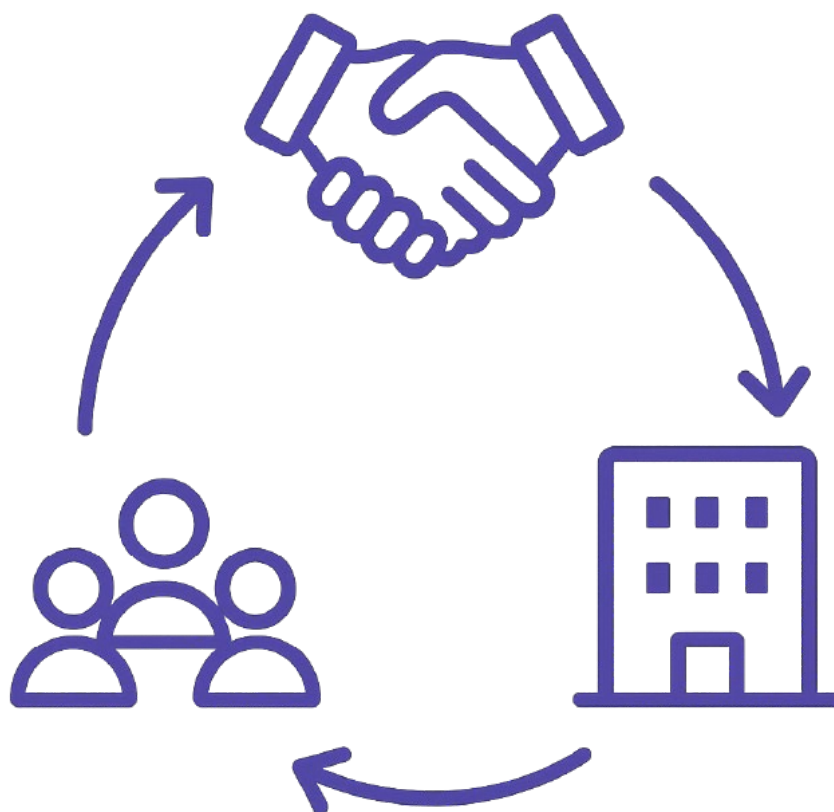


Best Practice n°3



Use Case – Collaborative Networking & Industry Partnership

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- **Type:** Collaborative Networking & Industry Partnership
- **Category:** Networking
- **Method/Tool:** University & Company Collaboration
- **Best Practice Description:** Active collaborations with universities, technology centers, and industry partners provide relevant, up-to-date training content and access to practical expertise.

Background

LZH Laser Akademie GmbH (LAK) is a leading German VET-provider of training in the field of laser material processing. Since its founding in 2003, LAK participated in the development of DVS guidelines on professional qualifications.

IPH – Institut für Integrierte Produktion Hannover gGmbH - is a consulting and research company in the field of production technology. We focus on increasing the efficiency, digitalization and sustainability of the industry.

The collaboration between Laser Zentrum Hannover e.V., IPH – Institut für Integrierte Produktion Hannover gGmbH, and LZH Laser Akademie GmbH originated within a regional funding initiative focused on additive manufacturing.

A research institute, a technology centre, and a training provider joined forces to support small and medium-sized enterprises (SMEs) in adopting new technologies, each contributing their specific expertise.

Relevance for Training Providers

This case demonstrates how strategic collaboration between complementary organisations can enhance the quality, relevance, and practical applicability of training programmes.

For training providers and Centres of Vocational Excellence (CoVEs), such partnerships offer an effective way to combine expertise, share infrastructure, and strengthen alignment with industry needs.

Key Approach

The partnership evolved from an initial project into a structured and long-term collaboration. Its effectiveness is based on a clear distribution of roles and the combination of complementary competencies:

- **Research institutions** contribute technological expertise and innovation
- **Technology centres** provide application-oriented and industrial perspectives
- **Training providers** ensure structured programme design and delivery

This coordinated approach enables efficient collaboration while avoiding overlaps.



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Implementation in Practice

A central feature of this collaboration is the joint use of infrastructure and resources. Technical equipment and laboratories from different partners are integrated into training programmes, enabling hands-on and application-oriented learning formats.

This approach ensures that training content is closely aligned with real industrial conditions and facilitates direct transfer into professional practice.

Transferable Elements

The case highlights several elements that can be adapted by other organisations:

- Building on existing initiatives or funded projects as a starting point
- Engaging partners with complementary expertise
- Establishing clear roles and responsibilities
- Sharing infrastructure and technical resources
- Designing training with a strong practical focus
- Expanding collaboration beyond initial project phases

Conclusion

This example illustrates that sustainable and effective partnerships are not only based on shared objectives, but also on structured collaboration, clearly defined roles, and the strategic combination of resources.

Such approaches can support training providers in developing more relevant, practice-oriented, and future-proof training programmes.

