
ATEC and the Talent Solutions Coalition: *Sustaining America's Aviation Advantage*

Benefits for ATEC Members

Webinar

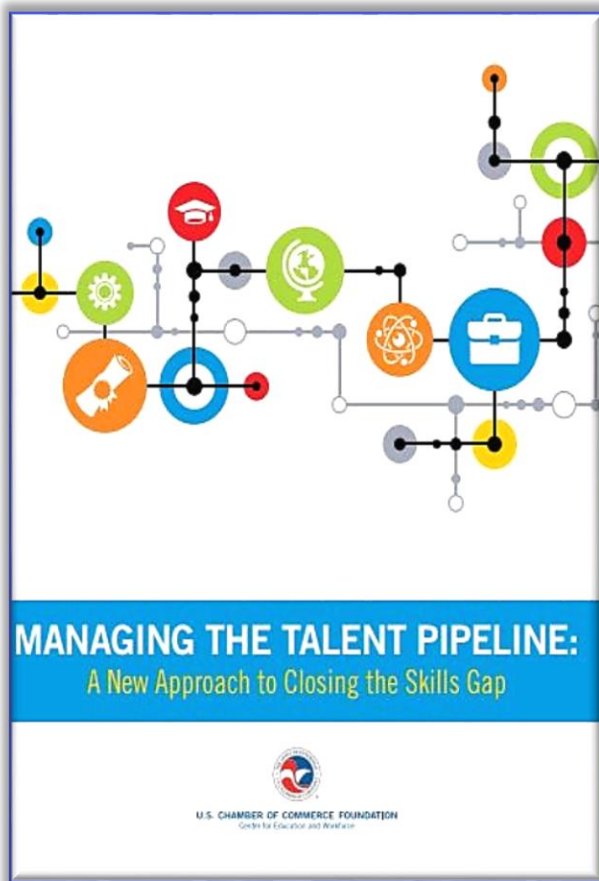
February 23, 2017



Discussion Topics

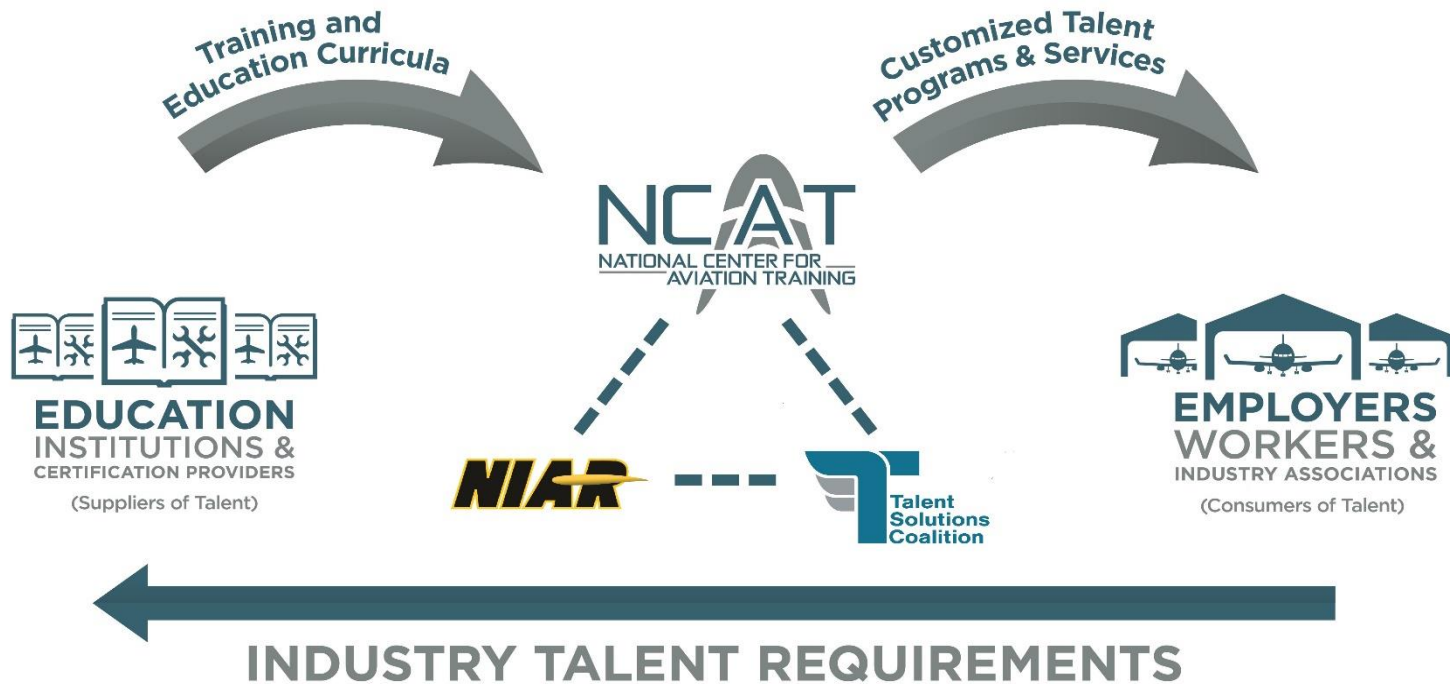
- I. TSC Strategy: Employer-Driven Talent Pipeline Management**
- II. TSC Structure: National Talent Supply Chain**
- III. TSC Services: Talent Acquisition and Best Practices**
- IV. TSC's National Leadership Team**
- V. ATEC and TSC Partnership Goals**
- VI. Benefits for ATEC Members**
- VII. How to Engage with TSC**
- VIII. General Discussion**

TSC Strategy: Demand-Driven Talent Pipeline Management



- ✓ Treat employers as end-customers
- ✓ Promote employer-driven demand planning
- ✓ Include public/private education and workforce talent providers
- ✓ Tailor talent solutions for employers
- ✓ Align academic talent solutions to employer measures
- ✓ Improve employer-talent provider communications
- ✓ Engage employers to promote national career opportunities
- ✓ Share performance data across the supply chain

TSC Structure: National Talent Supply Chain



TSC is retained by employers seeking to source talent nationally and reduce talent acquisition costs.

TSC Services: Serving Employers and Sharing Best Practices



➤ EMPLOYER TALENT ACQUISITION ENGAGEMENTS

- Retained by employers
- Professional services engagement model
- Create and manage talent supply chains for employers



➤ CENTER OF EXCELLENCE TO SHARE BEST PRACTICES

- Trusted forum environment for members to share best practices
- National presenters provide multiple perspectives
- Solutions focused, using actual employer talent scenarios

TSC's National Leadership Team



Crystal Maguire
*Executive Director, Aviation
Technician Education Council*



Mike Gehrich
*Director of Aviation, Vincennes
University*



Tiffany Stovall
*Vice President, Mid-America
Manufacturing Technology Center*



Steve Kane
*Executive Director, SpaceTEC
Partners Inc.*



Monica Stewart
*TSC Senior Director, National Center
for Aviation Training*



Greg Wilson
*Dean of Applied Technology, Pima
Community College*



Sheree Utash
*TSC Executive Sponsor, National
Center for Aviation Training*



Tim Welsh
*TSC Executive Director, National Center
for Aviation Training*



National ATEC and TSC Partnership Goals

Aviation Technician Education Council:

- Council Growth: Create additional membership benefit and incentives to join ATEC
- Industry Engagement: Provide new capabilities to engage with employers
- Member Development: Support workforce development capabilities of members

Talent Solutions Coalition:

- National Scale: Add to TSC's talent supply chain capabilities nationally
- Service Quality: Expand scope of talent solutions for TSC employer clients
- Solution Innovation: Enable greater innovation in talent solutions for employers



Benefits for ATEC Members

- **ATEC MEMBER JOINING AS SUPPLY CHAIN MEMBER (EDUCATIONAL INSTITUTION)**
 - **STANDARD RATES: CHARTER (\$15,000), FULL (\$10,000) AND ASSOCIATE (\$7,500)**
 - ATEC: 5% DISCOUNT / ANNUAL TSC MEMBER FEES
 - ATEC: 60% DISCOUNT / CURRICULUM CONTENT AND SERVICES OFFERED THROUGH TSC

- **ATEC MEMBER JOINING AS A MARKETING SPONSOR (CORPORATION)**
 - **STANDARD RATES: GOLD (\$25,000), PLATINUM (\$20,000) AND SILVER (\$15,000)**
 - ATEC: 10% DISCOUNT / ANNUAL TSC MARKETING SPONSORSHIPS
 - ATEC: 10% DISCOUNT / CURRICULUM CONTENT AND SERVICES OFFERED THROUGH TSC

- **COMPLIMENTARY REGISTRATIONS AT TSC FORUMS**
 - MEMBERS: CHARTER = 5, FULL = 3 AND ASSOCIATE = 2
 - SPONSORS: GOLD = 5, PLATINUM = 3, SILVER = 2

How to Engage with TSC

<https://talentsolutionscoalition.org/>



The screenshot shows the homepage of the Talent Solutions Coalition website. The background is a blurred image of hands working on a technical component. At the top left is the Talent Solutions Coalition logo. To its right is a navigation menu with links: Home, About, Leadership Team, Our Partners, What We Do, News & Media, Events, and Contact. Further right is a 'Member/Sponsor Login' button and a search bar. The main heading reads 'SUSTAINING AMERICA'S AVIATION ADVANTAGE' in large, bold, white letters, with the subtitle 'Employer-Driven Education, Training, & Certification' below it. Three green buttons are positioned below the subtitle: 'Become a Sponsor', 'Become a Member', and 'Help Me Choose'. The footer contains a row of logos for partner organizations: ATEC, NCAT (National Center for Aviation Training), CERTEC (Center for Education, Research, Training, and Certification), Pima Community College, WATC (Western Aviation Technician Education Council), and MAMTC (Manufacturing Aviation Technician Education Council) with the tagline 'Creating Growth'.

General Discussion



For more information, please visit the TSC website at
<http://talentsolutionscoalition.org/>
or call the Talent Solutions Coalition at
1.844.879.5631