

**OPENING ADDRESS BY MS LOW KHAH GEK, CEO/ITE, AT THE SIGNING OF MEMORANDUM OF UNDERSTANDING AMONG ITE, FASTFLEX PTE LTD AND INDUSTRY PARTNERS ON 28 MARCH 2018 AT 1400 HRS AT AMPHITHEATRE, ITE COLLEGE EAST**

**Ms Sim Ann**

Senior Minister of State  
Ministry of Culture, Community and Youth &  
Ministry of Trade and Industry

**Mr Dominic Ng**

Chief Executive Officer  
FastFlex Pte Ltd

Esteemed industry partners

Distinguished guests,

My ITE Colleagues and students

Ladies and gentlemen

**A Campus Food Vending Cafe**

1. Let me provide the background to how the idea of a 'Campus Food Vending Café' was conceived.
2. Last year, a group of ITE students were preparing for the NTU Enterprise Competition and wanted to explore a business model of selling desserts through vending machines. They approached Mr Dominic Ng, CEO of Fastflex, for a consultation on their business idea. He was impressed with their creativity and business proposal and gave them useful inputs.

3. At the college level, the staff were inspired and built on the students' idea and grew it into a much larger concept of a 'Campus Food Vending Café'.
  
4. Such a Café will result in many benefits:
  - a) There are **learning opportunities** for students in the *Nitec* in Applied Food Science course to work with industries on the processes of creating, testing, manufacturing and packing new food products.
  
  - b) Staff and students can work with industries on **applied research and development** to create new sauces and food products or new ways to extend food shelf-lives.
    - We already have some success stories to share. Two ITE lecturers and four Food Science students have co-developed three sauce variants with Hiap Giap Food Manufacture Pte Ltd, a well-known local noodle manufacturer. The three sauce variants are:
      - *'Wanton Mian Sauce'*
      - *'Zha Jiang Mian Sauce'*
      - *'Special Spicy Sauce'*.

You can taste these sauces later at the booth.
  
  - c) The vending machines are augmented with other sensors to provide data on customers and sales, and hence enable **business analytics** to be done.
  
  - d) I understand from Dominic that plans are afoot to embrace **digitalisation** for the Food Vending Café – there are new developments to enable cashless payment and placing of orders through mobile apps.

5. And, of course, the Food Vending Café provides staff and students at ITE College East with an additional avenue for delicious and affordable food options.

### **Collaboration with FastFlex and Food Industry Partners**

6. ITE is able to realise our Campus Food Vending Café because of the strong support from FastFlex Pte Ltd and seven other food industry partners.
7. Fastflex Pte Ltd is an established Food Vending Machine maker and has been appointed by SPRING Singapore to be an aggregator for the vending cluster. We are grateful to Dominic for linking ITE up with the other seven industry partners:
  - a) Koufu Pte Ltd
  - b) Hiap Giap Food Manufacture Pte Ltd
  - c) Sakunthala's Restaurant
  - d) Kaldi's Berry Pte Ltd
  - e) DokiDoki Pte Ltd
  - f) Papitto Gelato Pte Ltd and
  - g) Cospace Park, a venture capitalist
8. We thank all our partners for coming on board to collaborate with ITE on this new Food Vending Café concept, as well as creating many learning opportunities in the Food Industry for our students.
9. We look forward to a fruitful and mutually beneficial partnership,
10. I thank my ITE staff for your work and contributions towards making the Food Vending Café a reality. May the various food

options from the vending machines bring much satisfaction to our taste palates, much gratification to our stomachs, much learning for our minds and inspiration for new enterprise and innovations.

Thank you.