

# Scientific Management Techniques, Inc.

March 24, 2016

The Honorable Nikki Haley  
Office of the Governor  
1205 Pendleton Street  
Columbia, SC 29201

Dear The Honorable Haley,

I hope this correspondence finds all well with you.

SMT's Competency-Based Manufacturing Skill Solutions can help you solve the acute and growing manufacturing skills shortage / skills gap in South Carolina. The solutions described below will dramatically improve manufacturing performance and employment in your state.

We have been delivering these skill solutions "in industry" globally for over four decades. The programs described below are recognized as Best Practice productivity tools by many of the world's most respected manufacturing organizations (see enclosed partial client list). Now, these same proven programs are available for the formal education market. We currently work with schools in nineteen states.

## **American Council on Education Initiative**

The American Council on Education (ACE) recently concluded a review of our Manufacturing Skills Training Program and Hands-On Skills Assessment Program. ACE CREDIT® is recommending college credit for both programs.

ACE CREDIT® is recommending up to 21 college credit hours for our Manufacturing Skills Curriculum and up to three credits each for three different skills assessment protocols (Credit for Prior Learning). Both programs are listed in the ACE National Guide: <http://www2.acenet.edu/credit/>

When a school deploys SMT's programs, they are taking a manufacturing skills program proven effective "in industry", a challenging environment, and "plugging" the program into the school's offerings. We train and certify school staff to deliver the programs.

When these programs are deployed in education, all skill stakeholders benefit; the manufacturer has the opportunity to hire the skills required to optimize performance, the program graduate is on a promising career path and demand for the services provided by each school increases.

**These Manufacturing Skill Solutions are unique, validated, proven highly effective in thirty-seven countries, and deliver a Return-on-Investment in excess of 100% the first year of implementation.**

## **Manufacturing Skills Training Program**

This is a Competency-Based manufacturing skills training curriculum.

SMT's curriculum trains the critical "Hard Skills" required to operate, maintain and troubleshoot a modern manufacturing facility. Troubleshooting Skills are the focus, the heart and soul, of the curriculum.

The training program is a hands-on, 100% demand-driven program; using over 200 hands-on training aids that replicate real-world conditions. The curriculum has been built by and for industrial operations professionals. These manufacturing leaders possess an in-depth understanding of the skills required to optimize performance. These are the skills we train to.

### **Manufacturing Skills Assessment Program**

The “Hands-On” Assessment Machines identify and measure the skills required to optimize performance in a manufacturing setting. Identifying skills and competencies prior to hire is the single most effective means to ensure a quality hire and drive productivity in industry. Many organizations assess their incumbent workforce and deliver targeted training based on the data.

SMT’s industrial skills Assessment Machines and Protocols are used in the hiring process globally for the selection and evaluation of maintenance mechanics, machine operators, industrial electricians, PLC technicians, electro-mechanical personnel, process control technicians, and CNC operation personnel. We have over four decades of data and thirty-seven validation studies confirming the efficacy of this process.

Issuing Credit for Prior Learning based on assessment score/performance is a logical extension of the programs’ use in the hiring process. When a candidate for employment posts an acceptable score, the employer is confirming that this individual has been properly trained, and that he/she possess the knowledge, skills, and abilities to be a highly productive employee.

We would enjoy the opportunity to discuss with you in greater detail how our programs can impact both employment and industrial performance/profitability in your state.

If you would like additional information about our programs, or wish to discuss our programs and initiatives, please contact me at the email address below. If appropriate, we can provide a demonstration of these capabilities at your location.

Thank you for your time and consideration. I eagerly await your response.

Cordially,

A handwritten signature in black ink, appearing to read "Stephen Berry", with a stylized, flowing script.

Stephen Berry  
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## **Scientific Management Techniques Announces Eight Manufacturing Skill Courses and Four Hands-On Assessments are Recommended for College Credit by the American Council on Education**

SMT's programs solve the manufacturing skills shortage; deployed by Fortune 500 Manufacturing organizations in Thirty-Seven countries.

MERRIMACK, N.H., March 21, 2016 /PRNewswire/ -- Scientific Management Techniques Inc., the global leader in manufacturing skills assessments and training, today announced that the American Council on Education's College Credit Recommendation Service (ACE CREDIT®) has evaluated and recommended college credit for eight of SMT's Manufacturing Skill Training courses and four Hands-On Manufacturing Skill Assessments. ACE, the major coordinating body for all the nation's higher education institutions, seeks to provide leadership and a unifying voice on key higher education issues and to influence public policy through advocacy, research, and program initiatives.

"SMT's Competency-Based programs are proven to solve the acute and growing manufacturing skill shortage across a wide variety of manufacturing platforms," states company President & CEO Mr. Stephen Berry. "The ACE CREDIT® initiative now provides our manufacturing clients the opportunity to collaborate with local schools and award college credit for the training and assessments being delivered in their facilities. In 2010, we created our education division and the use of our manufacturing skill solutions in formal education is growing rapidly. We are confident that our relationship with the American Council on Education will facilitate wider adoption of our skill solutions in the formal education arena both domestically and internationally."

ACE CREDIT helps adults gain academic credit for courses and examinations taken outside traditional degree programs. More than 2,000 colleges and universities consider ACE CREDIT® recommendations in determining the applicability of coursework and examination results to their courses and degree programs.

For more than 30 years, colleges and universities have trusted ACE CREDIT® to provide reliable course equivalency information to facilitate their decisions to award academic credit. For more information, visit the ACE CREDIT® website at: [www.acenet.edu/credit](http://www.acenet.edu/credit)

"With our global network of certified Assessment Administrators and certified Curriculum Trainers, we will have the opportunity to award college credit to thousands of participants annually," states Mr. Eric Frohn, SMT's Director of Education. "Our programs are proven to dramatically improve manufacturing performance and profitability. With the ACE CREDIT initiative, we expect to significantly improve the educational attainment of the manufacturing workforce globally."

Scientific Management Techniques offers a total of twelve manufacturing skill courses and assessments that have been recommended for college credit by ACE CREDIT. For a complete listing of these courses, please visit: [www.acenet.edu/credit](http://www.acenet.edu/credit)

### **About Scientific Management Techniques**

Scientific Management Techniques is the global leader in industrial skills assessments and industrial skills training. SMT's manufacturing skill solutions are currently deployed in thirty-seven countries. The skills training curriculum trains to the critical skills required to operate, maintain and troubleshoot an industrial facility. Their hands-on manufacturing skills assessment machines and assessment protocols are used in the hiring process to identify and measure industrial skills; Mechanical, Electrical, PLC, CNC and Process Control Skills. Many organizations assess their incumbent workforce and deliver targeted training based on the assessment data.

[www.Scientific-Management.com](http://www.Scientific-Management.com)

ACE CREDIT® Initiative:

[www.Scientific-Management.com/what-sets-us-apart/american-council-education/](http://www.Scientific-Management.com/what-sets-us-apart/american-council-education/)

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### **About ACE**

Founded in 1918, ACE is the major coordinating body for all the nation's higher education institutions, representing more than 1,600 college and university presidents and more than 200 related associations nationwide. It provides leadership on key higher education issues and influences public policy through advocacy. For more information, please visit [www.acenet.edu](http://www.acenet.edu) or follow ACE on Twitter @ACEducation.

# SCIENTIFIC MANAGEMENT TECHNIQUES, INC.

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Solving The Skills Crisis By Helping Manufacturers Identify, Train, and Keep the Best People



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## **Scientific Management Techniques Executes Memorandum of Understanding with the Tennessee Board of Regents**

### **TBR Recommends Statewide Adoption of SMT's Manufacturing Skill Training Curriculum and Skill Assessment Program.**

Merrimack, NH & Nashville, TN ([PRWEB](#)) September 30, 2014 -- The Tennessee Board of Regents (TBR) and Scientific Management Techniques (SMT) are collaborating to improve manufacturing employment and performance in Tennessee. SMT's industrial skill programs have proven to be highly effective in industrial facilities across a wide variety of manufacturing platforms globally. These same programs are now available for the education market.

SMT currently works closely with four of the thirteen community colleges in Tennessee, and has just signed a Memorandum of Understanding with the Office of Community Colleges of the Tennessee Board of Regents. "Based on the proven success to date in the locations where our schools have implemented SMT's programs we are recommending statewide deployment," said Dr. John Townsend, associate vice chancellor of Workforce Development with the TBR. "Our objective is for Tennessee to have the strongest, best trained workforce in the country and SMT's programs will help us achieve this objective in the area of advanced manufacturing skills."

Scientific Management Techniques, established in 1971, is the global leader in Industrial Skills Training and Hands-On skill assessments. Their Mechatronics Skill Curriculum trains the critical "hard skills" required to operate, maintain, and troubleshoot a modern manufacturing facility. The Hands-On assessment machines identify and measure the skills required to optimize performance on the production floor. These programs are embraced by Fortune 500 manufacturing organizations in thirty-three countries.

SMT has delivered the programs, trained, and certified school staff at Southwest Tennessee Community College, Cleveland State, Walters State, and Motlow State Community Colleges in Tennessee. "We consider every school that deploys our program to be a long-term strategic partner," stated SMT President Stephen Berry. "When a school deploys SMT's Industrial Skills programs, they are taking a program proven to be highly effective on the production floor, a challenging environment, and plugging that program into the school's offerings. This collaboration has proven to be an extremely effective solution to the industrial skills shortage in each market. We currently work with schools in nineteen states and demand for the program in education is growing rapidly."

Mr. John Churchill, the director of Workforce Development at Southwest Tennessee Community College in Memphis, has been working with SMT since 2011.



Commenting on the impact the program has delivered in his area Churchill added, “SMT’s programs have dramatically improved the skill level of the manufacturing workforce in the Memphis area. Our team at Southwest has trained and placed in employment well over 1,000 individuals, and we administer assessments for many local manufacturers. Demand for services delivered by our department has increased to the point where we have deployed additional SMT equipment, both the skills curriculum and skill assessment program, to keep up with demand from manufacturers in Memphis. I have worked closely with all Tennessee-based schools that partner with SMT, and I look forward to discussing the program with my colleagues across the state as additional school embrace the program.”

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[WWW.Scientific-Management.com](http://WWW.Scientific-Management.com)

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