

January 20, 2000

MEMORANDUM

To: Presidents
Deans of Continuing Education
NEIT Contacts
FIT Directors

From: Scott Ralls, Vice President
Economic and Workforce Development

Subject: Partnership Agreement with Development
Dimensions International

We are pleased to announce that we have reached a State partnership agreement with Development Dimensions International (DDI), a highly regarded international human resources company. Through this agreement, community colleges will be able to deliver DDI's well-known leadership, workforce development, and customer service training programs, and purchase participant and other training materials at significant discounts.

This partnership will provide strong advantages to our business and industry clients, who will now be able to cost effectively access these popular programs through North Carolina community college continuing education and/or customized training programs. North Carolina is the first state with which DDI has ever entered into a partnership arrangement. Typically, an organization must acquire DDI training directly through the company, which arranges for DDI certified consultants to provide the instruction.

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Development Dimensions International specializes in helping organizations align their people strategies with business strategies. Since its founding in 1970, DDI has influenced approximately 200 million people with its training programs and consulting services. Each year, the company works with almost 12,000 organizations worldwide including approximately 400 of the Fortune 500 companies. Many organizations, including several corporations with bases in North Carolina and the North Carolina Office of State Personnel, utilize DDI programs as their primary source for leadership/teamwork/workforce development training. We have effectively used DDI programs in several of our New and Expanding Industry Training projects, and benefited from the company's international presence in recently serving one of our new Japanese clients.

Enclosed is a copy of a signed Memorandum of Agreement between Development Dimensions International and The North Carolina Community College System regarding the Purchase of Product and Services, a pricing sheet indicating discounts to North Carolina community colleges, and a fact sheet on the available training programs.

Already, several colleges have been able to train and certify facilitators (trainers) through New and Expanding Industry or Focused Industrial Training projects. Very soon, in an effort to kick start this partnership statewide, we will sponsor facilitator workshops in different locations around the state, whereby all remaining colleges will have the opportunity to participate in implementation workshops and have at least one instructor certified to deliver the programs. Similar to our capabilities with Achieve Global (formerly Zenger Miller) training, we have also established a process whereby colleges will be able to train and certify additional instructors should they desire to do so in the future

If you have any questions regarding this partnership, please do not hesitate to contact me at rallss@ncccs.cc.nc.us or 919/733-7051.

SR/jmf
Attachments

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