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**WELCOME REMARKS BY MR BRUCE POH, DIRECTOR & CEO/ITE,
AT THE SIGNING OF MEMORANDUM OF UNDERSTANDING
BETWEEN ITE AND IBM SINGAPORE PTE LTD, ON WEDNESDAY
18 NOVEMBER 2009, AT 1030 HRS, AT FUNCTION ROOM, LEVEL1,
ITE HEADQUARTERS, DOVER DRIVE**

Ms Teresa Lim
Managing Director
IBM Singapore Pte Ltd

Mr Staffan Soderqvist
Director, Sales
Rationale Software
ASEAN, IBM Software Group

Friends and Colleagues from IBM and ITE

ITE Students

Ladies and gentlemen

Introduction

- 1 Good morning and a very warm welcome to ITE. It is my pleasure to be here today to sign a new Memorandum of Understanding with IBM Singapore Pte Ltd on **Software Solutions and Systems Delivery**.

ITE-IBM Strategic Partnership

- 2 Today's MOU marks another milestone in the longstanding partnership between ITE and IBM. It reflects our mutual commitment to further strengthen our present and future strategic alliances.

- 3 Under the MOU, IBM will provide software, training, certification and industry attachment opportunities to ITE staff and students. This goes well with ITE's emphasis on developing our staff and student capabilities to industry benchmarks and standards. In addition, the IBM Global Team will also provide annual updates on software and share its technology roadmap and developments with ITE.

Giving Students an Edge in the Marketplace

- 4 By acquiring relevant industry certifications that are globally recognised, ITE students will have an edge in the marketplace. For instance, at the recent IBM Rational Software Conference 2009 held in August, 31 ITE students passed the assessment and earned their IBM Rational Solution Certified Designer Certificate. This marks a notable leap from the seven students who were certified in 2008.
- 5 Among these 31 students, 20 have been shortlisted for interviews with companies for full-time employment. They can expect commendable starting salaries between S\$1,600 and S\$1,800, which are on par with polytechnic graduates.

New ITE-IBM Centre of Technology

- 6 Apart from training and certification, the MOU will encompass the setting up of a new **ITE-IBM Centre of Technology for Software**

Solutions and Systems Delivery at ITE College Central. The Centre will provide the latest software and professional technical expertise to enhance the training in Information Technology, Info-Communications Technology and Information System Quality in ITE. Our partner, IBM, will also be able to leverage on this Centre to support its customers in training and industry projects.

- 7 This collaboration will also pave the way for ITE and IBM to work together on joint industry projects. In particular, both will jointly develop an industry framework for Software Solutions and Systems Delivery for the Aerospace and Manufacturing sectors.
- 8 We are glad that IBM has stepped forward to share its expertise and new technology in software engineering with our staff. ITE lecturers can look forward to enhancing their knowledge and skills through training and industry attachments at IBM Singapore and IBM Research Centres worldwide. This is in line with our goal to develop technology specialists who can work closely with IBM to undertake industry projects.

Conclusion

- 9 I am confident that both ITE and IBM will reap maximum benefits through this win-win partnership. We applaud IBM's commitment and contribution towards enhancing the competitiveness of our workforce for the global economy.

10 On behalf of ITE, I would like to thank Ms Teresa Lim and your team, for your strong support of ITE and ITE education. Our appreciation also goes to the staff of both IBM and ITE for their professionalism, commitment and passion towards making this collaboration a reality.

Thank you.