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| Sector 部门 | Education and Training 教育和培训 | |
| Name Job title 中文姓名 职务 | Ms Karyn Kent CEO 凯伦·肯特 首席执行官 | Ms Jinger Pan Marketing Project Officer 潘婧 市场项目专员 |
| Organisation name 单位名称 | StudyAdelaide 南澳州教育推广署 | |
| Email 电子邮件 | karynkent@studyadelaide.com | |
| Contact number 电话号码 | (+61) 8 8226 0022 | |
| Website 网址 | www.china.studyadelaide.com | |
| Organisation information 单位信息 | <p>StudyAdelaide was established in 1998 and markets Adelaide as a centre of education excellence; highlighting the many advantages that international students who choose to live, work and study in South Australia have.</p> <p>Promoting Adelaide as Australia's premier learning city, StudyAdelaide's key marketing activities include targeted global digital campaigns, country specific websites and social media channels, attendance at offshore roadshows and events and agent familiarisation tours to Adelaide.</p> <p>Once students arrive, StudyAdelaide goes beyond the welcome and offers a year-long calendar of free and discounted events and activities that give students the opportunity to meet, make new friends and immerse themselves in different aspects of Australian culture.</p> <p>南澳州教育推广署(StudyAdelaide), 成立于1998年, 将阿德莱德作为高质量教育中心重点推广, 向国际学生传播在这里学习、工作和生活的众多优势。</p> <p>南澳教育推广署致力于打造阿德莱德成为澳大利亚的首选学习城市, 主要的市场推广活动包括: 全球线上媒体推广、针对不同国别建立的网站、社交网络、参与海外教育展及活动、邀请教育中介来阿德莱德市参观游历。</p> | |

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| Organisation information 单位信息 | 学生到达后, 南澳州教育推广署除了欢迎, 还会在全年组织各种免费或优惠的活动, 让学子们能通过各种活动结识新朋友, 融入澳大利亚文化的方方面面。 |
| Purpose of visit 来访目的 | <ul style="list-style-type: none">• To raise the profile of Adelaide as an international study destination• To educate agents on Adelaide as a study destination, providing key selling points to support their recruitment activities• To highlight how StudyAdelaide can support them in their promotional and recruitment activities• To increase international students numbers in South Australia• To announce the six winners of StudyAdelaide's National Student Ambassador Campaign in China• Obtain media coverage for Adelaide as a study destination, leveraging the successful Amazing Ambassador Unforgettable Experience campaign held in 2016• Demonstrate South Australia's commitment to welcoming Chinese students to Adelaide for a study experience, through the presence of the Premier and Shandong high level government officials.• 重点宣传阿德莱德作为国际留学的目的地• 培训教育中介, 使其知道如何在招生活动中宣传阿德莱德的卖点• 强调南澳教育推广署可以为他们的宣传招生活动提供支持• 增加到南澳来的留学生的人数• 在中国宣布南澳教育推广署的“学生大使”活动的六位获奖者• 在媒体上宣传阿德莱德作为留学之地, 推动2016年“神奇大使、难忘之旅”活动的成功• 州长和山东省高层官员出席, 展示南澳欢迎中国留学前来学习。 |

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| Sector 部门 | Education and Training 教育和培训 | |
| Name Job title 中文姓名 职务 | Mr Aaron Rigano Manager, Global Strategy, Development and Marketing 亚伦·里加诺 经理, 全球策略, 开发及营销 Ms Laura Jia Manager, Global Engagement Strategy and Relationships 贾飞霞 经理, 全球交往战略与关系 | Mr Brett Mahoney Deputy Head 布莱特·马奥尼 副校长 Mr Vinod Kumar Deut Global Strategy, Development 库玛·多特 全球策略, 开发及营销 |
| Organisation name 单位名称 | TAFESA 南澳州职业技术与继续教育学院 | |
| Email 电子邮件 | aaron.rigano@tafesa.edu.au laura.jia@tafesa.edu.au brett.mahoney@tafesa.edu.au | |
| Contact number 电话号码 | (41) 8 8372 6800 | |
| Website 网址 | www.tafesa.edu.au | |
| Organisation information 单位信息 | TAFESA is South Australia's largest vocational education and training (VET) provider and one of the largest in Australia. It is also a registered higher education provider. More than one million students have studied with us since we were established in 1971. Each year, we deliver more than 1300 courses to over 70,000 students right across South Australia. Our courses cover more than 80 areas of industry and activity, with flexible delivery options that suit the needs of our students. Research by the National Centre for Vocational Education Research (NCVER) in 2015 showed that 95.7 per cent of graduates benefited from their training and 92.8 per cent would recommend TAFESA to others. These results are fantastic for students, and they also demonstrate our significant contribution to building a skilled, sustainable workforce for the state of South Australia. | |

Organisation information

单位信息

TAFESA is responsive to the needs of employers, working with industry groups to deliver relevant, high quality training that aligns with contemporary career opportunities. International students from more than 70 countries choose to study at TAFESA for the quality of education and support they receive, as well as the enviable South Australian lifestyle.

南澳职业技术与继续教育学院(TAFE SA)是隶属于南澳州政府的法定独立法人单位, 具有职业教育和高等教育双资质。职业教育方面持有澳大利亚技能质量署(ASQA)注册职业教育培训机构资质; 高等教育方面符合澳大利亚高等教育质量和标准局 (TEQSA) 教育质量。南澳职业技术与继续教育学院始创于1971年, 经多次整合, 成为南澳州唯一的公立职业教育学院, 也是目前澳大利亚最大的职业教育机构, 颁发学历文凭1300种 (涵盖职业证书、大专文凭、职业本科、学士和副学士学位)。南澳职业技术与继续教育学院下设14个分院, 81个专业, 拥有32处校区, 年培养学生80000余名。学院具有丰富国际教育经验, 国际学生来自70余个国家和地区, 并与多个亚、欧、非洲国家和地区的政府和院校开展职业教育与培训领域的国际合作。南澳职业技术与继续教育学院以“为全社会提供可持续发展的教育服务以及为产业培养合格的技术人才”为己任, 采用灵活的教育方法, 培养多样人才, 注重技能教育, 满足行业和岗位需求, 学生满意度达到91%, 学生就业及升学率达到87%, 并提供60余个与澳洲知名大学的衔接课程。

Purpose of visit

来访目的

Getting a better understanding of VET education development in China; introducing Australian VET education philosophy and system; promoting TAFESA's education products and services.

进一步了解中国职业教育领域发展现状, 介绍澳大利亚职业教育的理念和体系, 推广南澳州职业技术与继续教育学院的产品和服务。

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| Sector 部门 | Education and Training 教育和培训 |
| Name Job title 中文姓名 职务 | Mr Dong Wang Business Development Manager 王东 业务发展经理 |
| Organisation name 单位名称 | Torrens University Australia 托伦斯大学 |
| Email 电子邮件 | cdwang@laureate.net.au |
| Contact number 电话号码 | (+86) 186 6600 8162 |
| Website 网址 | www.torrens.edu.au |
| Organisation information 单位信息 | Higher education provider with courses from certificate, diploma, associate degree, bachelor, postgraduate to doctorals. Hoping to expand Chinese market. 高等教育学校, 课程包括了证书课程, 专科, 副学士, 本科, 硕士以及博士。希望拓展中国市场。 |
| Purpose of visit 来访目的 | Establish and strengthen relationship with Chinese agents and institutions. To promote the Torrens name in China. 跟中国的代理以及学校建立和维护关系, 推广学校的名气。 |

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| Sector 部门 | Education and Training 教育和培训 | |
| Name Job title 中文姓名 职务 | <p>Mr Tony Zheng Manager, Asia Development and Partnerships 郑重 经理, 亚洲发展和合作关系</p> <p>Dr Glen Stafford Manager, Academic and Global Relations 石歌林 经理, 学术和全球关系</p> <p>Professor Nancy Cromer Pro Vice-Chancellor (International) 南希克柔玛 副校长</p> | <p>Ms Sandy McConchy Director International Research 穆杉迪 主管, 国际研究</p> <p>Dr Ruan Yinlan Institute of Photonics and Advanced Sensing 阮银兰 光子学和先进传感研究所</p> <p>Dr Julie Owens Acting Deputy Vice-Chancellor (Research) 欧文斯 代理副校长 (研究)</p> |
| Organisation name 单位名称 | University of Adelaide 阿德莱德大学 | |
| Email 电子邮件 | <p>tony.zheng@adelaide.edu.au</p> <p>glen.stafford@adelaide.edu.au</p> <p>glen.stafford@adelaide.edu.au</p> <p>sandy.mcconachy@adelaide.edu.au</p> <p>yinlan.ruan@adelaide.edu.au</p> <p>julie.owens@adelaide.edu.au</p> | |
| Contact number 电话号码 | <p>(+61) 8 8313 2955 (Tony Zheng)</p> <p>(+61) 430 660 883 (Tony Zheng)</p> <p>(+61) 8 8313 6389 (Glen Stafford)</p> <p>(+61) 488 994 306 (Glen Stafford)</p> <p>(+61) 8 8313 0167 (Sandy McConchy)</p> <p>(+61) 406 384 131 (Sandy McConchy)</p> <p>(+61) 8 8313 6326 (Ruan Yinlan)</p> <p>(+61) 431 529 205 (Ruan Yinlan)</p> | |

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| Sector 部门 | Health and Aged Care 医疗健康与老年护理 | |
| Name Job title 中文姓名 职务 | Ms Kelly Gao Executive Consultant 高秀林 执行顾问 | Mr Jerome Maguire CEO and Chairman 杰罗姆 首席执行官和主席 |
| Organisation name 单位名称 | AACHES 澳大利亚健康养老 (出口服务) | |
| Email 电子邮件 | xiulin_21@hotmail.com jerome.maguire@aaches.com.au | |
| Contact number 电话号码 | (+61) 420 838 369 (Kelly Gao) (+61) 8 8333 4016 (Jerome Maguire) (+61) 401 122 494 (Jerome Maguire) | |
| Website 网址 | www.aaches.com.au | |
| Organisation information 单位信息 | <p>Australian Aged Care & Health (Export Services) Pty. Ltd. (AACHES) was established as the vanguard for ACH Group, University of South Australia and TAFESA to develop trading opportunities with aged care businesses in China and ASEAN countries.</p> <p>ACH Group is a leading national aged care provider in Australia, providing some of the most advanced and innovative aged care services since 1952 - including retirement and residential accommodation options, domestic, personal and nursing care in the home, respite choices and short-term transition services.</p> <p>ACH Group regularly advises both State and Commonwealth Governments on aged care policy and practices and participate in innovative trials that both governments conduct.</p> | |

Organisation information

单位信息

The University of South Australia, with more than 32,000 students, is South Australia's largest university, ranked 25th in the QS World University Rankings for universities under 50 years old. The university is a world-class teaching and research institution with 97 per cent of research rated at or above world-class standard.

TAFESA is the government's vocational training organisation, responsible for training over 90 per cent of all staff who work in aged care in South Australia. TAFESA trains 80,000 students every year (the highest amongst all states in Australia) – with international students from over 60 countries. Its highest achieving students regularly take out the top awards in national and international competitions.

AACHES will lead or be part of a leadership team in joint ventures for aged care training, facility and service developments in China. Through collaboration with ACH Group, University of South Australia, TAFESA and expert aged care providers in South Australia, AACHES draws upon more than 60 years of aged care experience to provide the most advanced aged care services - in design, in management, in training, in assistive technologies, in information technologies and in telemedicine opportunities.

澳大利亚健康养老(出口服务)公司是由ACH集团与南澳大学、南澳州政府职业技术教育学院以及南澳州养老服务专家联合成立的新型公司,致力于向中国及东南亚国家提供国际标准的养老服务。我们具有60年以上的经验能够提供最先进的养老理念,包括设计、管理、培训、辅助技术、信息技术以及远程医疗。澳大利亚健康养老(出口服务)汇集最先进的养老技术和经验与南澳大学联合,可以与海外合作伙伴共同开发与最先进养老服务设施和服务。

Purpose of visit

来访目的

The opportunity to meet more aged care providers and businesses wishing to move into aged care - who are looking for long-term partnerships for the mutual benefit of both parties.

With our partners unique, high quality credentials in aged care training and the design and management of aged care facilities, AACHES will be looking for Chinese partners who are seeking these services and who have a genuine interest in providing a superior aged care service to the older Chinese people in their communities.

能有机会认识更多的养老服务行业的企业,并寻求长期合作。我们的合作者在养老业培训和养老设施的管理上均拥有高水平的证书,我们寻求对提供高质量养老服务感兴趣的中国企业。

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| Sector 部门 | Health and Aged Care 医疗健康与老年护理 | |
| Name Job title 中文姓名 职务 | Mr Phil Donaldson Director 冯道森 主管 | Ms Laurel Qiu Support 仇暉榕 助理 |
| Organisation name 单位名称 | Adelaide Design Link 阿德莱德设计联盟 | |
| Email 电子邮件 | phil.donaldson@sustainsa.com.au laurel.qiu@pitcher-sa.com.au | |
| Contact number 电话号码 | (+61) 4023 824 152 (Phil Donaldson) | |
| Website 网址 | www.adelaidedesignlink.com.au | |
| Organisation information 单位信息 | <p>Adelaide Design Link (ADL) is a professional alliance of leading architects, planners, landscape designers, product designers, engineers, environmental specialists and university researchers based in Adelaide, South Australia.</p> <p>Adelaide has a 180-year history of visionary urban planning and liveable city design and ADL's alliance of its most respected and experienced design leaders reflects an established culture of contemporary global best practice.</p> <p>ADL's mission is to share its expertise globally with developing cities in China, India, South East Asia and the Asia Pacific region to meet the complex challenges of rapid population growth and climate change while improving quality of life.</p> <p>The alliance has particular expertise in ecological design, smart city place making and planning - especially 'sponge' or water sensitive city technologies - as well as aged care planning, carbon neutral design, liveable cities and health.</p> <p>It shares its expertise through research and development, prototype design and developing customised and collaborative solutions that are practical and cost effective. Its extensive resource of experienced specialists, enables it to deliver fast-paced and responsive service.</p> | |

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ADL is an active business development alliance - it seeks project briefs in its key target markets and then facilitates the creation of integrated teams to pitch and win international business.

阿德莱德设计联盟 (Adelaide Design Link - ADL) 是一家由南澳大利亚州阿德莱德的顶级建筑师、规划师、景观设计师、产品设计师、工程师、环境专家和大学研究人员组成的专业设计联盟。阿德莱德拥有着180年城市规划和宜居城市设计的历史。为了传承这一历史, ADL联合了业内广受尊敬并富于经验的设计领军人, 反映了当代全球典范之作的既定文化。

ADL的使命是与中国、印度、东南亚和亚太地区的发展中城市共享专业资源, 以应对来自人口激增、气候变化的复杂挑战, 并同时提高当地居民的生活质量。

该联盟在设计领域卓有建树, 包括: 生态设计、智能城市地方建设和规划 (特别是“海绵”或水敏性城市技术)、养老院规划、零碳设计、宜居城市以及医疗保健设计。

该联盟通过研发、设计样板、开发实用性强、成本低的定制型协作解决方案, 共享其专业资源。此外, 其经验丰富的各类专家可以根据客户需求, 快速提供相应服务。

ADL是一个活跃的业务发展联盟, 其业务模式是在主要目标市场寻找合作项目, 整合联盟资源, 创建高效团队, 以推进和获取国际业务。

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| Sector 部门 | Health and Aged Care 医疗健康与老年护理 |
| Name Job title 中文姓名 职务 | Ms Janet Spouse Strategic Development Manager 战略发展经理 |
| Organisation name 单位名称 | Eldercare Incorporated |
| Email 电子邮件 | janet.spouse@eldercare.net.au |
| Contact number 电话号码 | (+61) 8 8291 1049 (+61) 409809230 |
| Website 网址 | www.eldercare.net.au |
| Organisation information 单位信息 | <p>Eldercare has over 60 years experience in providing high-quality aged care. We are one of the largest and most experienced aged care and retirement living providers in South Australia.</p> <p>Family: We focus on supporting older people to live to the full, helping people to actively make decisions about their preferred lifestyle and care option. We have recently developed an approach to dynamically support families to be involved in caring for their loved ones.</p> <p>Clinical care: Our highly trained staff use contemporary practice and tools to deliver high quality clinical care, dementia care and palliative care. We regularly collaborate with local universities to develop new technology and models of care, so we can continue to provide world-best care.</p> <p>Facilities: Whether providing short-term or long-term in one of our care facilities or retirement villages, we recognise the importance of providing warm and inviting environments. All our aged facilities offer 24 hour care.</p> <p>Staff and operations: With over 1100 staff, we are highly experienced in recruiting and training staff, implementing staffing models, and assisting operations to become fully functional. We are experts in staff rostering processes and have recently moved to a centralised rostering system.</p> |

**Organisation
information**

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Business systems: To succeed in a highly competitive market, Eldercare operates sophisticated business systems to manage out operations and performance across multiple large sites, including contract management, performance reporting and quality control.

Eldercare has a successful business model which has evolved over time. Eldercare has grown to AUD\$ 100m turnover per annum. Our ability to adapt our business model to meet change is the cornerstone of our success.

Eldercare is available to provide advice about service establishment. We also offer comprehensive organisational review services and can provide specific assistance tailored to address singular issues facing organisations.

从业超过60余年, 是南澳州规模最大、经验最丰富的养老护理机构, 致力于提供高质量养老护理服务。

感受家庭关怀: 我们致力于帮助老年人享受美满幸福的生活, 协助他们自主选择喜欢的生活及养老方式。我们近来采用全新的模式, 将家庭有机地融入到养老中, 让老年人感受到来自亲人的关爱。

享受医疗服务: 在这里, 有一批具备高素质的员工为老年人提供临床护理, 为患有老年痴呆及其他疾病的老人提供相应服务。我们定期与当地大学开展交流合作, 开发养老领域的新技术、新模式, 为老人提供一流的看护。

硬件设施: 在提供长期养老及短期看护中, 我们将营造一个温馨愉悦的养老气氛放在养老场所及退休老人村建设的重要位置。所有养老场所均提供24小时不间断服务。

员工及运营: 目前, 机构员工在1100余人。我们在招聘、培训、用人模式及协助运营领域积累了丰富的经验。我们于近期采用了几种轮值系统, 是员工登记及轮值流程方面的专家。

完善的商业体系: Eldercare 拥有一套精细复杂的商业体系及应对激烈的市场竞争。通过该体系的合同管理、绩效汇报及质量管控等模块我们可对多个大规模场所的所在地进行管控。

Eldercare 成熟的商业体系随着时间不断发展, 目前, 机构年营业额已超过1亿澳元。因地制宜地调整商业模式以应对变化, 是我们成功的基石。

Eldercare 还可对外提供养老服务建设相关的咨询业务、综合性的机构评估, 及个性化的协助帮助解决机构面临的问题。