



# Case Study UAPRO

CrossMediaForum München, 4 July 2022 Mark Hünneman





### Structured content to drive income streams

- What is structured content?
  - Content itself is labelled (think of styles in MS Word)
  - Content held in formatting independent XML
  - Metadata is used to classify data
  - (Content is organised)
- So it is not:
  - Publication channel specific
  - Formatted (fonts, colours, et cetera)





Opleiden ∨ Advies ∨ Lesmateriaal ∨ Recruitment



#### **Empowering people and industries**

Met goed gekwalificeerde operationele medewerkers je bedrijfsresultaten verbeteren? VAPRO biedt verschillende oplossingen voor bedrijven in de proces- en maakindustrie.

#### Onze oplossingen



Opleiden

 $\rightarrow$ 

Verzilver het vakmanschap van je medewerkers.



#### Advies

 $\rightarrow$ 

Ontwikkel samen met je medewerkers het bedrijf door.



Lesmateriaal Ontwikkel je medewerkers met innovatieve

 $\rightarrow$ 

leermiddelen en examens.



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#### Recruitment

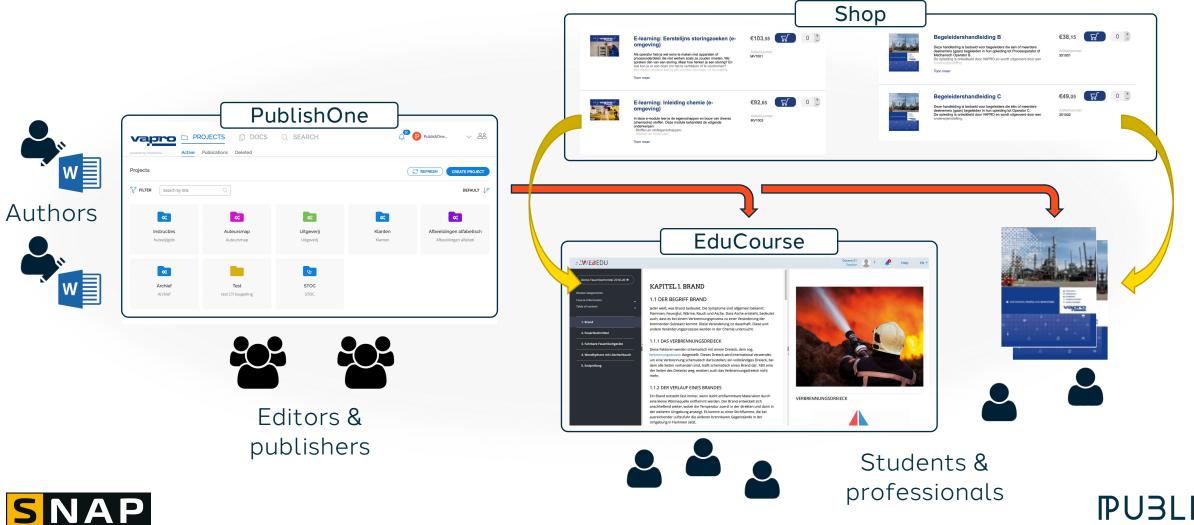
Zorg voor kwalitatief goede instroom van medewerkers.

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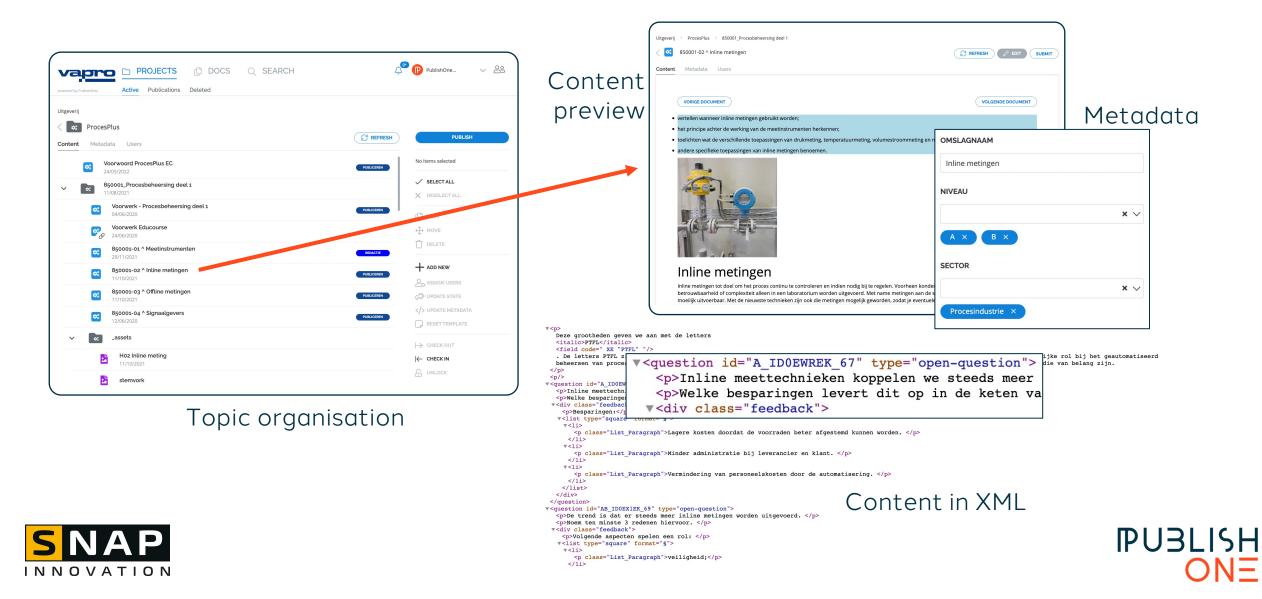


### **UAPRO** overview

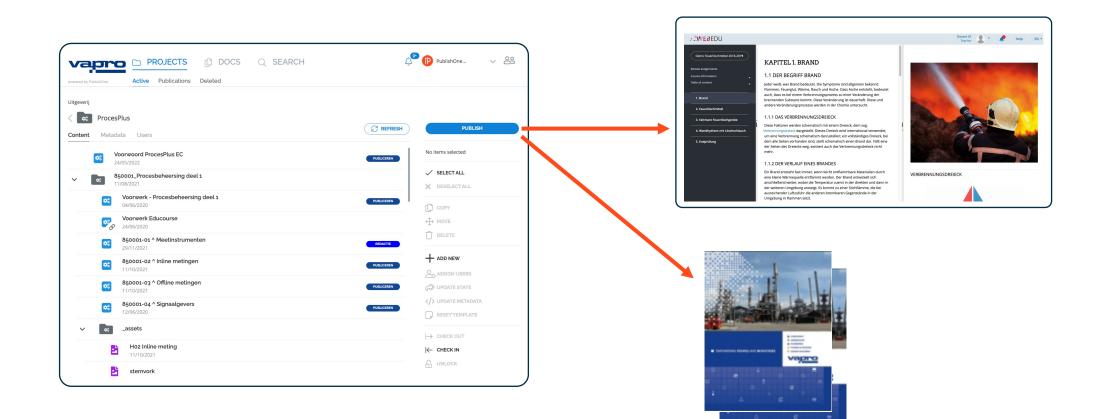


S INNOVATION **PU3LISH** ONE

#### Structure in PublishOne



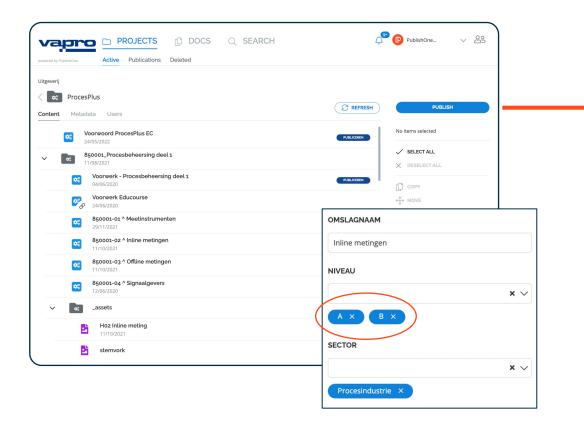
#### Reusing content for channels

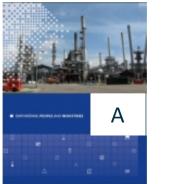






#### Reusing content for levels













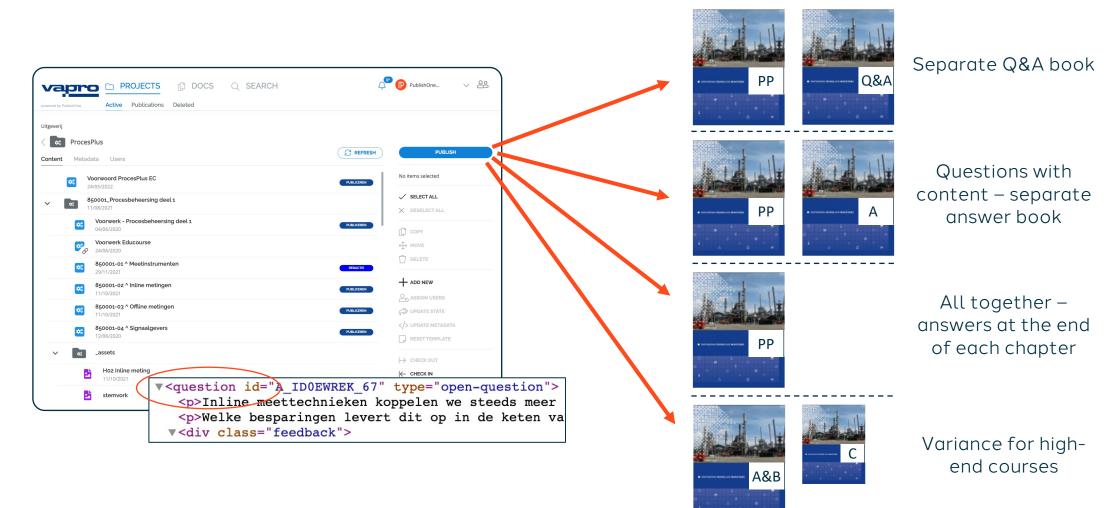
#### Reusing content for schools

Content Metadata Users		الله الما علا
✓ 🙀 Leerarrangement Conditioneren-B IFF	No items selected	
835001.OLAB06 LA-B ^ Conditioneren	✓ SELECT ALL × DESELECT ALL	
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835001.OLAB10 LA-B ^ Drogen		
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### Reusing content for publication variances

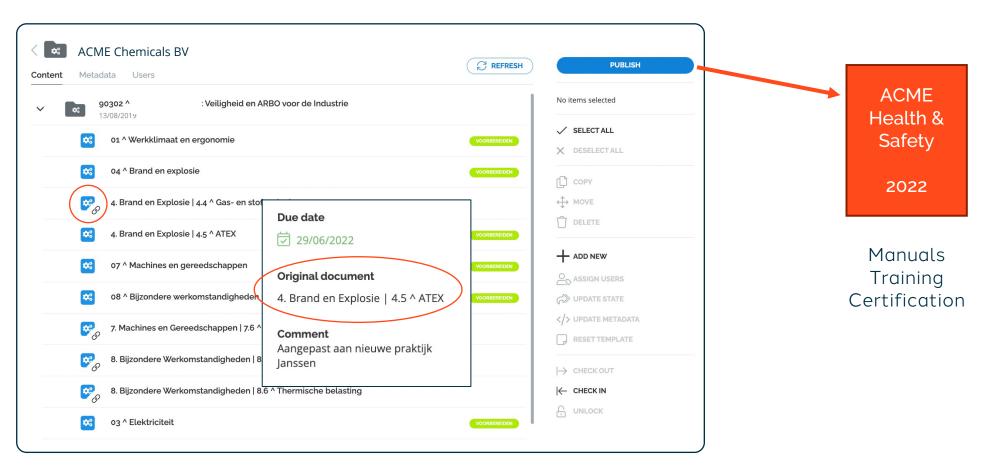


**PU3LISH** 

**SNAP** 

### Reusing content for industry consulting

Content library for consultants







## Summary of key points

- Authors work in Word and organise content in a natural way
- VAPRO offers their own education and certification programs
- VAPRO provides both printed books as well as an e-learning portal
- VAPRO offers schools bespoke courses
  - With customised books (and options for content, questions, answers)
  - Including the e-learning portal
- VAPRO offers the industry bespoke training and certification
- VAPRO offers the industry process consulting



#### Where next?

**PU3** 

- Expand to business unit STOC (medical)
- Use alerting to warn consultants of changed base content
- Add business intelligence to understand and control reuse

