

# **IBM academic partnerships**

Building world-changing skills through  
research, education and training



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## Agenda

- Opportunities
- IBM motivation
- Approach
- Discussion

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## Education industry opportunities

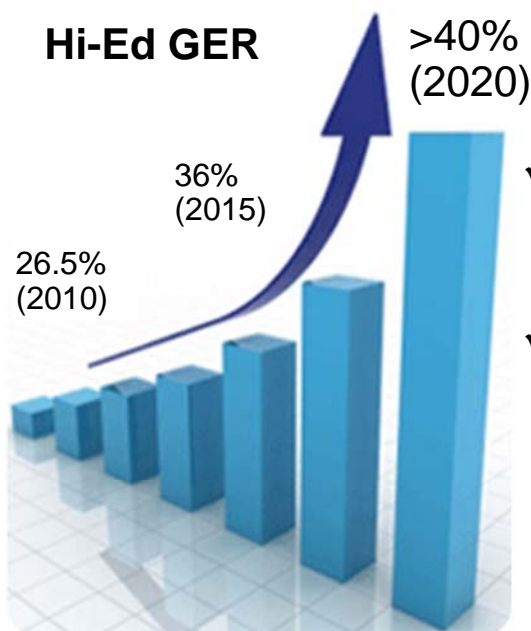
1. Demand outstrips supply
2. Education and employment misaligned
3. Inefficiencies
4. Unexploited data

## Demand outstrips supply, especially in growth markets

### China

### India

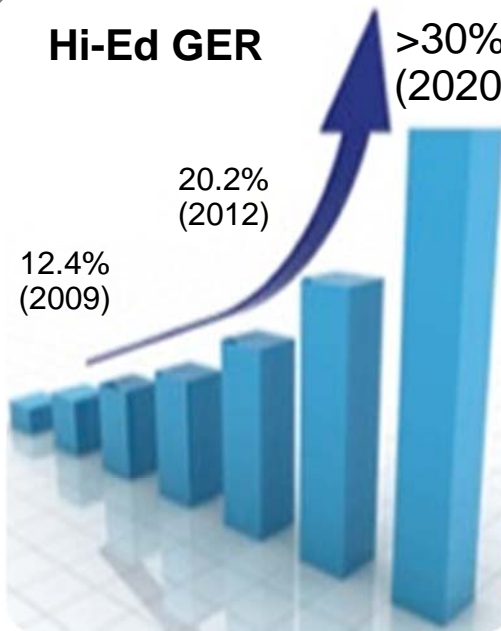
#### Hi-Ed GER



>40%  
(2020)

- ✓ 28% of world's fresh graduates ('20)
- ✓ 340K pursuing studies overseas ('11)

#### Hi-Ed GER



>30%  
(2020)

- ✓ 45M more 10th graders
- ✓ Will need 50K more colleges; 800 more universities (now: 350+)

### GER (Gross Enrollment Ratio)

Total enrollment in a particular level of education as % of eligible population based on age

## Education and employment misaligned

### Egypt

- ✓ 1.5M unemployed graduates
- ✓ 600K job vacancies

### India

#### Graduate training gap

- ✓ Wipro: 1% of revenue
- ✓ Infosys: 14-16 weeks of training

### South Africa

- ✓ 3M neither in educator nor employed
- ✓ 600K unemployed graduates
- ✓ 800K job vacancies

### United States

- ✓ Dropouts represent \$320B in lost lifetime earning potential every year

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## Transformational capabilities

cloud  
analytics  
cognitive  
mobile  
big data  
social



...are applicable everywhere



health care



retail



supply chains



agriculture



manufacturing



materials



data centres



management



transport



people



resources



cities

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...and require

entrepreneurship

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...and require

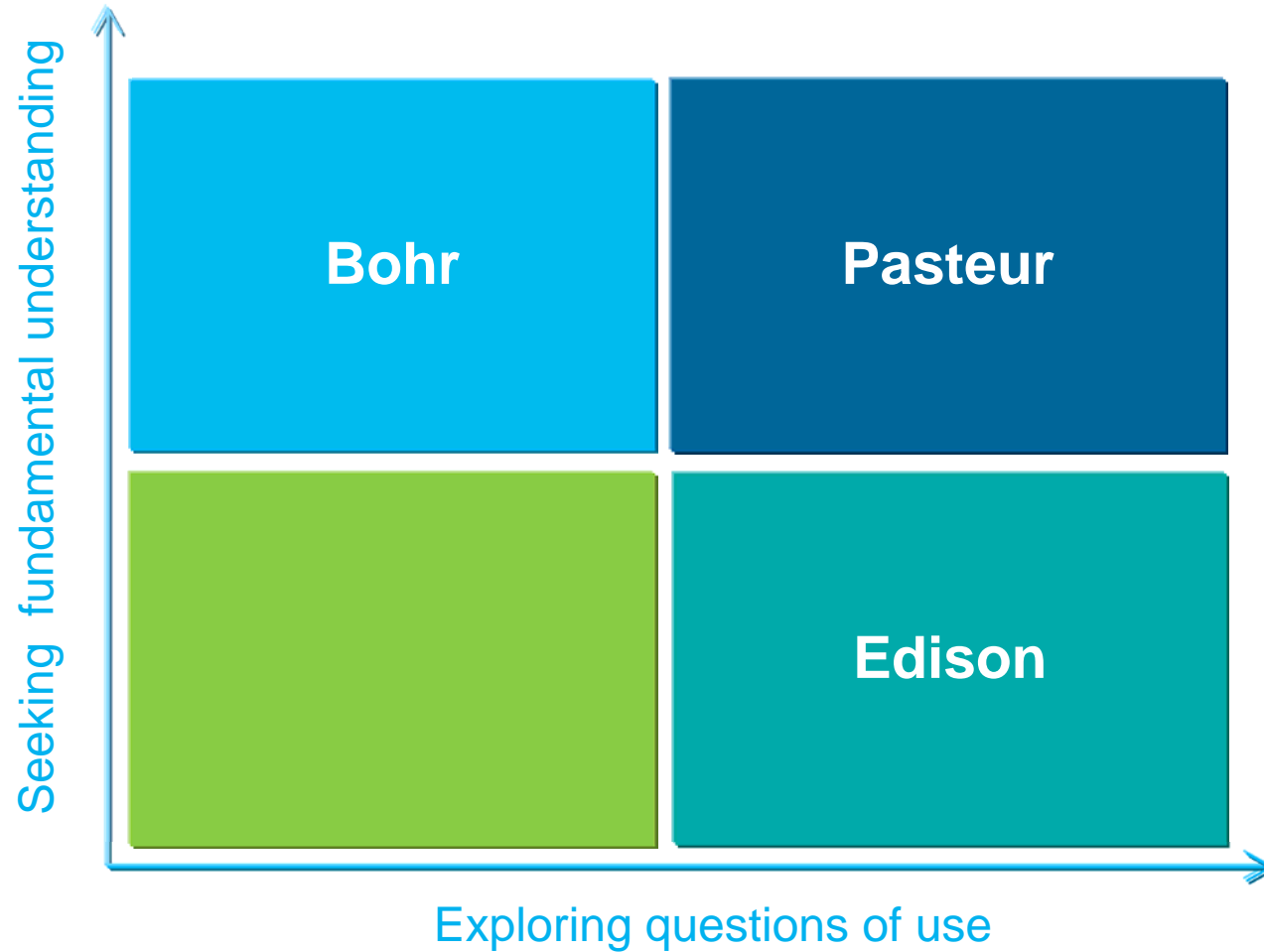
# social entrepreneurship

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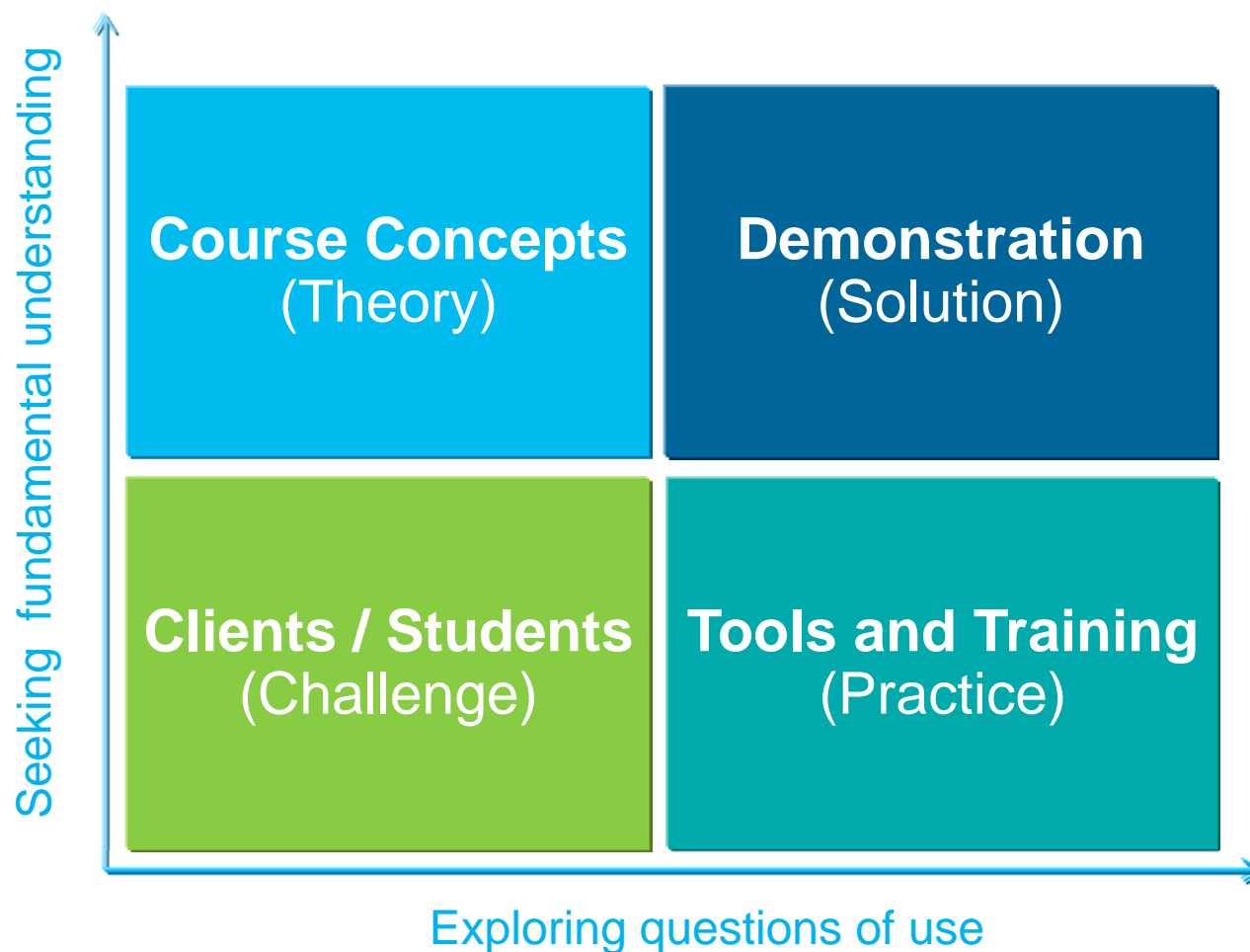
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# Pasteur's quadrant – Donald E. Stokes

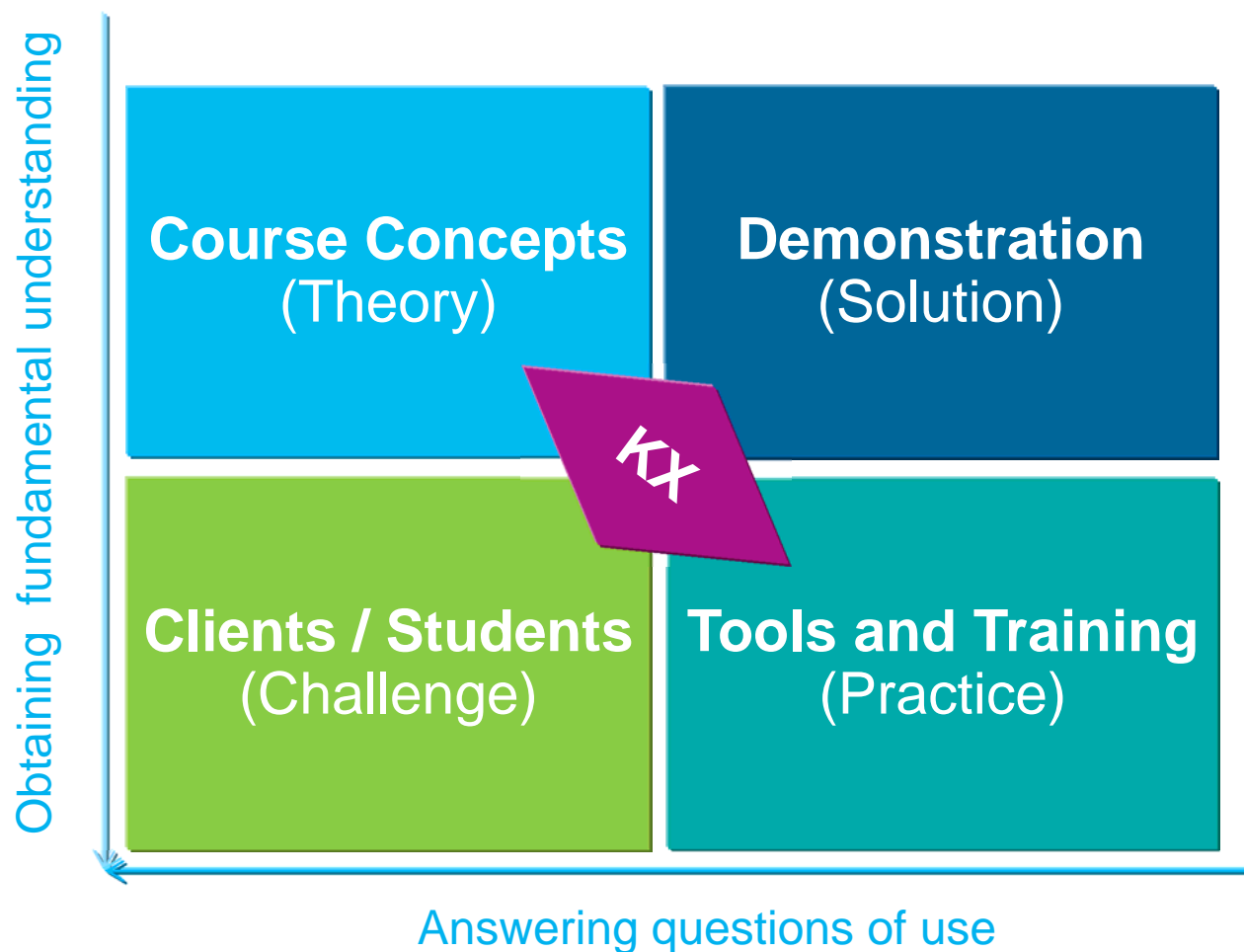


## Doing both in research, education and training



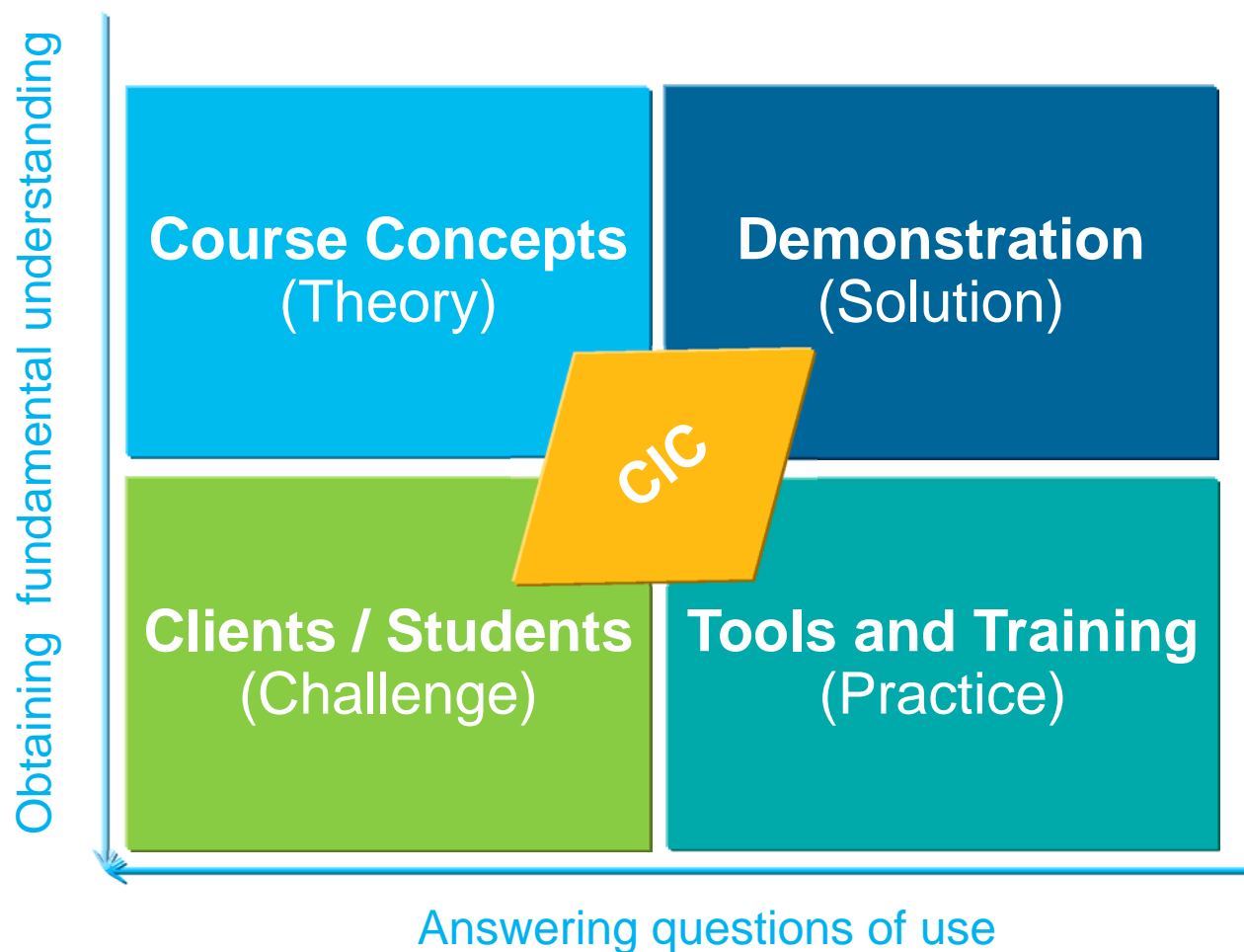
# Knowledge Exchange (KX)

Collaborating to connect theory and practice



## Collaborative Innovation Center (CIC)

Exploring fundamental and applied solutions to client challenges



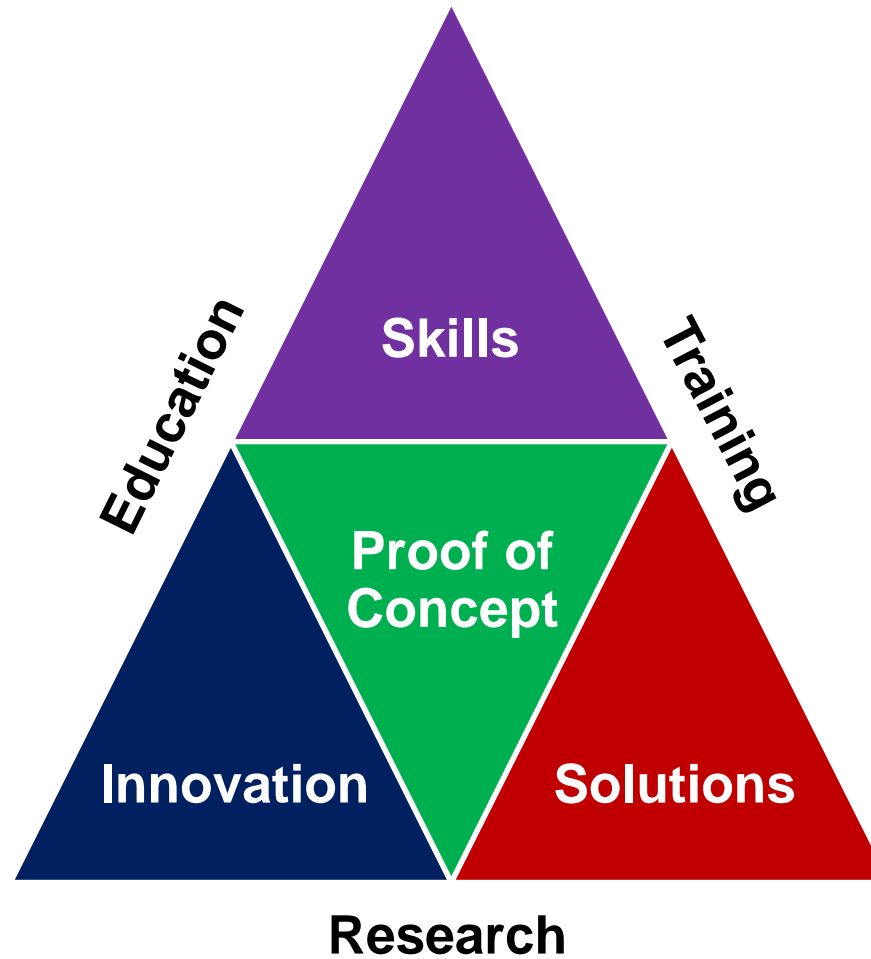


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Clients need *innovation, solutions and skills* to address challenges



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## Knowledge Exchange Forums

Continue the discussion

[ibm.biz/BdEYkE](http://ibm.biz/BdEYkE)

[ibm.com/developerworks/community/groups/community/kx](http://ibm.com/developerworks/community/groups/community/kx)



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