



**Training Proposal for:**  
**PerkinElmer Holdings, Inc. dba PerkinElmer Optoelectronics**  
**\$75,000 or Less: ET10-0221**

Panel Meeting of: October 23, 2009

ETP Regional Office: **San Francisco Bay Area**

Analyst: T. Teles

**CONTRACTOR:**

- Type of Industry: Manufacturing
- Priority Industry:  Yes  No
- Contractor's # of Full-Time Employees
  - California: 444
  - Worldwide: 8,564
  - Number to be trained: 154
- Manager/Supervisor: 9%
- Turnover Rate: 2%
- Repeat Contractor:  Yes  No
- Substantial Contribution:  Yes  No

**CONTRACT:**

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$74,844
- In-Kind Contribution: \$167,000
- Average Cost per Trainee: \$486
- Post Retention Wage: \$15.00
- Health Benefits: N/A

- Occupations to be Trained: Technicians, Engineers, Supervisors, Support Staff
- Training Menu:
 

<input checked="" type="checkbox"/> Business Skills	<input type="checkbox"/> Literacy Skills
<input type="checkbox"/> Commercial Skills	<input checked="" type="checkbox"/> Management Skills
<input checked="" type="checkbox"/> Computer Skills	<input checked="" type="checkbox"/> Manufacturing Skills
<input checked="" type="checkbox"/> Cont. Improvement	<input type="checkbox"/> Other:
- Advanced Technology:  Yes  No
- Range of Hours: 24-200 Weighted Average: 27
- Multiple Job Numbers:  Yes  No
- County(ies) Served: Santa Clara
- Union Representation:  Yes  No
- Subcontractor: N/A
- Third Party Services: N/A

## **INTRODUCTION**

PerkinElmer Holdings, Inc. dba PerkinElmer Optoelectronics (PerkinElmer) is headquartered in Massachusetts and founded in 1940 by two MIT professors, has two major divisions: Life and Analytical Sciences and Optoelectronics. Among the firm's products are clinical testing kits, new drugs, DNA sequencing, medical and industrial lasers, fiber optic testing systems, lighting technologies for stage and cinema, gas detection units, intrusion alarms, and machine vision equipment. PerkinElmer serves customers in the health sciences, semiconductor, aerospace, and general manufacturing industries. PerkinElmer also serves other markets that are in the business of developing biotechnology, research, diagnostic, monitoring, and therapeutic applications. The Medical Imaging Division in Santa Clara develops and manufactures sophisticated digital imaging systems and x-ray detectors.

This is the company's third project within five years, but since the company has not earned \$250,000 a substantial contribution is not required. See Prior Projects section.

PerkinElmer is eligible for ETP funding under Title 22, California Code of Regulations, Section 4416(i)(2) as a company engaged in manufacturing.

## **PROJECT DETAILS**

According to company representatives, PerkinElmer has purchased new, one-of-a-kind equipment which requires more training than provided by the manufacturer. All of the training that was included with the equipment has been completed by a few key employees, who will now train the remaining technicians. The manufacturing skills training included in this project will be provided, in Santa Clara, to the technicians that will be operating and maintaining the equipment. The company is also upgrading several of its business and management systems which will require training in computer skills. Further, in an effort to stay competitive, PerkinElmer must become more efficient and reduce costs, and will, therefore, provide training in continuous improvement and business skills. Although continuous improvement training was

included in the previous project, the training in this project focuses on different topics, addresses the current needs of the company, and is part of the company-wide process improvement plan.

### **RECOMMENDATION**

For the reasons set forth above, staff recommends approval of this proposal.

### **PRIOR PROJECTS**

The following table summarizes performance by the company under ETP Agreements that were completed within the last five years:

Agreement No.	Location (City)	Term	Approved Amount	Payment Earned
ET03-0335	Santa Clara	6/02/03-6/01/05	\$29,640	\$12,066
ET06-0255	Santa Clara	3/27/06-3/26/08	\$80,600	\$80,600

ET03-0335: PerkinElmer earned 41% of the funds. Company representatives reported that the low earnings were due to production demands; an internal departmental reorganization which resulted in some departments not participating in training; and the lack of staff dedicated to the administration of the training.