



PARTNERSHIP AGREEMENT

BETWEEN

The FOUNDATION OF FRANCE, a public interest foundation recognised as such by the Decree of 9 January 1969, having its registered office at 40 avenue Hoche, PARIS 8th arrondissement, represented by Mr Pierre SELLAL, Chairman of the Fondation de France, acting in the name and on the behalf of the SCHNEIDER ELECTRIC Foundation for the integration of young people, placed under its aegis, having its administrative headquarters at 35 rue Joseph Monier 92500 RUEIL-MALMAISON,

Hereinafter referred to as the Foundation

And in the presence of Gilles VERMOT DESROCHES, Delegate-General of the SCHNEIDER ELECTRIC Foundation.

And

Schneider Electric Vietnam, a business entity which aims to bring energy efficient products and services and access to green, reliable and affordable energy to the population at the Base of Pyramid in the country, having its registered office at E-town, Cong Hoa st, Tan Binh District, represented by Mai Lam DONG, General Director, hereinafter referred to as "SEVN",

And

Asia Society for Social Improvement and Sustainable Transformation (ASSIST) having its registered office at No.1 Hoa Phuong st, Ward 2, Phu Nhuan District T, Ho Chi Minh City, Vietnam. ASSIST Vietnam office is represented by Mr. Arumugaraj DAVITDURAI PANDIAN acting as Regional Director.

Hereinafter referred to as "ASSIST",

WHEREAS

Created in 1969, FONDATION DE FRANCE is a private organization recognized of public interest, whose mission is to support all forms of generosity in order to translate them into effective actions of general interest.

Created in 1998, the SCHNEIDER ELECTRIC FOUNDATION is placed under the aegis of FONDATION DE FRANCE, without any legal capacity. FONDATION DE FRANCE bears legal responsibility to third parties regarding the actions carried out on behalf of the foundations it shelters. However, each of these foundations established its own actions in accordance with the purpose for which it was created.

In a world where social and environmental challenges are more widespread and more urgent than ever, the Schneider Electric Foundation supports innovative and forward-looking initiatives to give as many people as possible the energy they need to succeed. It is this pioneering spirit that the Schneider Electric Foundation is seeking to advance. We see our role as a catalyst for technological, social, and entrepreneurial innovation helping to close the energy gap and striving for a more equitable energy transition around the world. Globally, it also supports projects to raise awareness of sustainability. In all its projects, the Foundation pays great attention to employees' commitment.

Ever optimistic, the Schneider Electric Foundation's aim is to help build a fairer, lower-carbon society to give future generations the keys to transforming our world.

WHEREAS, SEVN is a leader and major employer in the energy management sector in Vietnam and offers integrated solutions across multiple market segments including leadership positions in non-residential and residential buildings, industries and machines manufacturers as well as utilities and infrastructure. SEVN was founded in 1996 and is a 100% subsidiary of Schneider Electric Industries S.A.S. The French parent company is a global specialist in energy management and automation with operations in more than 100 countries.

WHEREAS, ASSIST is an international non-government organisation focused on capacity building with its headquarters in the Vietnam. It seeks to promote sustainable practices to address social problems in the developing world, with focus on Asia and Africa. has implemented over 45 developmental projects in about 13 countries in South Asia, ASEAN, China and Africa. Our projects are funded by international donors like European Union, UNIDO, UNEP, IFC, USAID, DEG, GIZ, SEQUA, ADB among others.

WHEREAS, wishing to become involved in helping to train underprivileged youngsters in the electricity professions, the Foundation and SEVN wanted to establish a partnership with ASSIST in order to support its initiatives in Vietnam.

WHEREAS, the purpose of this Agreement is to set forth the general terms and conditions under which the partnership between the ASSIST, the Foundation and SEVN should be conducted.

THIS HAVING BEEN EXPLAINED, THE UNDERSIGNED HAVE AGREED AS FOLLOWS

Article 1 – Description of the Project

Vietnam is a prominent developing economy in Asia; with the population of about 97 million people with the level of literacy of approximately 95 percent; and is expected to become the second-largest economy in Southeast Asia after Indonesia and the 20th-largest economy in the world by 2036, according to the World Economic League Table 2022 report by the Centre for Economic and Business Research (CEBR). And with a recent commitment of Vietnam to be net-zero carbon emission by 2050; they are one of the few countries proactively taking initiatives toward green and industry 4.0 growth, green and industry 4.0 jobs, and green and industry 4.0 skills. Additionally, the electrical, electronics, energy and automation industry has an important role in the country's fast-growing economy and thus contributing to Vietnam's achievement in its manufacturing industry¹.

Several businesses in Vietnam have raised concern that skills shortages may be impeding the transition to green and automation in Vietnam. Demand from the industry sector for green and smart skill jobs that are both environmentally sustainable and decent is on the rise. There is an urgent need to revisit standard approaches to addressing issues within education and training, and to align these with sustainable growth. But ensuring transition toward green and automation, with adequately trained human capital, is not easy to achieve in reality and there are several challenges. Some of the challenges our initiative wants to address are below:

Challenge 1: Lack of practical experience and low pedagogical ability among the vocational college teachers and trainers in green and smart skills.

Challenge 2: There is lack of active dialogue between the industry and the vocational colleges.

Challenge 3: Lack of an online job website that will help the vocational college students (job seekers) to find jobs and also the businesses (recruiters) to recruit suitable certified reliable candidates.

1. Project Objectives

The purpose of our “Center of Excellence (CoE) and its satellites centers” initiative is to create green and smart skills based on industry demand, leading to job opportunities and entrepreneurship for youth including women. One of the key problems the initiative will address is the lack of a platform that can connect the industry demand for “green and smart technician” and availability of “green and smart technicians”. The initiative will create both green and smart skills through a center of excellence, vocational training centers and also an online job platform that will connect the industry demand and supply of green and smart technicians. The COVID pandemic in Vietnam has led to unemployment in certain sectors such as the garment & footwear and tourism sector. The unemployed youth because of COVID could be skilled in new areas such as the “green and smart technicians” where the employment opportunity will be growing in the coming years because of Vietnam being a very attractive destination of Foreign Direct Investments (FDI) and also the

¹ [Vietnam's Electronics Industry: A Guide to Emerging Opportunities](#)

Vietnamese Government's focus on green and smart technology leading to sustainable development. These circumstances leads to a fantastic opportunity for a job website specifically focusing on the vocational skills.

Overall Long-Term Objective:

Enhance electrical, green and smart skills & employment opportunities for youth & women through capacity building of teachers through a center of excellence and vocational training centers in Vietnam

Specific Objectives:

- a) Enable the skill of youth including women to meet the demand of certified technicians in electrical, green electrician, and smart skills
- b) Create job opportunities and entrepreneurship for youth including women
- c) Provide new vocational skills and job opportunities for unemployed youth because of COVID.
- d) Establish a platform that can connect the industry demand and availability of certified technicians

The parties agreed to create the Centre of Excellence in 2022 and to develop the 20 laboratories over a period of five years, i.e. from 2022 to 2026, the equipment of the training centers will be done the two first years. The forecast distribution plan is as follows, adjustable each year by the Governing Board:

2. Project Activities:

YEARS	2022	2023	2024	2025	2026	TOTAL
No. Of CoE	1	-	-	-	-	1
No. Of Labs	10	10	-	-	-	20

Work package 1 - Vocational colleges deliver market-driven "Green and Industry 4.0 Electrician" courses aligned with industry-demand			
Activities			
		Timeline	Proof by means of:
1.	Market research to assess demand and supply for green and smart skills	Jan-June 2022	Market research document
2.	Scoping, capacity assessment, and selection of 100 local vocational college partners. Ly Tu Trong college will be the "Center of Excellence" and then 20 colleges among the 100 will be selected to be part of the project.	July-Aug 2022	Copies of signed MOUs
3.	Design and development of skills learning modules which includes green and smart modules both for teachers and students.	Aug-Oct 2022	Finalized skills curriculum& training materials

4.	Establishment of center of excellence training center with pedagogical equipments to train teachers & students	Aug-Oct 2022	Photos Training Centers List of selected technical trainers Trainers Certificates
5.	Establishment of training centers equipped with pedagogical equipments in 20 selected partner colleges,	Oct-Nov 2022	Photos Training Centers

Work package 2 - Capacity of 500 trainers enhanced to provide training on “green & automation skills”

Activities

		Timeline	Proof by means of:
1.	International experts from Schneider and other external experts will train the teachers of center of excellence to become trainers for other teachers from the 100 other vocational colleges (among which 20 will also be equipped).	Nov 2022	Teachers Certificate
2.	The trained teachers from the CoE will then train 500 other teachers from partner colleges	Nov 2022- Nov 2023	Teachers Certificate

Work package 3 - At least 45,000 students, youth including women gain access to market-driven “green and automation” skills learning curricula

Activities

		Timeline	Proof by means of:
1.	Mapping and identification of 45,000 students – primarily in-school and out-of-school youth, covid-19 affected unemployed youth both men & women who will be trained under the “green and automation” skills learning curricula.	Nov 2022- Dec 2027	List of selected students
2.	Delivery of “green and industry 4.0 Electrician” skills learning curricula and assessment to students	Nov 2022- Dec 2027	Attendance lists of training sessions
3.	Assessment of training quality and student performance of the 10,000 students under the programme	Nov 2022- Dec 2027	Copies of personnel certifications

Work package 4 - Employers and aspiring employees are placed in the online job website where opportunities related to on-the-job trainings and job placements can be advertised, matched, and reviewed by both employers and job-seekers

Activities

		Timeline	Proof by means of:
1	Design and development of an online platform mainly characterized by an on-the-job training finder, industry-matching function, as well as personalized profiles for employers, and job seekers	Sept 2022- Dec 2022	Online portal development plan
2	Platform administration, monitoring of on-the-job training and employment advertisement reach, matching rates, and successful absorption rates	Jan 2023 - Dec 2027	Monitoring report

3. Envisaged results:

	Expected Outcomes	Proof by means of:
1.	45,000 trainees (youth including men & women whose annual income rose due to gaining of employment or entering into entrepreneurship)	Project M&E Report
2.	Minimum of 20,000 trainees gain employment via ASSIST continuous engagement &/or platform	Project M&E Report
3.	Minimum of 45,000 trainees certified	Copies of personnel certifications
4.	500 vocational college trainers trained	Copies of trainer certifications

4. Partner Colleges & Students Profile

Ly Tu Trong and the 100 participating colleges:

- Ly Tu Trong College will host the Center of Excellence and will be equipped with the latest equipments to train the teachers from other 100 colleges.
- 100 participating colleges shall send 5 teachers from each college to be trained at the Center of Excellence.
- 20 out of 100 participating colleges are to be equipped by Schneider:

Year	2022	2023	2024	2025	2026	2027	Total (whole project)
No. Of Teachers	0	100	100	100	100	100	500
No. Of Students	0	5,000	10,000	10,000	10,000	10,000	45,000

5 . Location of Training:

The location of the training centre will be at the Center of Excellence - Ly Tu Trong College of Ho Chi Minh City and 20 shortlisted colleges across Vietnam.

6 . Qualification of Candidates to be trained:

The trainees should have the following qualification to join the training.

- a. 15-24 years old
- b. Minimum Primary School Graduate or equivalent level
- c. Physically and mentally fit.

7. Age limit of the Candidates to be trained:

The age of the candidates should be within 15-24 years. The age limit can be relaxed in exceptional cases where the candidate is very much in need of the training, which will be jointly decided by the partners.

Article 2 – Relationship with Schneider Electric

ASSIST and SEVN agree, besides, they develop privileged links between the ASSIST and the local/ regional presences of SEVN.

It is not the intention of the Parties to create nor shall this Agreement be deemed or construed to create a legal partnership, joint venture, association, trust or fiduciary relationship or to authorize a Party to bring, or act as an agent, servant or employee of, the other. Nothing in this Agreement shall restrict either Party from pursuing any cooperation, development or implementation of any project of any kind independently and without the involvement or participation of the other Party.

Article 3 – Knowledge share

The knowledge share includes: volunteers « Teachers » welcome by ASSIST in the field of the program « VolunteerIn » and the share of teaching aids of the Association realized in the field of this partnership.

- *Welcome of « Teachers » by ASSIST*

Since 2012, the Association « Schneider Electric Teachers » now named VolunteerIn supports and helps commitments of volunteers, employees or retired people from Schneider Electric, for the benefit of partners, non-profit organization, who propose teaching programs for disadvantaged people. ASSIST will propose missions in order for the volunteers to contribute to these programs in accordance with the conditions given by the Association « VolunteerIn ».

- *Share of ASSIST teaching aids*

ASSIST undertakes to give free access, in case of a demand from the Foundation, to the whole teaching aids realized in the field of this partnership. These aids could be used in the field of partnerships with other organizations, in other countries than Vietnam.

Article 4 – ASSIST commitments

Besides, it reminds that:

- The social background of the welfare recipient will be considered attentively, in order to guarantee they come from a modest background,

- In case of an audit of the Foundation actions, ASSIST commits itself to providing all the information about the young, allowing checking the authenticity and the legitimacy of their participation to this action.
 - ASSIST commits itself to providing to the Foundation a total visibility of the capital's utilization, which it will received in the field of this convention,
 - ASSIST commits itself to providing to SEVN and to the Foundation detailed information about the number of young trained, throughout the steps advance, and in particular during the quarterly counting of number of people trained thanks to this project. And also visibility of the trainers trained, the job placement of students and utilization of the digital platform.
 - ASSIST shall ensure the counter funding of 300,000 € (Three Hundred Thousand Euros) from the Government of Vietnam to equip 20 Colleges & 1 CoE.
1. ASSIST shall be responsible for mobilizing 20 participating colleges and 1 CoE to integrate the program in at their training centers and provide training facilities (training infrastructure like classrooms, workspace etc.) and made an integral part hereof,
 2. ASSIST shall be responsible to coordinate the equipment of the training laboratories, the installation and use of material,
 3. ASSIST 's standard mechanism followed for all trainings like selection of trainees, conduct of trainings, periodic assessment, evaluation and certification will be adopted and shall frame such policy as may be deemed necessary in regard of the mutual agreement with SEVN.
 4. ASSIST will provide for the operational component of the training program such as:
 - a. Salaries or Professional fees of teaching personnel as necessary for the conduct of the program.
 - b. Provision of classrooms, workspace, projection equipment, and other items needed for training.
 - c. Cost incurred in placement of candidate.
 - d. Expense for the consumable.
 5. ASSIST will mobilize the 20 participating colleges and 1 CoE to incorporate the program in their training calendar to meet the mutually set targets and implement the training plan as jointly agreed with SEVN. The set targets will be up to 10,000 students per year, and 500 trainers benefitting from the project, for a duration of 5 years.
 6. ASSIST interacts with partner companies as part of its system and methodology and thus also carry out the following activities:
 - a. Trainees are met regularly after their placement in the industry and feedback are gathered and training modules are improved when necessary.
 - b. Periodic reviews to monitor the progress of the training are held whereby the relevance of skills and employability are considered.
 - c. As for all graduates, follow-up and alumni tracking will be conducted.
 7. Provide SEVN and the Foundation relevant reports as it does with similar donors and partners. ASSIST will be responsible for organizing the two audits following the Foundation guidelines

8. ASSIST will implement a steering committee between the partners and discuss any change or implementation issues before taking action

Article 5 – The Foundation’s financial contribution

The Foundation undertakes to grant financial support of EUR **693,038 (Six hundred and ninety three thousand and thirty eight Euros)**. A final report will be done during the last year of the agreement and two audits during the partnership to evaluate the impact of the project and the implementation of the activities.

This grant will support the financial commitments of the Foundation:

- **Signature of the agreement (July 2022): EUR 376,149** (Three Hundred & Seventy-Six Thousand and one hundred forty-nine Euros) **for the equipment of the 1 CoE, and 10 training centers, Operational costs of ASSIST in 2022**
- **Jan 2023: EUR 279,264** (Two Hundred & Seventy-Nine Thousand, Two hundred and Sixty-Four Euros) **for the equipment of 10 training centers and operational costs of ASSIST in 2023**
- **Jan 2024: EUR 29,400** (Twenty-Nine thousand, Four Hundred Euros) **for operation costs of ASSIST in 2024**
- **Jan 2025: EUR 4,225** (Four thousand, Two hundred and twenty-five Euros) **for operation costs of ASSIST in 2025**
- **Jan 2026: EUR 2,000** (Two Thousand Euros) **for operation costs of ASSIST in 2026**
- **Jan 2027: EUR 2,000** (Two Thousand Euros) **for operation costs of ASSIST in 2027**

All Budget in EURO							
Budget Items	2022	2023	2024	2025	2026	2027	Total
CoE Equipment	109,084						109,084
20 Training Center Equipment	237,027	237,027					474,054
ASSIST Opex including Audit & Communication & the digital platform creation	36,900	35,375	29,400	4,225	2,000	2000	109,900
Total	376,859	272,402	29,400	4,225	2,000	2,000	693,038

Term and Condition for the fund transfer:

- (1) The fund from the Foundation will be transferred directly to ASSIST subject to receiving appropriate documents for fund transfer.
- (2) The fund from the 20 colleges plus 1 CoE will be transferred to ASSIST as per the MOU
- (3) The fund from the Foundation and 20 colleges plus 1 CoE will be transferred to ASSIST as planned in the table above subject to the appropriate progress report and results
- (4) The procurement of equipment to set up the Center of Excellence will be done directly by ASSIST with support of SEVN

(5) ASSIST operations budget detail is in appendix

Article 6 – SEVN commitments:

SEVN commits to:

- Have a full time employee following each month the project and make sure the quarterly report to the Foundation with the number of students trained will be realized.
- Give the information regarding the student's background.
- Work with the ASSIST to implement the trainings and equipment's, and make sure the agreement's conditions are respected.
- Have an employee following the program and its development all along the agreement.
- Provide laboratory equipment specification and assist in its installation
- Assist ASSIST to refurbish laboratory rooms allocated inclusive of providing Electrical and Fire safety posters, etc.
- Representative of SEVN will visit the training centers to facilitate the lab setup and other requirements for starting the trainings
- Conduct training and lectures on products and equipment contributed through VolunteerIn missions.
- SEVN will assess the effectiveness of training by periodic evaluations and tests mutually agreed and conducted with ASSIST and provide technical support wherever needed
- Report to the Foundation, on a quarterly basis, the number of trainees trained.

Article 7 – Commitments of all parties:

1. **Coordination:** For coordination between ASSIST and SEVN for effective implementation and monitoring of training program, ASSIST and SEVN will nominate Single Point of Contact (SPOC) from each side to ensure smooth functioning of the activities. ASSIST will attend review meetings conducted by SEVN and SEVN SPOC will attend the review meetings conducted by ASSIST.
2. **Staffing:** Recruitment, if needed, of faculty and instructors for the training will be done by ASSIST and made an integral part hereof. SEVN will participate in qualification of the trainers as seconded by ASSIST from its existing faculty or from new hires.
3. Qualitative improvement in the trainings will be done jointly by ASSIST and SEVN. SEVN will assist in assessing the quality of training through mutually agreed evaluation systems in accordance with the Foundation. After completion of training, the successful trainees will be co-certified by SEVN and ASSIST after proper evaluation.

Article 8 - Communication

The undersigned permit themselves mutually to put forward of their partnership, thanks to this Agreement. To this end, ASSIST will send every year to SEVN and to the Foundation, the elements such as, photos (with a minimum of 1200 pixels and 300 dpi, .jpg) or videos (duty frees), could allow an efficient communication. The Foundation and ASSIST permit themselves reciprocally to use their logos on their websites and Intranets.

Article 9 – Term

This Agreement is executed for a six year-term since the date of Parties' signing of this Agreement (Effective Date).

Article 10 – Termination

This Agreement may be terminated in the following cases:

- by any of the Parties subject to 6 months' notice;
- without any notice, by ASSIST, should SEVN or the Foundation fail to comply with one of the clauses of this Agreement;
- without any notice, by SEVN or the Foundation, should ASSIST fail to comply with one of the clauses of this Agreement;
- the discontinuation of the business activity of one of the Parties.

Mission "Teachers" from the VolunteerIn Association running at the effective date of termination and the training of future micro-entrepreneurs, continue until their term, except in case of closing down of ASSIST, mission may be provided later will be cancelled. Any operating expenses are only chargeable to the party who initiated the termination, except the termination is pronounced to other party's fault.

In the event where rescission of the contract results from a breach of its obligations by ASSIST, including the event where the material given by or received thanks to the Foundation financial contribution has not been used for its intended purpose, in case ASSIST has not trained the number of students expected, or in the event where ASSIST does not use material, the Foundation shall be able to ask ASSIST to give the material back, at its own expense. Request for restitution shall be made by the Foundation by registered letter with acknowledgment of receipt within one month from the date of rescission for non-performance of the contract. ASSIST shall be liable for transporting and delivering with good care the material back to the Foundation and to any new NGO selected by the Foundation. Restitution of the material and all costs associated to, will be at ASSIST's expense.

Article 11: ELECTRONIC SIGNATURE - PROOF AGREEMENT

The Parties may agree together to sign the Agreement and/or its successive amendments in a dematerialized way through an electronic signature (e.g. Docusign...)

In this case, the agreement and/or its successive amendments signed in a dematerialized way through an electronic signature (ex: Docusign...):

- Constitute the original document;
- Have the same probative value as a handwritten document signed on paper and can be validly opposed to each of the Parties;
- Are likely to be produced in court, as literal proof, in the event of a dispute, including dispute between the Parties.

Consequently, the agreement and/or its successive amendments signed in a dematerialized manner shall be deemed to be proof of the content document, the identity of the signatories, the date of signature and the consent of the Parties to the rights and obligations arising from the agreement and/or its successive amendments signed in a dematerialized manner. "

Article 12 – Nullity

ASSIST, SEVN and the Foundation agree that the mutually-accepted nullity of any of the provisions of this Agreement shall not cause the Agreement to be null and shall not affect the validity of the other provisions.

Article 13 – Applicable law - Jurisdiction

This Agreement shall be governed by and construed in accordance with laws of Vietnam.

The parties shall refer any dispute arising out of or in connection with the Agreement to arbitration. Any dispute concerning the form, execution, interpretation and/or termination of the Agreement which cannot be settled through arbitration shall be submitted to the exclusive jurisdiction of the defendant's domicile court, and notwithstanding substitution of the defending party, and including emergency proceedings and motion proceedings.

Article 14 – Miscellaneous

The Agreement is established in English.

The parties will respect the Schneider's Code of Conduct (Ethics Statute), available on the company's Ethics & Compliance page, from where it can be downloaded (link: <https://www.se.com/br/pt/about-us/sustainability/responsibility-ethics/>)

Article 15 – Appendix

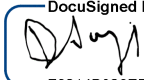
In appendix: project budgeting and list of schools. This appendix forms an integral part of the Agreement.

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IN WITNESS WHEREOF, the Parties have caused this Agreement to be executed by their authorised representatives on Effective Date.

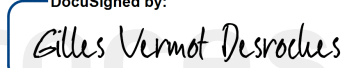
For ASSIST
Regional Director
Arumugaraj DAVITDURAI PANDIAN

For the FONDATION DE FRANCE
Pierre SELLAL
Chairman

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For SCHNEIDER ELECTRIC VIETNAM
General Director
Mai Lam DONG

In the presence of Gilles VERMOT-
DESROCHES
Delegate-General of the SHNEIDER
ELECTRIC Foundation

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APPENDIX – I

Location of Training

The training will be conducted at the Centre of Excellence - Ly Tu Trong College campus at 390 Hoang Van Thu, Ward 4, Tan Binh District, Ho Chi Minh City and 20 shortlisted colleges across Vietnam.

APPENDIX – II

Specification for Infrastructure

The laboratory space should:

1. accommodate minimum 25 training seats
2. have safety charts displayed
3. have fire - extinguishers ready
4. have first-aid box with required medicine for burns, cuts etc.
5. accessible to public participants
6. have accessible drinking water facility
7. with parking space for students' bi-cycles
8. with nearby toilet facility for students and instructors
9. have minimum of 10 computers or tablets in working condition

APPENDIX – III

Qualification and Experience of Trainer

The instructors should be:

1. qualified trainers with industry experience on building wiring and electrical maintenance and knowledge on electrical products.
2. proficient in written and spoken English and able to communicate and teach in the vernacular where the training is conducted.
3. able to handle and motivate a class of at least 25 candidates.

APPENDIX – IV

Details of Budget

Details of Budget

Budget Items		Total Project Costs in EUR
1	Equipment costs (1 CoE + 20 Colleges) Schneider Foundation Contribution	582,929 €
2	Equipment costs (1 CoE + 20 Colleges) Govt Contribution	300,000 €
2	ASSIST Operational Costs (5 years) Schneider Foundation Contribution	109,900 €
Total costs including value-added tax		993,038 €

Equipment Cost breakdown for 1 CoE and 20 Training Centers

Equipment Costs	Qty lab	batch 20	Total batch 20 * Q'ty lab
CoE Centre of Excellence	1	€ 209,084	€ 209,084
Electric Installation + Renewable Energy	20	€ 33,702.7	€ 674,054
ASSIST Operational Costs (5 years)	Over 5yrs	€ 109,900	€ 109,900
Grand total			€ 993,038

ASSIST OPEX Cost breakdown

Budget Item	Unit Cost EURO	Units	Total EURO	Remarks
Project Manager	1100	36	39,600	<u>PM Responsibilities (3 years x 12 month = 36 months)</u> a) Govt & college stakeholder coordination b) Make decision on project approach & budgets c) Work on legal requirements d) Facilitate the project steering committee meetings e) Prepare project plan & monitor project within timeline, budget & scope
Training Coordinator	750	36	27,000	<u>Training Coordinator Responsibilities (3 years x 12 months = 36 month)</u> a) Work on set-up of training center in each college b) Manage procurement, import of equipments & all admin tasks of project c) Mobilize students with support of each college d) Manage class roster e) Prepare project reports f) Perform digital marketing every month using social

				media channels
Project Accountant	400	36	14,400	<u>Project Accountant Responsibilities (3 years x 12 months = 36 month)</u> a) Set-up accounting system for the project b) Manage receivables & payables c) Manage project financial reports d) Work with external 3rd party auditor on audit requirements
Local Flight	250	15	3,750	Flights to Hanoi & Danang from HCM city. Approx 5 flights per year x 3 years
Accommodation	50	30	1,500	Hotel stay in Hanoi & Danang
Local Taxis	200	36	7,200	Average local taxi travel costs per month
Project Event	2000	1	2,000	Kick-off event
3 rd Party Audit	2225	2	4,450	2 times audit
Communication & Branding	2000	5	10,000	Over the 5 years of project
Grand total			€ 109,900	

The paying up of the capital will be done according to documentary evidence and the audit realized by ASSIST will be done following the Foundation guidelines.

Equipment costs breakdown for 1 CoE and 20 Labs

Refer to attachment. (Excel sheet breakdown)

APPENDIX – V List of 20 colleges to be equipped

20 Colleges to be equipped by Schneider	Faculty
	<i>(Electricity and relating)</i>
1. Ha Tinh College of Technology	
National Highway 1A, Thanh Phu, Ha Tinh City Tel: 0239 3681690	Electricity
	Mechatronics
	Refrigeration

	Car technology
	Mechanical (Welding)
2. Vinh Phuc Vocational College	Industrial electricity
Lien Bao, Vinh Yen, Vinh Phuc Province	
3. Thu Duc College of Economics and Technology	Electricity
17 Street 18, Linh Chieu Ward, Thu Duc City	Electronic
	Refrigeration
4. Da Nang Vocational College	Electrical - Electronics
99 To Hien Thanh - Son Tra District - Da Nang City	
	Automation
5. Ho Chi Minh City College of Economics and Technology (HOTEC)	(College) Electrical - electronics
215 Nguyen Van Luong, Ward 11, District 6, HCMC	(College) Mechatronic Engineering Technology

	(College) Engineering Technology Automation Control
	(Vocational) Mechatronic Engineering Technology
	(Vocational) Thermal Engineering Technology
6. Nguyen Huu Canh Technical and Economic High School	
502 Huynh Tan Phat, Binh Thuan, District 7, Ho Chi Minh City	Industrial and civil electricity
	Maintenance & repair of thermal equipment
	Mechatronic engineering technology
7. HCM Vocational College of Engineering Technology	
19 Dinh Cung Vien Street, Phuoc Long A, District 9, Ho Chi Minh City	Industrial Electricity
8. Quang Trung Vocational School	
689 Quang Trung, Ward 8, Go Vap, Ho Chi Minh City	Industrial electricity
	Industrial electronics
	Refrigeration
9. Ha Giang Provincial College of Engineering and Technology	Industrial electricity

Quang Trung Ward - City. Ha Giang	Operation of hydroelectric plants
	Civil Electricity
10. Nha Trang College of Engineering and Technology	
N1 road, North Hon Ong training area, Phuoc Dong commune, Nha Trang, Khanh Hoa	Industrial electricity
	Civil Electricity
	Electrical - Electronic Engineering Technology
	Mechatronics
11. Long An College	
60 National Highway 1A - Ward 5 - Tan An City - Long An	Industrial electricity
	Mechatronics
	Air Conditioning & Air Conditioning Engineering
	Operation & repair of refrigeration equipment
12. Ho Chi Minh City College of Industry and Trade	
20 Tang Nhon Phu Street, Phuoc Long B Ward, Thu Duc City, HCM City	Engineering Technology Electrical, Electronic
	Mechatronics Engineering Technology

	Engineering Technology Control and Automation
13. Nguyen Truong To Technical College	
No. 2 Mai Thi Luu, Dakao Ward, District 1	Industrial electricity
	Industrial electronics
	Refrigeration & Air conditioning engineering
14. Ba Ria-Vung Tau College of Technology	
3/2 Street, Ward 11, Vung Tau City, Ba Ria- Vung Tau Province Tel: 0254 3691064	(College) Industrial electrical profession
	(College) Mechatronics
	(College) Refrigeration and air conditioning engineering
	(Vocational) Industrial electrical profession
	(Vocational) Mechatronics
	(Vocational) Refrigeration & air conditioning engineering
15. Hanoi Polytechnic Vocational College (Hactech)	Electricity

92A Le Thanh Nghi, Hai Ba Trung, Hanoi	
16. College of Mechanical Engineering - Construction and Agriculture and Forestry Central Region	Industrial electricity
Area 8, Bui Thi Xuan Ward, Quy Nhon City, Binh Dinh Province	Refrigeration & Air conditioning engineering
17. Soc Trang Vocational College	
176 Nam Ky Khoi Nghia, Ward 7, Soc Trang Province	Electrical - Electronics
	Engineering
	Basic Science
18. Bac Kan College	Civil electricity
Nguyen Van To, Nong Thuong, Bac Kan Province Tel: 0209 3873 017	Industrial electricity
	Car technology
	Mechanical engineering technology
19. Dalat Vocational College	
No. 01 Hoang Van Thu, Ward 4, Da Lat City, Lam Dong Province	Electrical - Electronics
20. Cu Chi Vocational College	
No. 02, Nguyen Dai Nang Street, KP1, Cu Chi Town, Cu Chi District, HCMC	Industrial electricity

	Industrial electronics
	Refrigeration and air conditioning engineering
	Electrical installation and control engineering in industry

1 Center of Excellence

Ly Tu Trong College	Faculty
	<i>(Electricity and relating)</i>
390 Hoang Van Thu, Ward 4, Tan Binh District, HCMC	Electricity
	Mechatronics

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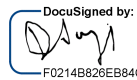
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