with applications

2013

45% of efficency with application

2014

currently we are running more than 25 EU projects

Syntea's Development

Employment from 3 persons in 1996 to 100 employees in 2014.

Turnover from 0,25 mln in 2008 till 5,5 mln Euro 2013 (16 times more).

Products and services from Microsoft products to full range education services and it business solution based on own products.

According to Home&Market ranking, we are the **biggest** educational company in Poland.

To be listed on **public offering**.



Synteas Development

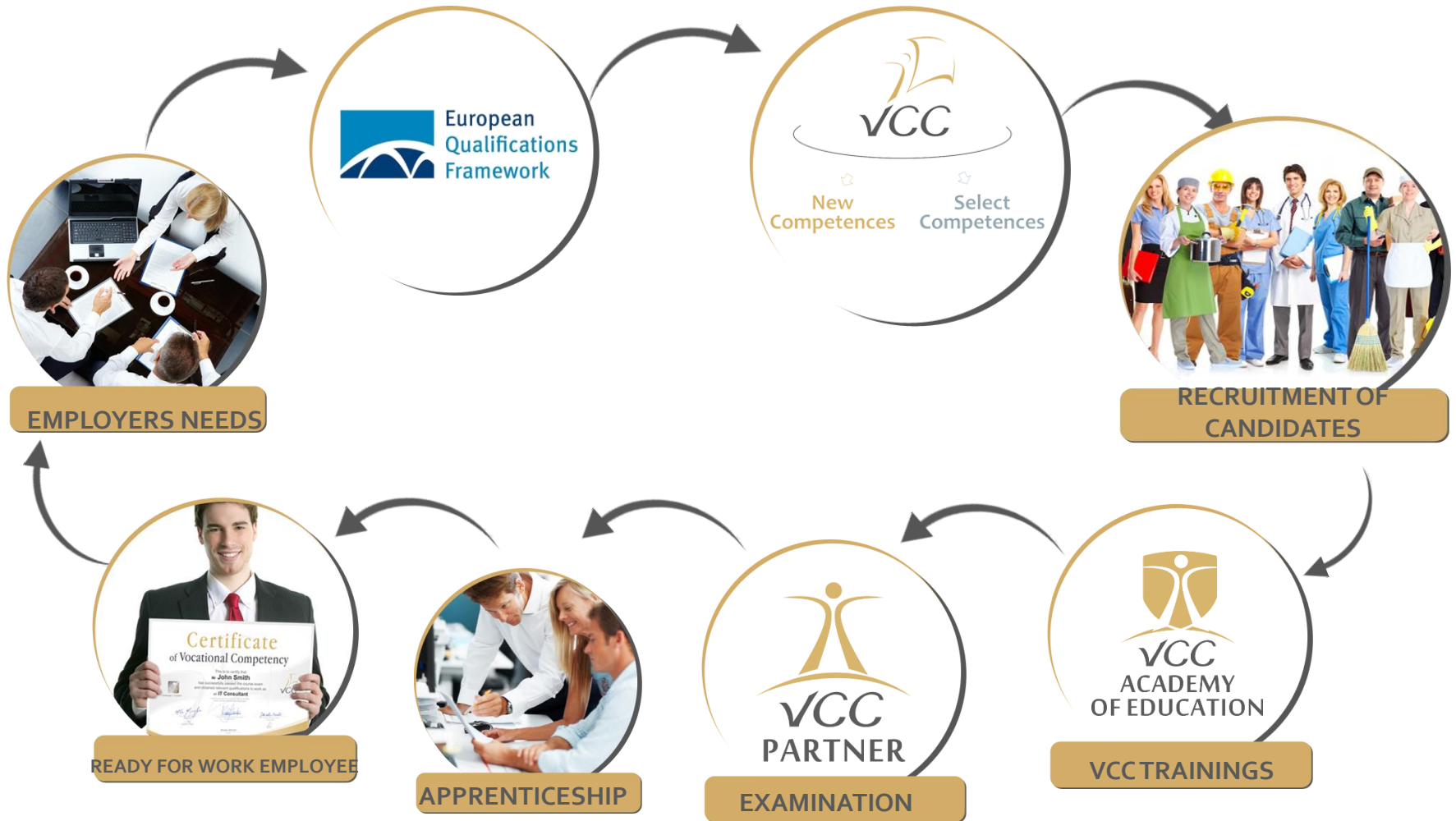
✓ More than **50 partners** are using our EU fund application methodology.

✓ Thanks to vast experience EU financed training market we were contracted by:

- **Cancellor of Prime Minister** to deliver huge training project (more than **1000 clarks**) (value of project **EURO 0,3 mln**).
- **Ministry of Education** to deliver training for more than **1000 teachers** and place them to internship at enterprises (value of projects: **EURO 2,5 mln**).
- **Center for Human Resources** to deliver training for more than **3200 clarks** (value of 3 projects: **EURO 0,8 mln**).

What will be next?

Idea – from training to employment



System of vocational activation

Thanks to the cooperation with employers people who confirmed their qualifications with **VCC certificate** obtain the employment.



Syntea's model

- **VCC apprenticeships** are developed within Curriculum Development, (participating in a strictly commercial project that must be economically positive for businessmen).
- Developing net of **VCC enterprises** which host students for internships.
- Remote **apprenticeship programmes** for specific professionals, i.e. graphic designers, software developers with Internet access and remote communication tools for participating in teleconferences.



General conclusions – combining mission with business

- Adapting the competences of graduates to the needs of labour market in such countries as **Poland or Croatia**, which are, in comparison to **Western Europe**, economically underdeveloped is crucial.
- Due to the fast pace of modernisation processes we can currently observe great technological and civilizational development in **EU member** countries (global economic acceleration) unique possibility of receiving assets from available **EU funds**.
- We cannot afford to "produce" the unemployed and poorly **qualified Staff**.





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