

CORPORATE TRAINING PROGRAMMES FOR THE POSTAL SECTOR



New courses in 2012

“Come and join our open and inspiring learning environment”

We are pleased to give you more detailed information about the Corporate Training Programmes:

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BROADEN YOUR HORIZONS

GET TO THE HEART OF THE POSTAL INDUSTRY

- * You want your leaders to cope successfully with the new challenges of the postal industry?
- * You want to profit from a unique combination of academic excellence and business experience?
- * You want your managers to think out of the box and to bring new ideas in your company?

EPFL (Ecole Polytechnique Fédérale de Lausanne) has developed the unique **Corporate Training Programme** for the postal sector in cooperation with IPC (International Post Corporation). The strong focus on postal issues combined with a broad view on market developments and global trends, an outside-in view on the postal sector and excellent networking possibilities makes this programme an indispensable add-on to operators' domestic programmes.

ACCESS TO THOUGHT LEADERS

The Chair Management of Network Industries is supported by Swiss Post and part of EPFL, one of the world-leading and top-ranked universities in innovation and technology.

COMBINING THE BEST

EPFL's unique academic expertise in the postal sector with world-class professors and IPC's extensive experience in the postal sector namely postal operations, quality of service and technology, innovation, market research, regulatory research, intercompany pricing and corporate social responsibility programs for the postal industry.

GLOBAL NETWORK

The huge global network of EPFL and IPC allows the programme to involve business leaders and outstanding speakers who will share their insights and vast experience.

Benefits

During the programme you will:

- profit from the **unique combination** of EPFL's world-class faculty and IPC's business expertise
- focus on important **postal** issues and topics
- analyse the **new global and regional challenges** the postal sector is facing
- learn and develop **strategic perspectives on** how to cope with these challenges
- discover the **heart of the postal industry** and learn from the European experiences
- understand the important role of **innovation**
- have access to **business leaders** of the postal and other sectors who might not participate in purely domestic programmes
- benefit from site visits to the **major organisations** of the postal industry, IPC and UPU and to innovative postal operators as Deutsche Post DHL, Swiss Post or bpost

Target Audience

Each Corporate Training Programme is tailored to the needs of one postal operator. Usually, participants work on the level of senior manager or director. The group size is relatively small and its number varies from ten to a maximum of twenty participants for each training programme. The courses will be held in English.

On the right the group of Directors of India Post in the 2011 programme.



World-class faculty and business leaders

Professor Matthias Finger, EPFL
Professor Jörg Dietz, University of Lausanne
Herbert-Michael Zapf, CEO and President, IPC
Edouard Dayan, Director General, UPU
Chris Tucci, Professor, EPFL

Elmar Toime, former CEO New Zealand Post
Peter Somers, CEO bpost international and parcel
Roberto Giacchi, CEO, PosteMobile
Nadja Schnetzler, co-Founder, Brainstore
Beat Friedli, Head of Corp. Development, Swiss Post

References

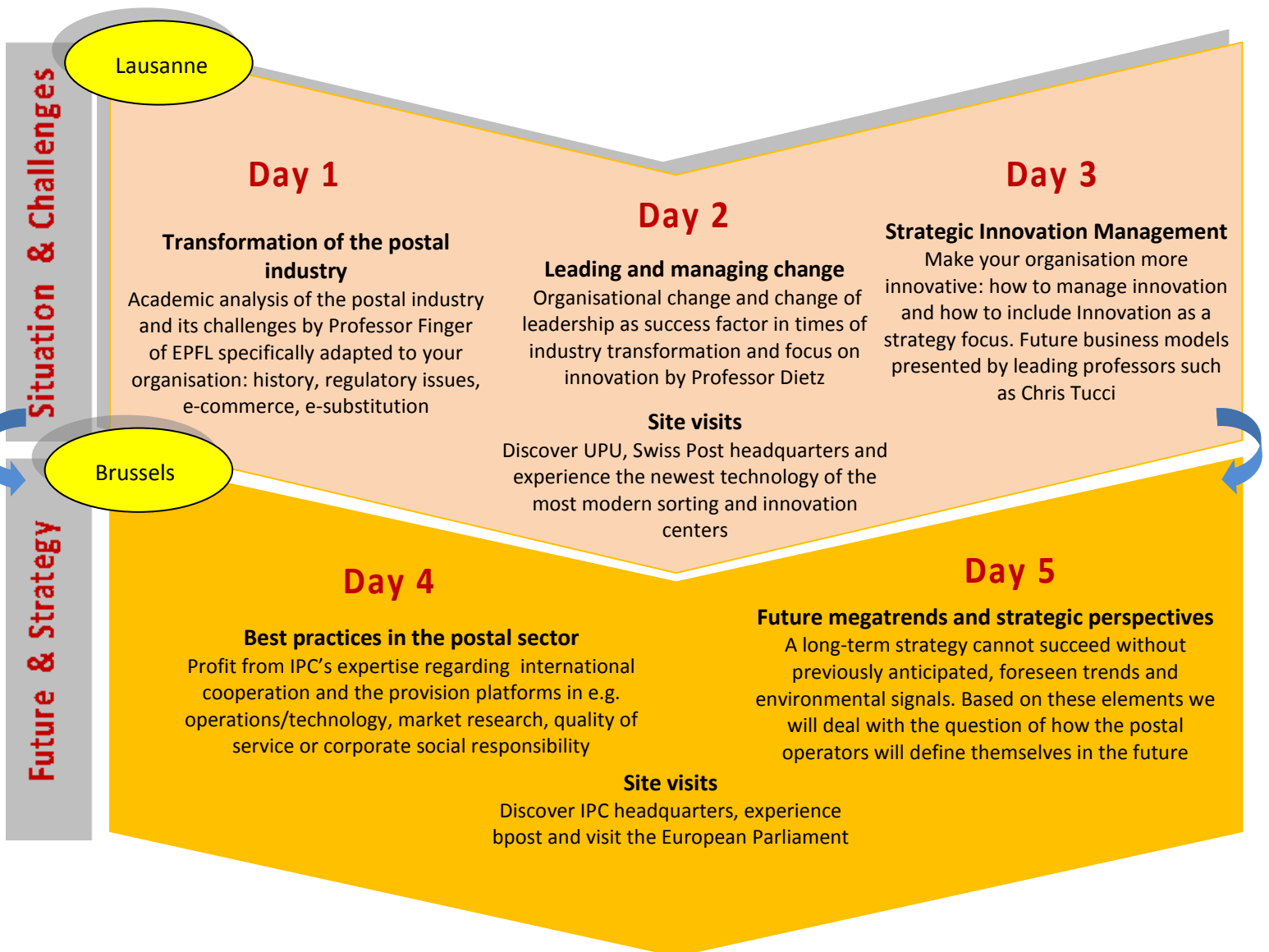
Several companies already took part over the last years in these unique corporate programmes and were absolutely delighted, such as India Post, China Life or the Ministry of Communications of Vietnam.



Programme structure

The following structure is an example based on programmes already delivered. On the respective situation of the post the programme can be fully tailor-made in order to best respond to the respective training requirements. The training can take place in **Lausanne**, Switzerland and can be combined with travels to the IPC headquarters in **Brussels, Belgium** and any other location according to your preferences.

A training event will last for four to six days. Discover the **heart of the postal industry** with EPFL, the number one university in Executive Education for Network Industries, and IPC, which members represent 80% of world's mail volume. With site visits to the headquarters of Universal Postal Union (UPU) in Berne, Switzerland and other postal operators you will learn from the major players in the postal sector.



Learning from leaders, workshops, presentations, discussions: make your organisation fit for the future !



About EPFL

Ecole Polytechnique Fédérale de Lausanne is one of the two Swiss Federal Institutes of Technology. Located on the shores of Lake Geneva, its main campus brings together over 11,000 persons, students, researchers and staff in the same magical place. EPFL is one of Europe's most innovative and productive scientific institutions. Ranked top three in Europe and top 20 worldwide in many scientific rankings, EPFL has attracted the best researchers. With 125 nationalities on campus and over 50% of professors from abroad, the school is one of the world's most cosmopolitan university campuses.

About IPC

International Post Corporation is a cooperative association of 24 member postal operators in Asia Pacific, Europe and North America. Over the past two decades IPC has provided industry leadership by driving service quality and interoperability, supporting its members to ensure the high performance of international mail services and developing the IT infrastructure required to achieve this. IPC engages in industry research, creates business-critical intelligence, provides a range of platforms for member post CEOs and senior management to exchange best practices and discuss strategy, and gives its members an authoritative, independent and collective voice. IPC adds tremendous value to postal organisations by engaging well known external speakers and suppliers as well as providing platforms. IPC also manages the system for incentive-based payments between postal operators. With members delivering some 80% of global postal mail, IPC represents the majority of the world's mail volume.

IPC & EPFL Collaboration

In 2009 International Post Corporation and École Polytechnique Fédérale de Lausanne forged a collaborative academic and professional partnership, by combining the strengths and expertise of both organisations to promote academic postal research. This partnership has seen the introduction of management training programs for management employees of postal companies as well as the annual [TIP Conference](#), organised by the two partners.

Dates

You decide the date. One unique opportunity could be to combine the training with the **TIP Conference on 12-14 September 2012 in Lausanne, Switzerland**.

Information and registration

We are at your disposal for more information and to discuss the details of the programme. We will fully adapt to your needs and make the programme as beneficial as possible for you and your organisation. Please contact us to discover the heart of the postal sector:

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“Senior officers of India Post take part in the program for several years. They were always delighted by the professional organization and the faculty. The program of EPFL provides unique know-how, insights and contacts that are very valuable for the successful transformation of our organization”.

V. Rajarajan, Additional Director, National Postal Academy, India Post