

Your Know-How in Sales

Strengthening strengths

THE POWER OF INDIVIDUAL COMPETENCE



2011 Best Franchisor in Austria
2012 Strategy Award Winner Germany
2012 Best Franchisee in Austria

Strengthening strengths

Niklas Tripolt

Co-founder and managing partner VBC



Sales is the most simple, undemanding and worst paid job! Or: Sales is the most demanding, most motivating and best paid job in the world! It is your choice!

Dear Reader,

Since 1997 VBC has trained, coached and educated more than 130,000 sales people. In doing so, we have gotten to know 130,000 completely distinct personalities: People with great knowledge and wonderful skills, with lots of talent and potential to develop further.

Meanwhile 110 VBC sales experts are working day in and day out on making sales people more successful. Sales is a form of behavior. To see quick results it is necessary to adjust and change some forms of behavior. However, we cannot change one's behavior that has developed for a long time, sometimes for decades, with two or three training sessions. Whoever promises such miracles is making promises they cannot guarantee and we do not sell such day dreams.

We work together with brain scientists, utilizing the know-how of different universities and we have started our very own VBC Media AG to develop training methods and various media to best serve the diverse learning channels of sales personals. Our first priority is to support sales people to achieve sales success and satisfy their customers. VBC stands for sales on a partnership level and building valuable relationships (on the basis of trust).

It is important for VBC to improve the image of sales personal in public opinion. Over the last 15 years a lot has already happened in that respect: Universities have included sales in their curriculum, quality publications report on this topic. And last but not least the VBC created "Sales-Award" for the best sales person within the German Speaking Countries which is presented at the yearly sales congress.

At VBC we see ourselves as a learning organization. We are constantly on the ball with market changes, customer expectations and new technological possibilities to help our participants to realize even more success. One thing we can say for sure: recognizing weaknesses and working on them does not nearly accelerate the success rate as much as strengthening the strengths of our participants!

Enjoy reading,

A handwritten signature in black ink, which appears to read 'Niklas Tripolt'.

Niklas Tripolt

PS: Top sales people create their own economic opportunities. Enjoy this possibility and self-determination.

Reasons to work with VBC

More benefit, more value, more success

The VBC concept

The VBC concept is centered on individual training program for sales people. The duration of the training depends on the potential and developmental goals of sales personal. Training usually runs parallel to the job and span 6 to 48 months. Various training methods and media are used to meet exactly the needs in daily practice of each sales person. This ensures a holistic approach of presenting, tutorials and practice transfer. Media like books, audio books, e-learning, virtual classrooms etc. can individually be used for support. All VBC trainers have long-term sales experience – in accordance with principle “from sales pros for sales pros”.

Cooperation with top-partners

For the successful transfer of our products VBC relies on award-winning technology (the trainings Platform CLIX SaaS won the first “Cloud 4 Society Award” from Microsoft) as well as the cooperation with top-partners: IMC (largest e-

learning producer in German speaking Europe), Redline Wirtschaft and Signum for publishing and Technisat as producer for audio books. Many VBC products are developed in cooperation with partner institutes and universities like the Vienna University of Economics and Business. This ensures the dialogue between science, research and practice.

Strategy advisory board (customer parliament)

8 times a year the VBC strategy advisory board takes place in Austria, Germany and Switzerland. It is a meeting place for renowned VBC clients and non-clients and VBC Management. Thus VBC receives fast, professional feedback about current trends and new developments.

The Sales Congress in March

Is a platform for sales experts from Austria, Germany and Switzerland.



Customer Comments

Here is what our customers have to say



Mag. Gerhard Schilling
CEO Almdudler »»

I am an enthusiastic recreational athlete and therefore, I know that you can only have success when you commit to constant and persistent training. In order to reach our ambitious goals, I was looking for a training company who would tailor their training to our company, employees and who strives for sustainability in its concepts – with VBC's sales training we experienced exactly that kind of professionalism. Besides the training and ongoing development of our sales force, the managers also learn from VBC how to challenge, support and guide our sales personal.



Maria Madl, MSc.
Head of HR, Donau Chemie Group »»

Donau Chemie Group and VBC have been working together successfully in the advancement of our sales-force. We especially value the individually tailored and real-world trainings concepts. The holistic concept of VBC where the participants have a variety of learning media available over a long period of time – prior, between and after presentation blocks - and to top it off have a tutor who helps them to transfer their key-learning's to their jobs; leads to the desired sustainability of the training.



Rudolf Semrad
General Manager, The Swatch Group »»

Reaching our revenue and profit goals decide our success. Therefore, a highly motivated and professionally trained sales force is indispensable. For me sales training with VBC is an investment in this success, which quickly paid off for us.



Christina Papsdorf
Team Leader Marketing,
Steinbichler Optotechnik GmbH »»

The trainings concept especially designed for our company more than exceeded our expectations. Especially the combination of local training and the VBC's own combination with blended-learning units have substantially contributed to the success. We can recommend VBC as trainings institution without any limits and are looking forward to an ongoing successful cooperation.



Robert Palmetshofer
Director Primary Care Takeda Pharma »»

We have been working with VBC for 4 years now and have not felt remorse for even one second. VBC has contributed an important part to the improved performance of our sales teams. Here are the reasons:

- VBC taught us that sales is a structured process and its success does not depend on luck or coincidence.
- The trainings content for the sales force as well as for management is clear, descriptive, comprehensible and immediately transferrable into every day practice.
- Last but not least VBC-trainings are fun and entertaining which lets the time pass by way too quickly.

Another highlight is the professionalism and eloquence of the VBC trainers, who are extremely well prepared and research the customers' business environment – in our case the pharmaceutical industry- to provide training with concrete examples and case studies.



Mag. Tarek El-Dabbagh
Head of HR, Silhouette International
Schmied AG »»

When choosing our employees for our sales force I pay special attention to their personality. Who has a high level of self-responsibility, who can motivate themselves, who wants to be successful? Someone who is able to identify him/herself with the company and has the readiness to learn, has the possibility through VBC's blended learning method to constantly get new impulses to increase the learning effectiveness.



Manuela Lindlbauer, MBA
CEO, LindlpowerPersonal
management GmbH »»

Cold calls to new customers take a lot of self-confidence and need the right attitude. This is a behavior one has to learn: my customer receives good consulting services – the optimal solution for his problem and the best benefit for him! In the service sector and especially in consulting the challenge is to see each other as equal partners. VBC has greatly contributed to strengthening this core competence within our team and to transfer this great benefit straight into practice.



Armin Truger
CEO, Pro Sky Airbroker GmbH »»

For Pro Sky we were looking for a training program that would leave a lasting impact on our employees' sales skills development and have true relevance for our business environment and model. The trainers of VBC completely convinced us and we see ourselves en route to achieving our set goals.



Dr. Andreas Metzger
Head of Sales, Protektorwerk Florenz
Maisch GmbH & Co. KG »»

The combination of continuous trainings- and coaching modules show very positive effects. Our customers highly value our sales employees as competent partners. The quality of sales call preparation for visits with building supply stores and with the end users in the construction industry, deep understanding of customer expectations and delivering individual solutions – all of this was further improved. If our customer is able to see the price premium equivalent to the performance premium of PROTEKTOR now, we have really achieved something. Working with VBC triggered essential improvements in our every-day business conduct. And we will keep on learning.



Martin Wallinger, MBA
Head of Sales, Proxy, Steyr-Werner Technischer Handel GmbH »»

We have been successfully selling technical products to manufacturing, craftsmen and retailers for over 80 years. The sales person as consultant is supposed to guide the customer through the overwhelming range of technical products and has to be a good listener in order to recognize how to best support his customer. Together with VBC we trained our sales teams (field sales force, inside sales team, key account, and product specialists) in a multi-layered training program – individualized and relevant.

Panorama

All VBC modules and components outlined



VBC 1Star-Module

Developed for target groups:

Sales personal in retail sales, inside sales teams, call center agents, telemarketing, and service consultants

TELEPHONE TRAINING

Relationship Management on the Phone

How to optimize your customer contacts

Schedule Appointments Over the Phone

How to optimize your ability to acquire appointments

Close Orders Over the Phone

How to sell actively and successfully

Add-on Sales Over the Phone

How to use incoming calls for cross- and up- selling

Complaints Over the Phone

How to manage complaints independently over the phone

Success Factor Voice

How to utilize your voice successfully for sales

RETAIL

Topfit in Sales

How to become a sales pro within 3 days

Self-motivation

How to motivate yourself everyday

Self-confident Price Negotiations

How to achieve more added value in sales

7 Ways to a Positive Sales Conclusion

How to recognize signals and using opportunities

Complaints as a Chance

How to turn complaining customers into enthused customers

Selling Luxury Goods Professionally

How to become a sales specialist in the premium segment

Body Language in Sales

How to utilize your body's signals

VBC 2Star-Module

Developed for target groups:

Field sales teams, key account manager, technical sales personal, sales engineers, pharmaceutical sales force, service technicians

8 Steps to Sales Success

How to become a pro in field sales and key account management

Professional Customer Acquisition

How to find your way to new customers

Self-motivation

How to motivate yourself everyday

Self- and Time Management

How to achieve higher productivity and quality of life

Negotiating Prices Confidently

How to achieve more added- value in sales

7 Ways to a Positive Sales Conclusion

How to recognize signals and using opportunities

Selling Luxury Goods Professionally

How to become a sales specialist in the premium segment

Successfully Generating Referral Business

How to get the best referrals

Successful Appearance at Trade Fairs

How to make trade fairs pay off for you

Last Secrets in Sales

How to become a star sales person

Body Language in Sales

How to utilize your body's signals

Selling Complex Services Professionally

How to develop strategic sales processes

Modern Media in Sales Conversations

How to utilize tablets & mobile devices efficiently

Key Account Management

How to communicate successfully with your most important customers

Leading Successful Negotiations in Sales

How to achieve a win-win-result

Customer Orientation for Service and Technology

How to successfully shape your customer contacts

VBC 3Star-Module

Developed for target groups:

Sales leadership, managers-to-be

VBC Specials

Developed for sales people of all target groups

Successful Management for Sales Personal

How to communicate more efficiently as a manager

Manager as Sales Coach

How to competently chaperon and coach your employees after trainings

VBC Diagnosis Workshop

How to find your best sales talents and successfully support them

Impulse Speeches

How to awaken interest and motivation in sales

VBC company package

How companies with their own trainer teams profit from individual sales trainings solutions



www.vbc.biz

Coaching & Tutoring

Developed for sales people of all target groups

Tutoring

Giving you ongoing professional support

Shop-coaching / Team-coaching

Giving you professional support on the floor

Telephone coaching on the job

Helping you to easily transfer your knowledge

Field Sales Coaching

Taking the sales pros to your customer appointments

Leadership-coaching

Strengthening your sales team

Program 12 (1star)

Become a top-sales-employee in retail in only one year

Program 12 (2star)

Become a top-sales-employee in field sales in only one year

Program 12 (3star)

Develop from manager to leader in only one year

Media modules

Developed for sales people of all target groups

PRINT AND AUDIO-MEDIA

Books

Learn while reading

Audio books

Learn while listening

Success journals

Learn on an individual basis in attendance with the seminar

ONLINE MEDIA & TOOLS

Online preparation

Create to your individual opening

Transfer-Jet

Use the virtual seminar room for your development

E-learnings

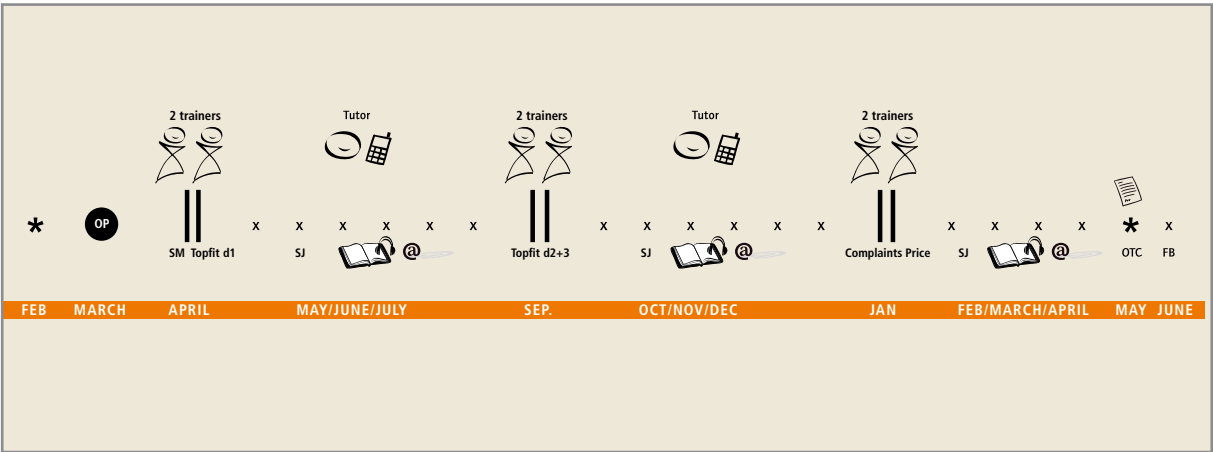
Easily and efficiently learn

Online-transfer check (OTC)

Test your trainings knowledge online

Individual program for success

The VBC Trainings Program



The image above pictures an individual training program over a period of 18 months for a team of retail sales employees.

The following key developmental aspects have been incorporated:

- Improvement of self-motivation of sales team
- Acknowledgeable increase of sales skills
- Sustainable change of the price-value-perspective
- Recognizing complaints of customers as opportunities

This individual training program includes training days (presentations), tutorials and practice transfer. Media like books, audio books, e-learning, virtual classrooms etc. may be used individually for additional support according to one's personal likes and needs.

- OP Online Preparation
- || Presentation, individually chosen from VBC modules
- SJ Success Journal including Tutorials
- Book and Audio Book
- @ E-Learnings
- OTC Online Transfer Check
- FB Feedback and Results Analyses

Milestones

Success derived from tradition

Since its beginning in 1997 VBC has been shaped by constant development and successful expansion. With a new method that is based on the latest results of brain- and cognitive research, the VBC concepts focus on individuality, variety of methodology and sustainability. All training is offered in German and English as well as other languages on demand.

1997: Laying the foundation: Heinz Feldmann, Robert Klemsich and Niklas Tripolt give life to the VBC idea. Presentation expert Prof. Dr. Emil Hierhold comes on board as a partner.

1998: Bahlsen, Mobilkom, Palmers: Are some of our earliest notable international customers

2001: Economic media vote VBC the “#1 in sales training” in Austria. First Austrian franchise licenses are given.

2003: Xerox picks and licenses the VBC assessment center system

2006: First VBC offices in Germany are opened.

2007: Founding of VBC Medien AG for development and production of innovative training media.

2009: VBC receives the science award from the Business Academy Mannheim, Germany for the “Sales Competence Check” that had been developed in cooperation with the Vienna University of Economics and Business.

2011: The Austrian franchise association awards VBC as “Best Franchisor of the Year”.

2012: First franchise license given in Switzerland. VBC receives “German Strategy Award”

2012: VBC partner Eva Maria Zimmerl becomes “Franchisee of the Year” in Austria



► The VBC planning and developing hot spot: Corporate headquarters in Moedling near Vienna.

International

VBC goes Europe

Success inspires. The constant expansion and increasing demand for VBC development programs also awoke a growing interest of international customers for foreign language training. Today VBC offers all programs in English language and leads projects in cooperation with multinational corporations of various industries in countries like Italy, Spain, Great Britain, Russia and the U.S.A.



Marisa Williams
Learning and Development Manager,
IKEA Bristol, UK »»

We have now had both our Kitchens and our Bedrooms departments experience the TOPFIT in Active Selling training through VBC and the results have been phenomenal. Not only have we seen positive changes in our financial results but also in the behaviours and confidence of all the participants – managers and co-workers.

The key to ensuring the success in the training is the twofold:

A) the training concept & the key modules. Manager's training to ensure that all ideas, tools and techniques are in place, in order to push the goal through the company and relevant departments. Followed by a co-workers training, to implement all needed behavioural changes to make active selling successful, as well as finally conducting shopfloor coaching with co-workers giving them feedback on sales dialogues.

B) follow up – without a set routine in place and the commitment from our management team we would not have seen the results that we did.

Following the successful results achieved in the IKEA Bristol store, all other stores within the UK are now experiencing this training. We are looking forward to having the trainers back in store to hopefully deliver the same results for our Living Room department.



Johannes Reitbauer
LIEBHERR Earthmoving,
Training – Management »»

Soft skills are gaining more and more importance in sales. Therefore we already started to train our worldwide LIEBHERR Earthmoving sales force several years ago. Thereby our sales personal are chaperoned by VBC experts, our own Liebherr training team and sales management (which is prepared through special modules) over a period of several months. After a commissioned final exam that covers sales as well as technical know-how the participants receive the title of "certified LIEBHERR construction machine sales consultant". Feedback from the participants proves that the training leads to improved sales success. With the support of VBC we are now able to successfully offer the concept in German, English, French and Russian.

Customer relations

Banks and Financial Institutions ABV, AWD, Bank Austria, Bawag PSK, Brokerjet Ecetra, GE Money Bank, Hypo Alpe-Adria, Hypo Tirol, Invesco, Kärntner Sparkasse, Paylife Bank, Porsche Bank, Raiffeisen Landesbanken, Raiffeisen Bank International, Sparkasse Oberösterreich, VKB, Volksbank, Wüstenrot Bausparkasse

Construction Industry Absta, Actual Berger, Adler Lacke, Alpmet, Artweger, Atlas Copco, Baunit Baustoffe, BayWa, Bramac, CEMEX, D+H Brandrauchlüftungssysteme, Domoform, DORMA, Farb Union, Forschungsverband der Baustoffindustrie, Franz Kolar, Geberit, Hagentaler Farbenwerk, Hartl Haus, Hella Sonnen- und Wetterschutz, Internorm, Josko Fenster und Türen, Knauf, Lasselsberger, Lieferbeton, MABA Fertigteilindustrie, Mapei, Mayr Melnhof Holz, Meyer Holz, Murexin, Protektor, Rekord Fenster, Rubner Haus, Schwenk Dämmtechnik, SHT, Sonnenkraft, St. Gobain Rigips Austria, Strabag, Steinwerke Friedl, Strussnig Fenster, Stugeba, Sunpor, Synthesa, Tondach Gleinstätten, Town & Country Haus, Treppenmeister, Universa, Velux, Weyland, Wienerberger Ziegelindustrie, Wopfinger Baustoffindustrie, Xal, Ytong Bausatzhaus

Service Industry Abfallwirtschaft Tirol Mitte, Active AD, AFS Franchise-Systeme, AKV, AMI Promarketing, ARA, Beamcom, Berlitz Austria, BFI OÖ, Call & Mail, Casinos Austria, Dataselct, Deloitte, DHL, Essl, Eurocom, Far Freight, Grander Wasser, Herold Business Data, Horizont, Incovis, Ista Österreich, Iventa, Job Pilot, Josef FaberKlenkhart, Kues & Partner, KWI, Landwirtschaftskammer NÖ, Landwirtschaftskammer Steiermark, Lindlpower Personal Management, Lobbe Entsorgung, Marketing Service Mikscha, MC Media Consult, Megaboard Soravia, MSE, Motodrom Zweirad, Nierhaus-Schönhofer, Österreichische Post, Otto G. Preiser & Co, P. Dussmann, Plaut, QVB Mödling, Repa Copy, Saubermacher, Saville und Holdsworth, Sec Consult, Selecta, Shapeline Österreich, Sobolak International, Stadtwerke Bad Hersfeld, Stadtwerke ETO, Siemens Gebäudetechnik, S-Service Center, Sun & Fun, Syncon, Szabo & Partner, Technische Werke Friedrichshafen, Thüga AG, Thüga Energie, Turner Consult, Twyn Group, Vamed KMB, Verbund, Verein Sand und Zeit, WAFF, Weinkomitee Weinviertel, Werbeagentur Preindl, Wirtschaftsclub Bamberg, Wolf Theiss Rechtsanwälte

Electronics Astro Strobel, Banner Batterien, Bose, Elektro Ebner, Hama Technics, Loewe, Miele, Siblik, Sony, TechniSat, Varta Batterien

Trade ARTEMIDE Handelsgesellschaft, Aschl, Berner, Delico, Derendinger, Dornauer, Dyson, Ecolab, Edthaler, ETL Schlegel, Grohmann, Haberkorn, Heinemann TVW Travel Value Wien, Henkel, ITW Austria, JohnsonDiversey, Karstadt, Kärcher, Kastner & Öhler, Kerbl, Krassler, Kurt König, Lagerhausgenossenschaft Steyr-Weyer, Legrand Austria, L'Occitane, Maierhofer, Miele, Niedermeyer, Red Zac, Rein, Ridi Leuchten, Rist, SAG Swiss Automotive Group, SALEWA, Schubert Handelsvertretung, Sporthaus Strolz, Sportler, Technomag, TTL, Vorlo, Zabransky

Logding/Tourism Accor Hotels, Blaguss, Bund österreichischer Tourismusmanager, Eurotours, Graz Tourismus, Gletscherbahnen Kaprun, Hinteregger Hotels, Hogast, ITS Billa Reisen, Kneissl Touristik, Loisium, McDonald's, Mercure Hotels, Niederösterreich Werbung, Österreichisches Verkehrsbüro, Ötztal Tourismus, Reiter's Ressorts, Reisebüro Kuoni, Schmittenhöhebahn, Schnitzelhaus RestaurationsgesmbH, Sofitel Vienna, Wien Tourismus

Industry AHT Cooling Systems, Air Liquide Austria, Al-Ko Kober, Amari, Andritz, ARP, Astronic, Austria Card, BASF, Bogner Edelstahl, BP-Gas, BOMAG Maschinenhandel, BTC Chemical Distribution, Carrier Transicold, Castolin, Centrovox, Constantia Packaging, CSC Jäklechemie, Demag Cranes, Dolphin Technologies, Donau Carbon, Donau Chemie, Dorma, Druckerei Berger, EBRO Armaturen, Economos, EGM, Endress & Hauser, Eschmann-Stahl, EVN, Frankstahl, Furtenbach, Gifas Electric, HGA-Technik, Hebetchnik, Heidelberger Druckmaschinen, Hermes Schleifmittel, Hörbiger Ventilwerke, IMFÖ, Isovolta, Knorr-Bremse, Kone, Konti-

nentale, Lear Corporation, Lenzing, Maschinenbau Kitz, Liebherr, Lindner Recyclingtech, List, MCE Chemserv, Messer Austria, Metagro, Miba, Müller Martini, Neumann Aluminium, Outokumpu, Pirlo, Purator Wallner Neubert, Rembrandtin Lacke, Rittal Schaltschränke, Salzburger Druckerei, Schinko, Senna, Shell, Staub & Co., Steyr-Werner, Stora Enso Timber, Teufelberger, Trox Austria, Uponor, Vöest-Alpine Stahl, WB Technologies, Wintersteiger, Worthington Cylinders **IT** A-Plus, Avnet, BBO, Beko, BI-Team, Bit Defender, Blue cell networks, Cardis Reynolds, Com Computertraining and Services, Compaq, DB-concepts, CSC Austria, Dynamic Media, ETM, Even-IT, FIS AG, HI-Systems, IDC, Inform Datenverarbeitung, Kaleidoscope, Leithner e.K., Magirus, mms Mobile Messaging Solutions, Optimal Systems, Oracle, rmDATA, Seqis, Softwaretechnik, SolveDirect Service Management, UC4 Software, Veda, Xerox **Automotive** Autohaus Stipschitz, Autohaus Wesely, Bentley, Chips Away, Chrysler, Citroën, Eberspächer, Hella, Hertz, KIA Austria, KTM, Mercedes Wiesenthal, ÖFAG, Opel, Opel Horvath, Pappas Automobilvertriebs GmbH, Semperit, Suzuki **Art** Galerie Elisabeth Michitsch **Food** Almdudler, Alpe Adria Weinhandlung, Alpro Soya, Bacardi-Martini, Bahlsen, Berglandmilch, Brau Union, C&C Pfeiffer, Coca Cola, Diageo, Direkt vom Bauernhof, Frisch & Frost, Genussregion Marketing, Griesson - De Beukelaer, Ja! Natürlich, Kelly's, Kraft Foods, Manner, Merkur, Nespresso, Nestlé, PEZ, Schneekoppe, Sonnentor, Stieglbrauerei, Ströck, Tiroler Bauernstandl, Tiroler Meistermetzger, Triple A Aqua Service, Top Spirit, Unilever, Vöslauer **Media** APA, Autorevue, Bühne, E-media, Kleine Zeitung, Kurier, Mediaprint, Medienvertriebe West, Medizinmedien Austria, Niederösterreich Werbung, Oberösterreichische Nachrichten, ÖGB Verlag, ORF, Print Zeitungsverlag, Profil, Standard, Trend, TV-Media, Universimed, Verlagsgruppe News, Veritas Verlag, WBS Werbe & VerlagsgesmbH, Wiener Bezirkszeitung, Woman **Medical Technology/Bio Engineering** Advanced Bionics, Amgen, André, Arthrex, Bauerfeind, Baxter, Biomérieux, Biomet, Biotronik, Boston Scientific, Ciba Vision, COVIDIEN, Dräger, Ecolab, Gambro Hospal, Hartmann, Heintel Medizintechnik, Hellmut Habel, Holter, KCI, Kolaszar Medizintechnik, Limbeck Medizinische Spezialartikel, Menarini Diagnostics, Odelga, Schering, Secon, Spiggle + Theis, Viennatone Hörgeräte, VWR International, Xion, Zimmer **Furniture** Backhausen Interior Textiles, Betten Reiter, Ikea, Kare Design, Olina Küchen **Fashion/Cosmetics/Watches/Jewelry and Accessoires** Burton Sportartikel, Camaro-Komperdell, Coty Prestige, D. Swarovski Tourism Services, Eiler Schuhe, Elizabeth Arden, Esprit, Feichtinger Schmuckgroßhandel, Gazelle, Globus, Guerlain, Hermann Krause & Co, Hirsch Armbänder, Intersport, Kematen Cosmetics, Koffer Kraus, Magda Rose KG Jones, Mammuth Sports Group, Marionnaud, Ötscher Götzl, Palmers, Prelude, Puma Austria, Schmuckstube Bad Leonfelden, Sports Experts, Steinecker, Swatch Group Österreich, Synpharma, Tom Tailor, Wutscher Optik **Pharmaceutical Industry** Abbott, Aesca Pharma, Apotheke zum heiligen Leopold, Bayer Austria, Cephalon GmbH, Eisai, Guerbet, Herba Chemosan, Janssen-Cilag, Kwizda, Leo Pharma, Lundbeck Austria, Menarini Pharma, Merz Pharma Austria, Novartis, Pharmaselect, Pharmexx, Ratiopharm, Sankyo, Sanova, Sanofi-Aventis, Schwarzpharma, Servier, Takeda, TEVA Pharma, Weleda **Telecommunication** A1 Telekom Austria, e-Tel, Kapsch, Nextira One, Orange, T-Mobile **Universities** Campus 02 Fachhochschule Graz, Universität Augsburg ZWW, Wirtschaftsuniversität Wien **Insurances** Allianz Versicherungen, Basler Securitas, Donauversicherung, EFM Versicherungsmakler, Evofin, Generali Versicherung, GrECo, Helvetia, Merkur Versicherung, Münchener und Magdeburger Agrarversicherungen, Nürnberger Versicherung, OHO, Raiffeisen Versicherung, Skandia, Uniqa, Volksbank Ost

Contact

Strengthen strengths

Where we are able to awaken your interest for detailed information on the VBC concept?

Use our toll free hotline

00800 200 200 20

Or send us a fax or an email and we will get back to you with more details:

Email: service@vbc.at

Fax:

To: VBC Unternehmenszentrale

A-2340 Mödling bei Wien

Fax number: +43 2236 9081 07-60

First name/Last name/Title

Company

Address (Street, ZIP Code, City, Country)

E-mail Address, Phone Number



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