



Strategy & Management of Partnership with Industry & Other Institutions



Institut Teknologi Sepuluh Nopember (ITS)
Kampus ITS Sukolilo, Surabaya – 60111, INDONESIA

Presentation Flow

This experience shares potential scheme of partnership between each industry and institutions in the form of consortium is discussed:

1. Introduction: Partnership types
2. Performance achievement
3. Strategy to achieve the Vision-Mission
4. Case study





SGB Supporting Growth

HIPA ITS
Himpunan Ilmu Pengetahuan dan Teknologi

**Musyawarah Nasional
HIPA ITS**
Jakarta 15-16 Februari 2014

Programas Besar Kita Bersama
Kawan Tulus dan Sanyu R
Sambutan 50 Tahun Nasional
Kawasan open:di
Momen Koordinator Perencanaan
Himpun ITS, UNCTO dan Dunia Jepang

UNDANGAN

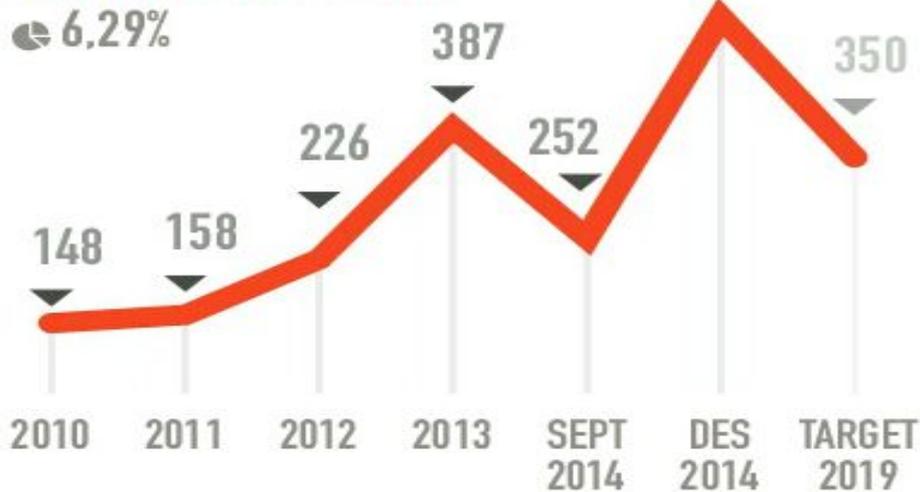
Arek ITS
cak!
Cerdas, Amanah, Kreatif

Part One

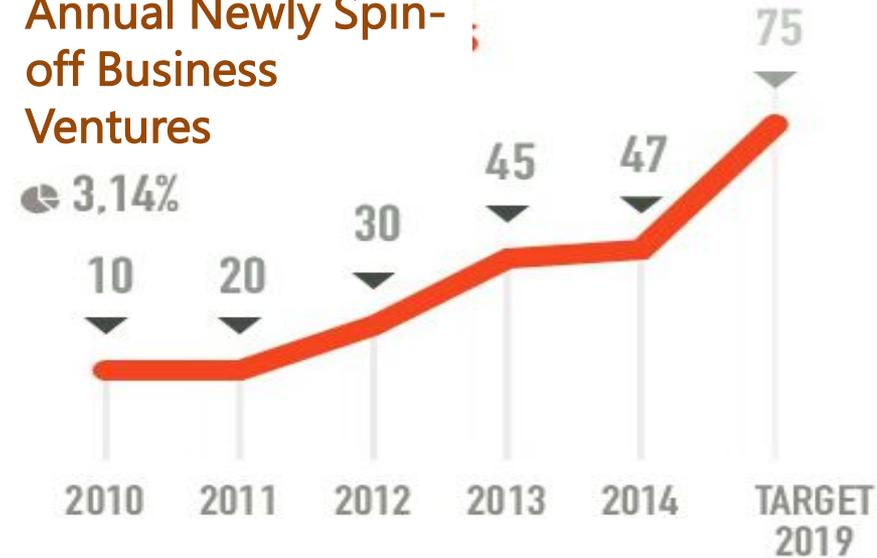
INTRODUCTION

"ITS COLLABORATION DURING THE LAST 5 YEARS AND PREDICTION"

A. Number of ITS Annual Industrial Collaboration



B. Number of ITS Annual Newly Spin-off Business Ventures



C. Contract Values of ITS Annual Industrial Collaboration (in Billions IDR)



Sharing lessons-learned from ITS

In brief, there was an increase in terms of numbers and values within the last 4-5 years, because of more commitments by the management in supporting the implementation of its collaborations.

Several other influencing factors:

- ❖ Integration of the management for research centres, promotion and commercialization centres under single coordination.
- ❖ More supports in pre-financed and provided short loans
- ❖ Facilitation processes and transparency
- ❖ One-gate policy for collaboration at ITS
- ❖ Supporting resources from faculties and departments
- ❖ Supporting facilitation by the ITS alumni
- ❖ Active involving participations in governmental matters



INNOVATION PRODUCTS BY ITS



SMART DATA CENTER
Smart solution for Data Center Everywhere

Movable
Sustainability
High-Modularity
Flexibility
Scalability
Green-IT
Standard TIA-942

PLUKAT BANGUNAN
Gedung 100 m
Gedung 100 m
Gedung 100 m

ITS
ITS
ITS

ELECTRIC CITY CAR
karya ITS
Peraturan Mobil Listrik ITS
Menjadi Tunggak Nasional

ITS Solar Car
Iquteche

ITS
ITS
ITS



RANGCANGBANGUN HOVERCRAFT 3 TON

Perpanjang 14m
Lebar 7m
Max Speed 32 knot
Ground Speed 24 knot
Payload 3.5 Ton

KABINDO & TEKNIK SISTEM PERKAPALAN

AMPHIBIOUS TANK TIPE APC

SPESIFIKASI
Panjang 8,8m
Lebar 3,5m
Capat di darat 60km/jam
Capat di laut 40km/jam
Sudut kemiringan 30°
12,7mm Multi-Shot
2 x 7,6mm Main-Gun



MANAGEMENT BASED ON ICT

- INSTITUTIONAL TRANSFORMATION (2012/2013):
 - UPT PUSKOM + BAPSI → BTSI → LPTSI
- ICT MASTER PLAN
 - 52 (MODULES) OF INFORMATION SYSTEM DEVELOPED
 - 17 INTEGRATED INFORMATION SYSTEM
 - INFRASTRUCTURE AND SECURITY INFORMATION SYSTEM
- ICT SERVICES
 - ITS MANAGEMENT
 - ACADEMIC PROCESS ACTIVITIES
 - SYSTEM DEVELOPMENT SERVICES
 - CONSULTATION SERVICES

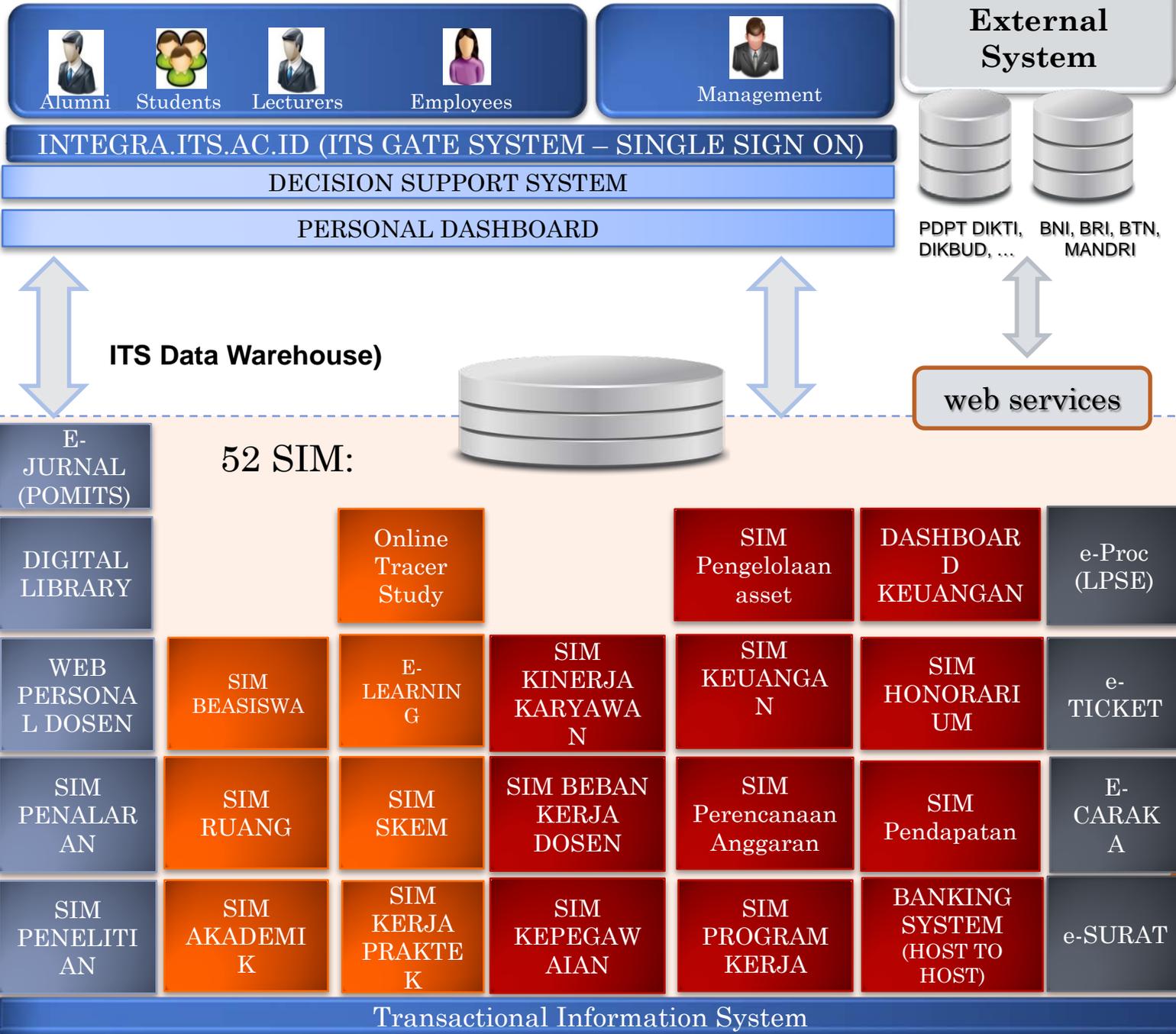


MASTER PLANT OF ITS INFORMATION SYSTEM 2013-2017

ORGANISASI & SDM	Jobdesk Analysis Workload Analysis	Restrukturisasi Lembaga	Peta Karir Matrik Training	Sertifikasi Profesional	Pranata Komputer
TATA KELOLA TSI	Tata Kelola Layanan Tata Kelola Email Dokumentasi Aset TIK	Tata Kelola Jaringan Tata Kelola Perangkat Keras Tata Kelola Keamanan	ISO 9000 Renewal	Persiapan ISO 27000	Sertifikasi ISO 27000
BANGUNAN DAN RUANG		Developer Room Control Room	Integrated Data Center Building	Multimedia Room (PJJ)	Testing & Training Center
DATA CENTER	Server Colocation Disaster Recovery Planning	Disaster Mitigation Planning DC Power Management Migrasi SI dan Aplikasi Kritis	Peningkatan Kapasitas Webhosting Safety Equipment & Training	Disaster Recovery Center	
INFRASTRUKTUR JARINGAN	Penambahan Akses Point Kelas Central Authentication Service	Penambahan Akses Point Publik Integrated Bandwidth Mngmt Single Sign On Peremajaan Switch Distribusi	Implementasi IPV6 Peningkatan Kapasitas Email Peremajaan Server Layanan	Infrastruktur Cloud System	
DATABASE TERPADU	Kamus Data ITS Pemutakhiran Master Pegawai Pemutakhiran Master Organisasi	Integrasi Data Penelitian Database Terpadu ITS e-Evaluasi Diri	Pangkalan Data Terpadu ITS BRAIN ITS	ITS Management Dashboard System	
SISTEM INFORMASI	E-Surat E-Kurir SI-Asrama Personal Dashboard SI-Beasiswa SI-Kurikulum SI-Inventaris SI-Yudisium SI-PROKER	E-Notulensi SI-Graha SI-FASOR SI-Kenaikan Pangkat SI HR Planning SI-Workload SI-Ijin Belajar	SI-Alumni e-Portal Layanan Integrasi SIM Klaster Perencanaan & Keuangan SI-Kerja Praktek SI-Medical	E-Document SI-Perijinan SI-Final Project SI-Sarpras	ITS Cloud Services
APLIKASI LAYANAN	Web Portal ITS Lisensi Software Terpusat	Web Biro (Backend & UI Design) Mirror Open Source Portal GPL	Web Jurusan (Backend & UI Design) ITS Directory E-Survey	ITS Mobile Apps Conference Manager	e-Kiosk & Digital Signage
SERVICE DESK	Standarisasi Layanan Webhosting Standarisasi Layanan Email Standar Penanganan Gangguan	Implemetasi e-Ticket Standarisasi Hak Akses	E-Pantau Layanan	Broadcasting System	Distance Learning Center
EKSTERNALISASI PRODUK DAN LAYANAN TSI	Restrukturisasi Website BTSI Booklet Produk/Layanan TSI BTSI Student Champion	Komunitas Pengembang Komunitas Open Source IT Days (Workshop & Sosialisasi)	Komunitas Sistem Keamanan Incubator Produk TSI	Forum Pengelola TSI Kampus di Indonesia	IT Research & Development Collaborator Professional IT Training Provider
	2013	2014	2015	2016	2017



INTEGRATED INFORMATION SYSTEM AT ITS



Alumni Students Lecturers Employees

Management

External System

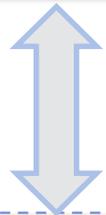
INTEGRA.ITS.AC.ID (ITS GATE SYSTEM – SINGLE SIGN ON)

DECISION SUPPORT SYSTEM

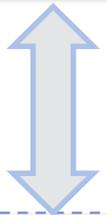
PERSONAL DASHBOARD



PDPT DIKTI, DIKBUD, ... BNI, BRI, BTN, MANDRI



ITS Data Warehouse)



web services

E- JURNAL (POMITS)	52 SIM:					
DIGITAL LIBRARY		Online Tracer Study		SIM Pengelolaan asset	DASHBOAR D KEUANGAN	e-Proc (LPSE)
WEB PERSONA L DOSEN	SIM BEASISWA	E- LEARNIN G	SIM KINERJA KARYAWA N	SIM KEUANGA N	SIM HONORARI UM	e- TICKET
SIM PENALAR AN	SIM RUANG	SIM SKEM	SIM BEBAN KERJA DOSEN	SIM Perencanaan Anggaran	SIM Pendapatan	E- CARAK A
SIM PENELITI AN	SIM AKADEMI K	SIM KERJA PRAKTE K	SIM KEPEGAW AIAN	SIM PROGRAM KERJA	BANKING SYSTEM (HOST TO HOST)	e-SURAT

Transactional Information System

Partnership Potential Fields

There are several potential areas that can be developed as the main subject of collaboration with other parties, particularly in:

- * Education Partnerships;
- * Research Partnerships;
- * Community of Public Service Partnerships;
- * Professional Partnerships;
- * State Property Object Utilization Partnerships;
- * Business venture Partnerships;
- * International collaboration and partnerships.



Education Partnerships

Education partnerships that are implemented by ITS consist of:

- ❖ Joint cooperation in education programs for Diploma, Undergraduates, Graduate, Doctorate and Post-doctorate, including double degree program;
- ❖ Teaching and Non teaching staffs exchange program;
- ❖ Student and staff mobilization program;
- ❖ Curriculum development program in higher education system that covers science, technology and/or arts;
- ❖ Collaborations for advance studies for all Academic Community and Alumni;
- ❖ Collaboration in professional education and skills trainings.



Research Partnerships

Research partnerships cover:

- a. Excellent research of ITS
- b. Non-excellent research of ITS
- c. Research of Higher Education grant
- d. Research from other Ministries grants
- e. Research from Central/local government research funds
- f. Research from Private sector research funds
- g. Research from Overseas partnership research funds
- f. Research from other resources funded by community



Community Service Partnerships

Community service partnerships cover:

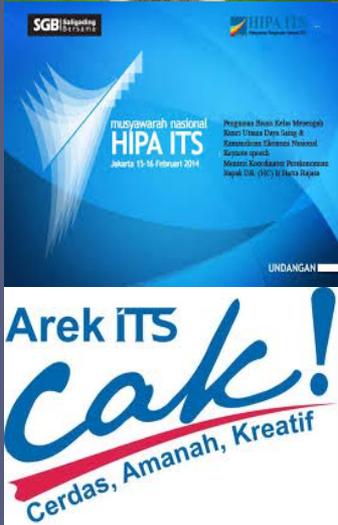
- ❖ Partnerships in training, counselling, applied skill education for public;
- ❖ Partnership in capacity building and potential empowerment for the people in the remote and underdeveloped areas;
- ❖ Partnership in the social and economy development of community;
- ❖ Partnership in the implementation of CSR Program for business units
- ❖ Other community service partnerships, as a part of consortium in self management project applied by the local government or other state owned government enterprises (such as BUMN / BUMD)



Professional Partnerships

Professional partnerships cover the collaboration with other universities and institutions/agencies (Government/Industries/Communities, domestic and overseasi) that depend on each competencies and interests:

- ❖ Engineering Design and Planning;
- ❖ Surveying/Monitoring/Testing;
- ❖ Technical Supervision and Project Management ;
- ❖ Analysis/Estimation/Assessments;
- ❖ Feasibility Study (FS);
- ❖ Environmental Impact Assessment (EIA);
- ❖ Risk Assessments
- ❖ Others.



ASSET UTILIZATION PARTNERSHIPS

Asset Utilizations means to utilize state property objects (Barang Milik Negara/ITS Assets), either physical or intellectual assets owned by the ITS as the state owned university, it covers;

- ❖ Land utilization partnerships;
- ❖ Buildings and laboratory utilization partnerships;
- ❖ Equipment and facilities utilization partnerships;
- ❖ Products/Intellectual Property Rights/Patents utilization partnerships;
- ❖ Experts utilization partnerships;
- ❖ Other assets utilization partnerships.





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Himpunan Ilmu Pengetahuan dan Teknologi

**Musyawarah Nasional
HIPA ITS**
Jakarta 15-16 Februari 2014

Programas Besar Kita Bersama
Kerani IT Kita Dulu, Saling &
Sama-sama Kita Bina Negeri
Kerjasama yang Baik
Membuat Koordinator Perencanaan
Himpun ITS, UNCTW, dan Saling

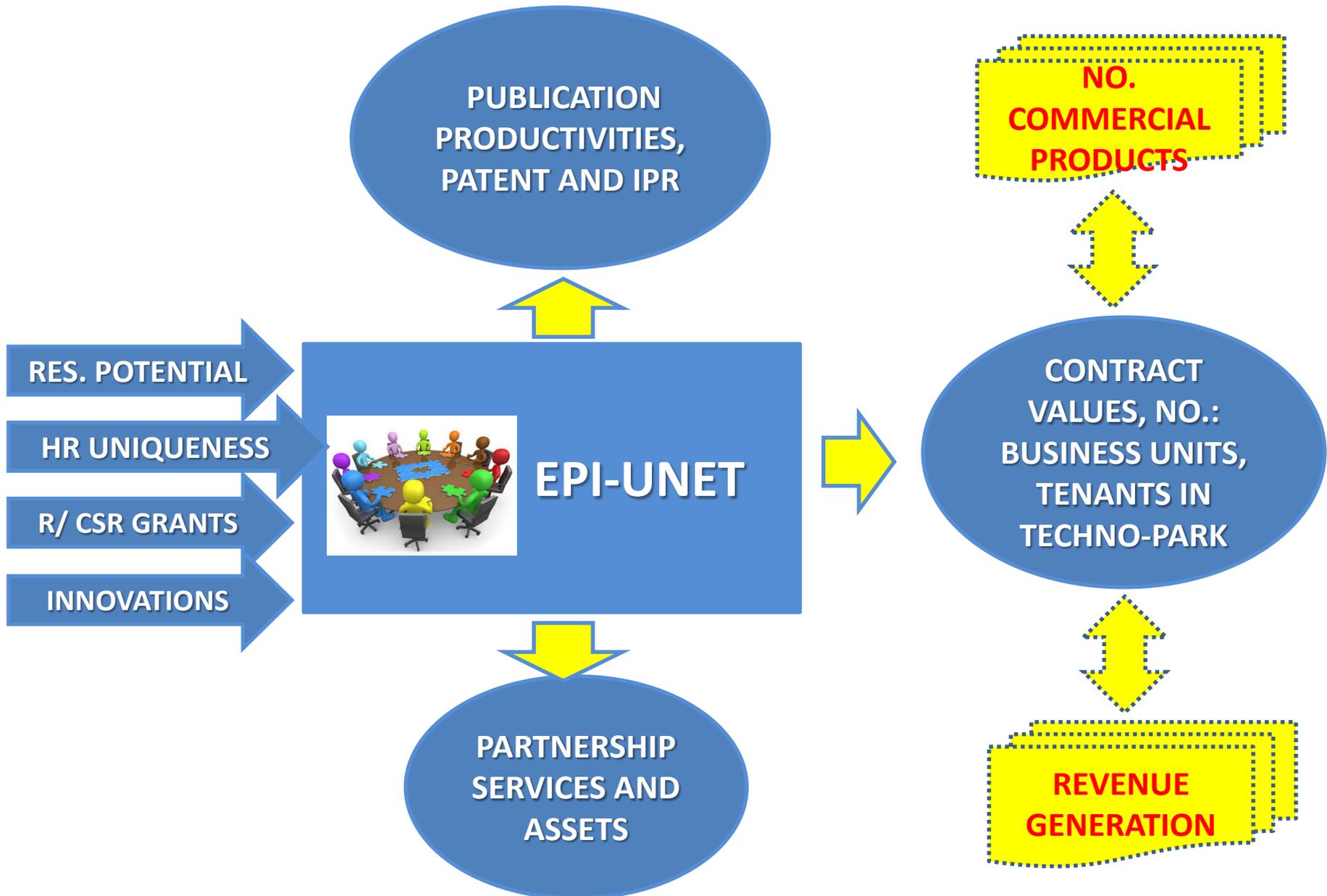
UNDANGAN

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Part Two

PERFORMANCE INDICATORS

"INDIKATOR KEBERHASILAN"

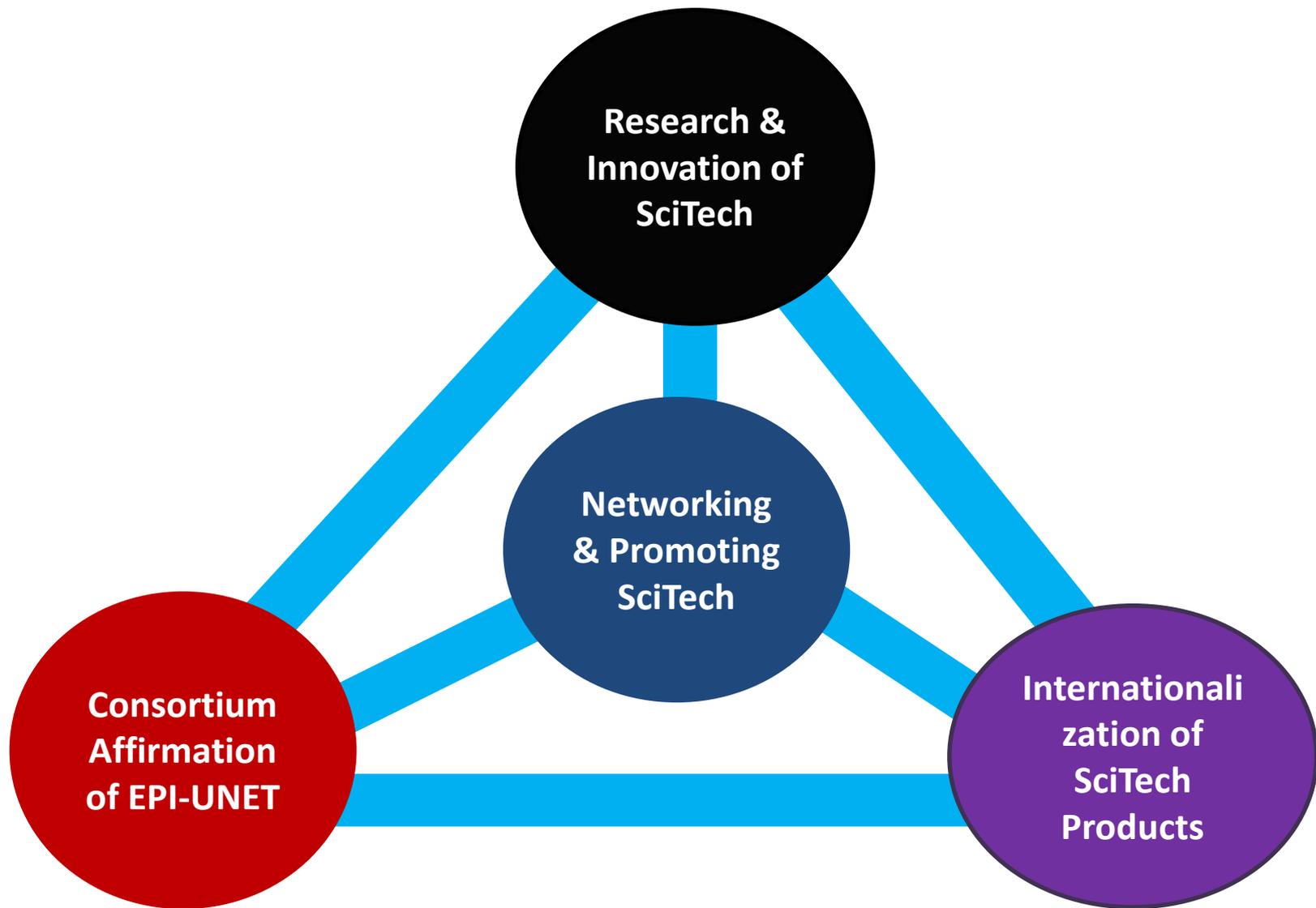




Part Three

PARTNERSHIPS STRATEGY

A collage of promotional materials for HIPA ITS. At the top left is the SGB logo. To its right is the HIPA ITS logo. Below these is a blue banner with the text "Musyawarah Nasional HIPA ITS" and "Jakarta 15-16 Februari 2014". To the right of this banner is a list of program items: "Programas Bisnis Kritis Strategis", "Kajian Tindakan Dampak Sosial & Lingkungan", "Sistem Inovasi", "Mekanisme Koordinasi dan Komunikasi", and "Kajian UAT, UAT/2014/2015". Below the banner is the word "UNDANGAN". At the bottom is a large graphic with the text "Arek ITS cak!" and "Cerdas, Amanah, Kreatif" in a stylized font.



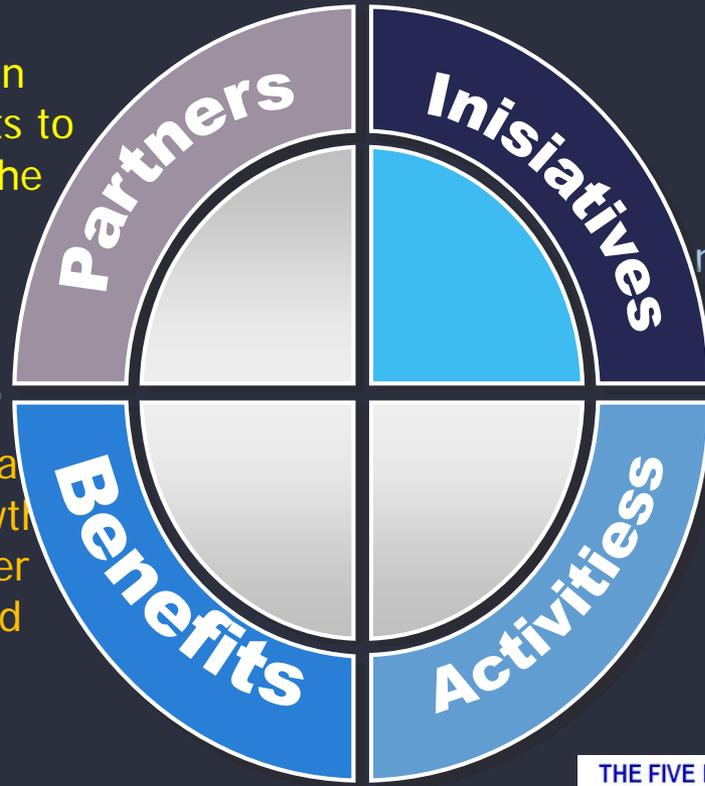
Four Focusses Strategy in achieving the main goals and results of ITS Partnerships



General Principal of Partnerships

There are common goals and interests to yield benefits to the community

Positive impacts that contribute for growth based on each other trusts, supports and collaborations



Condition that provides a symmetric and balanced room for mutual and natural interactions

Realization of program plans, implementation, monitoring and evaluation



THE FIVE DEGREES OF PARTNERSHIP WORKING

- Co-existence
"You stay on your turf and I'll stay on mine"
- Co-operation
"I'll lend you a hand when my work is done"
- Co-ordination
"We need to adjust what we do to avoid overlap and confusion"
- Collaboration
"Let's all work on this together"
- Co-ownership
"We all feel totally responsible".



Eksplorasi Kerjasama Baru

Berbagai potensi kerjasama perlu diusahakan secara aktif oleh seluruh pihak konsorsium EPI-UNET. Permintaan Kerjasama dapat bersifat permintaan langsung ke PT Inisiator. Selanjutnya pihak inisiator yang akan mengimplementasikan berbagai distribusi tenaga ahli, aset, KAK, hasil, maupun publikasinya



Kegiatan Inisiasi Internal ITS

Pembentukan tim inisiasi geotermal, tim SIDA, tim pariwisata, tim pertamina, tim kapal perang, tim Sultra, tim BPWS, tim SKK, tim CSR, tim Maritime Policy, Tim Listrik 35 GW, tim pulau-pulau kecil, tim infrastruktur, tim pendidikan profesi, tim perencana kota, tim internasionalisasi bersama dan lainnya



PT Inisiator

Adalah perguruan tinggi EPI-UNET yang mendapatkan kontrak kerjasama dengan partner BUMN/BUMD atau pihak swasta untuk kegiatan pengabdian masyarakat atau penelitian di lokasi IBT

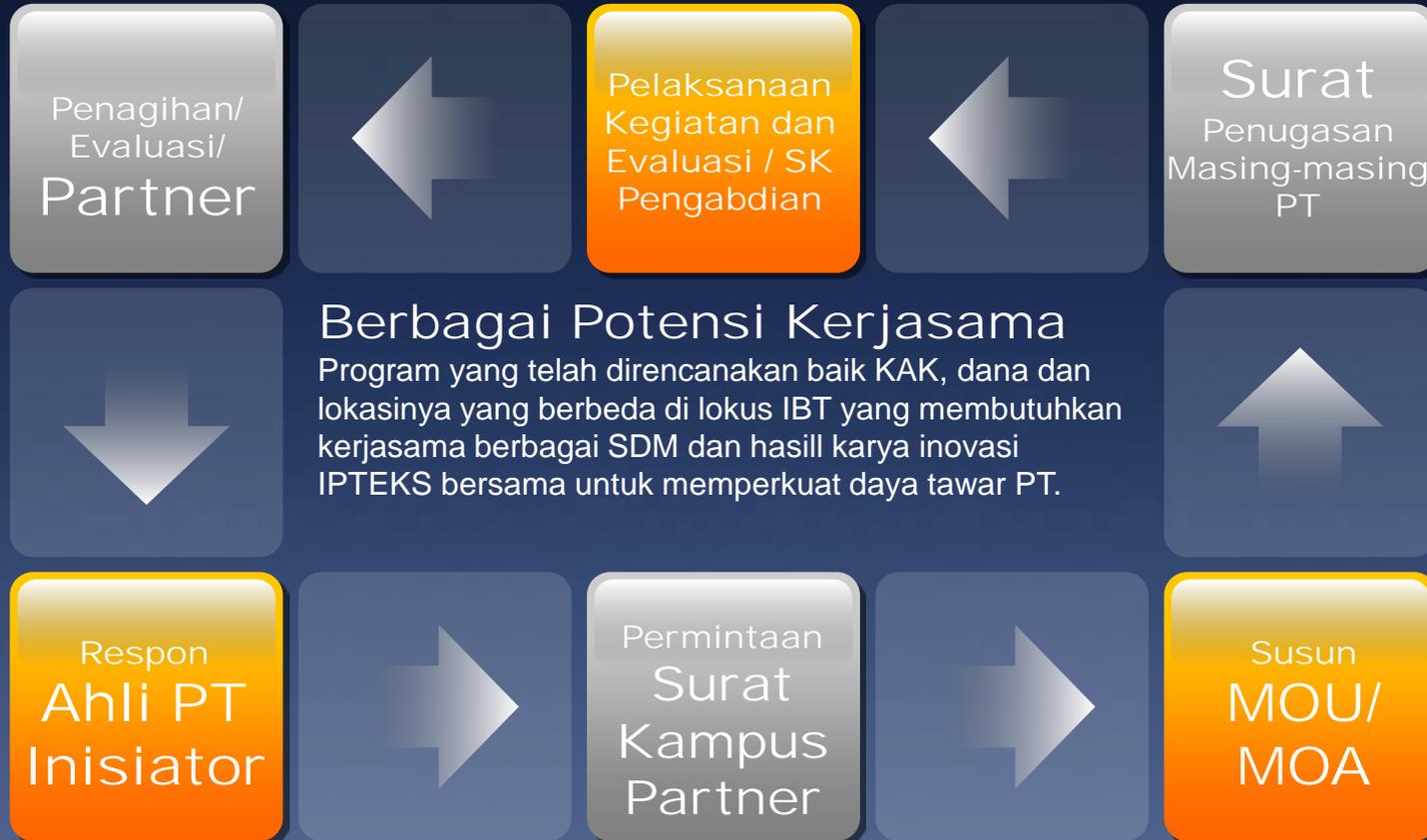


Distribusi Beban & Peran

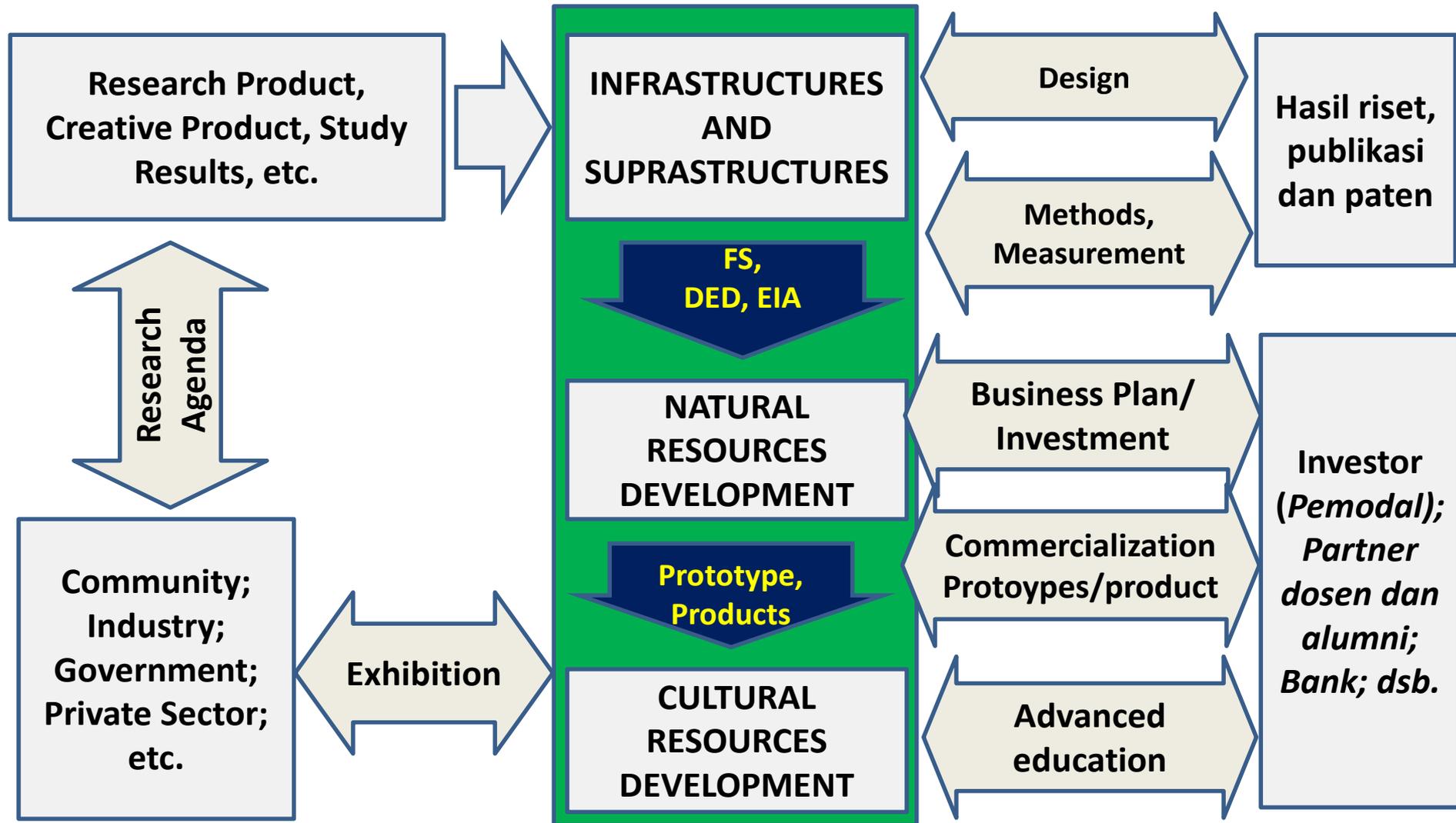
Kerjasama tim ahli, kerjasama pemanfaatan laboratorium, advisor/konsultan tim perencana, pembentukan tim pendukung, swakelola, rencana dukungan PT EPI-UNET atas rencana kegiatan PPM atau hilirisasi produk IPTEKS

Mekanisme Realisasi

Proses umum yang terjadi dan perlu dilakukan dalam melaksanakan sebuah kegiatan kerjasama / konsorsium EPI-UNET mulai dari proses inisiasi, administrasi, Pelaksanaan, penagihan, hingga pelaksanaan dapat diterangkan dalam bagan berikut ini



POTENTIAL STRATEGIC ISSUES FOR PARTNERSHIPS





SGB Supporting Growth

HIPAA ITS
Forum Akademik

**Musyawarah Nasional
HIPA ITS**
Jakarta 15-16 Februari 2014

Programas Besar Kita Bersama
Karya Kita Kita Saling R
Sambungkan Cita Kita Nasional
Karya Kita Saling
Masa Kini Kita Saling R
Masa Depan Kita Saling R

UNDANGAN

Arek ITS
cak!
Cerdas, Amanah, Kreatif

Part Four

CASE STUDY (EPI-UNET)

ITS Support in EPI-UNET Partnerships

ITS develop the collaboration within the eastern part of Indonesia through the EPI-UNET Program. ITS supports the implementation of collaboration system by facilitation of participation among the network university members in SciTech and regional development in the eastern part of Indonesia.

ITS supports:

- ❖ Facilitation of network and information system
- ❖ Providing initial funding for the research collaboration;
- ❖ Administrative support and management;
- ❖ Competent expert support;
- ❖ Due diligence and lawsuit support;
- ❖ Facilitation and empowering means for the participated university members



Programmed partnership activities

1. Collaboration between EPI-UNET member with international partners
2. Development of local potential resources
3. Enhancing the utilization products innovation and assets of EPI-UNET members
4. Cofinancing potential between EPI-UNET network members
5. Student admission and mobilization between EPI-UNET members and overseas
6. Benchmarking for international collaboration among EPI-UNET university members

