IBM academic partnerships
Building world-changing skills through research, education and training
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**
- Hi-Ed GER: >40% (2020)
- 26.5% (2010)
- 36% (2015)
- 28% of world’s fresh graduates ('20)
- 340K pursuing studies overseas ('11)

**India**
- Hi-Ed GER: >30% (2020)
- 12.4% (2009)
- 20.2% (2012)
- 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
mobile
big data
cognitive
social
...are applicable everywhere

health care    retail    supply chains    agriculture    manufacturing    materials

data centres   management    transport    people    resources    cities
...and require entrepreneurship
...and require social entrepreneurship
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Pasteur’s quadrant – Donald E. Stokes

- Seeking fundamental understanding
- Exploring questions of use

- Bohr
- Pasteur
- Edison
Doing both in research, education and training

- Course Concepts (Theory)
- Demonstration (Solution)
- Clients / Students (Challenge)
- Tools and Training (Practice)

Seeking fundamental understanding
Exploring questions of use
Knowledge Exchange (KX)
Collaborating to connect theory and practice

- Course Concepts (Theory)
- Demonstration (Solution)
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Answering questions of use

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Collaborative Innovation Center (CIC)
Exploring fundamental and applied solutions to client challenges

- Course Concepts (Theory)
- Demonstration (Solution)
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Clients need innovation, solutions and skills to address challenges.