



Competence formation requirements for the IT service market. Collaboration IBM - University

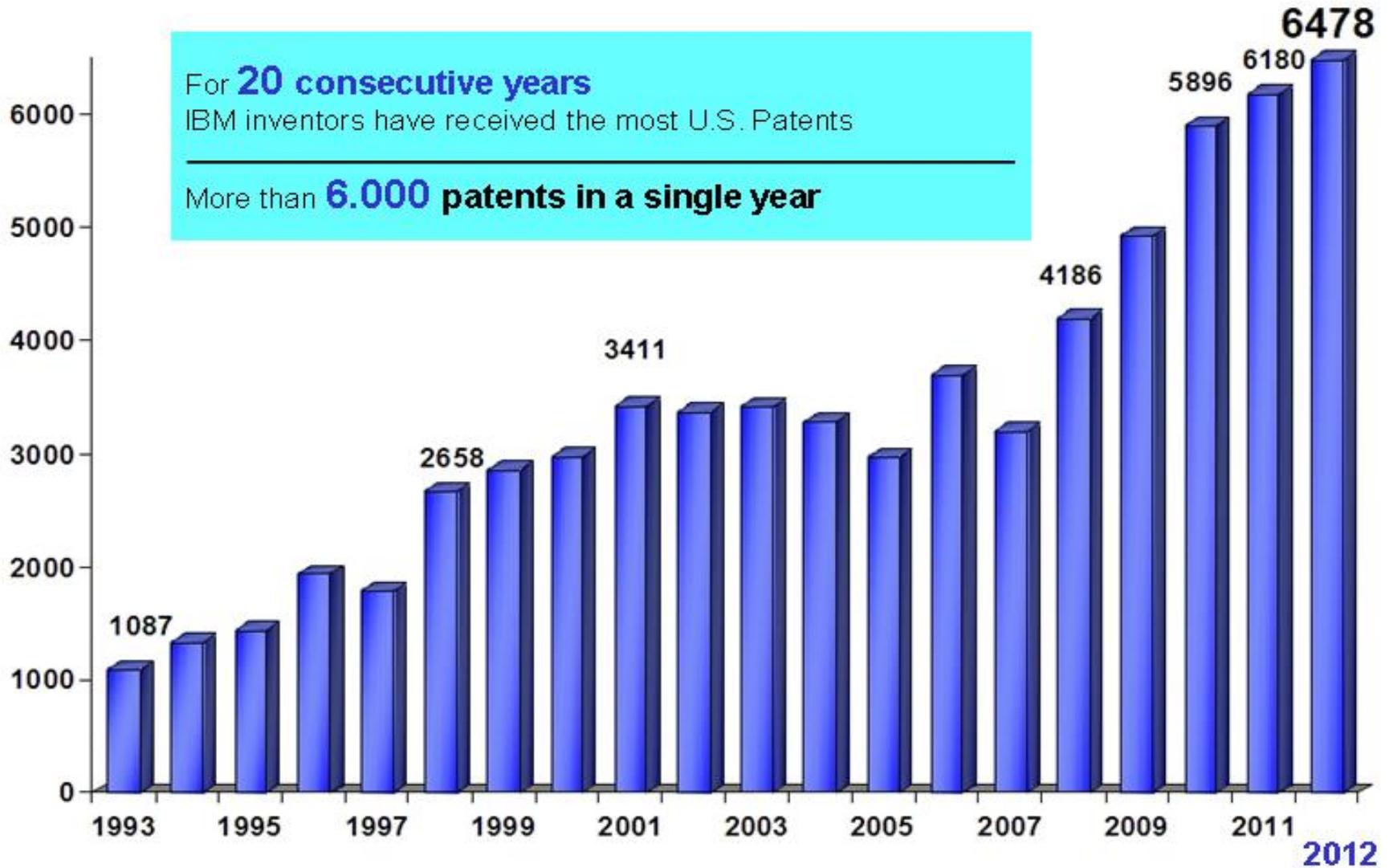
Răzvan TOMESCU
Global Business Services
Application Innovation - Advanced Technologies Leader
IBM Romania



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20 Years World Wide Patent Leader



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Global Delivery Center

- **Who WE are:** Short Overview of IBM Delivery Center Romania
- **What do WE do :** Competency / Industry Area
- **Who can YOU be:** Choosing a Career
- **How to START** a career in IBM: Internship Programs & Job Opportunities.



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What is GDC about ?

Global Delivery Center



Remote Center
providing SERVICES
to CUSTOMERS
located in
MULTIPLE GEOGRAPHIES



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Why GDC in Romania ?

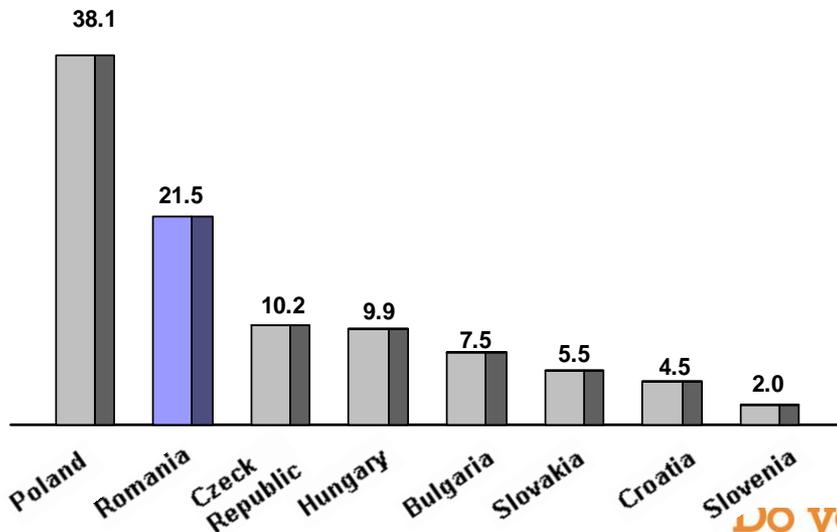
Country Info:

- **Located: South East Europe (Strategic Location)**
- **Surface: 238,391 km²**
- **Population: 21.5 million people**
- **Capital: Bucharest (approx. 2 mil)**
- **EU member starting with 2007**
- **NATO member starting with 2004**
- **High quality academic environment**
- **Strong Language Skills**
- **Skilled Workforce**



Population - Eastern Europe (million):

Total Population (million)



Languages:

- **Romanian - official language**
- **English (5 mil)**
- **French (5 mil)**
- **German (1.5 mil)**
- **Italian (1.2 mil)**
- **Spanish (1.2 mil)**
- **Hungarian (1.5 mil)**

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What Do We Do – Competency Areas

Smarter Commerce

B2C / B2B

Portal applications

Enterprise Marketing Management

Mobile Development

IBM Worklight

Android / iOS

Enterprise Integration

Business Process Management

Databases

Informix,
DB2,
Oracle

Business Rules

Security & Privacy

Business Intelligence

BigData Management

Business Analytics & Optimization

SPSS

Agile
Development

Innovation

Custom Application Development

Web Development

Best practices

Model Driven Development

Standards

Enterprise Architecture

Mainframe

Enterprise Service Bus

Asset Management

SAP

Supply Chain Solutions

Enterprise Content Management

SOA

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J2EE

.NET

Cobol

C++

Sharepoint



What Do We Do - Industry Areas

Life sciences



Communications



Media and Entertainment



Consumer Products



Retail



Chemicals petroleum



Travel and Transportation



Aerospace and defense



Energy and utilities



Automotive



Financial Markets



Banking



Education



Insurance



you



What can "I" become ?

Career for a lifetime

Executives / Partners / Distinguished Engineers / Senior Managers

Program Manager
Account Manager

Managing
Consultant

Consulting
System Analyst

IT Architect

Project Manager

Senior
Consultant

Senior System
Analyst

Advisory
IT Architect

Associate Project
Manager

Advisory
Consultant

Advisory System
Analyst

Associate
IT Architect

Project Management

Consulting

IT Specialist

IT Architect

What would YOU like to become?



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How to START ?

IBM Internship Programs

2 – 3 Months Program at IBM Locations in Bucharest and Brasov

People will find

Exciting, meaningful and challenging environment

- Real responsibilities and impact on your project
- Fast moving and innovative environment.

Teamwork oriented collaboration

- You will work together with other interns, but also with senior professional

Specific trainings

- Technical & Soft Skills.

Profile we are looking for

- Student / University Graduate
- Fluency in English
- Basic technical skills
- Preferred: Fluency in any other European Language
- Willing to learn

People skills

- Creativity
- Team player
- Open Mind
- Flexibility

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IBM GDC Internship Training Programs

Internal trainings sessions in GDC

Technical skills

- J2EE, .NET introduction
- Best practices, performance
- Design Patterns, UML
- Spring
- EJB, JPA
- Web Services, REST
- Eclipse plugins
- JQuery, HTML5, DoJO
- Estimation, FFP
- Hibernate
- SQL
- Unix shell
- ITIL
- Security
- Agile

- ! Internship trainings roadmap

Soft skills

- Presentation
- Communication
- Leadership
- Negotiation
- Interviewing



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Internship@IBM in 2012

What IBM does – competencies needed

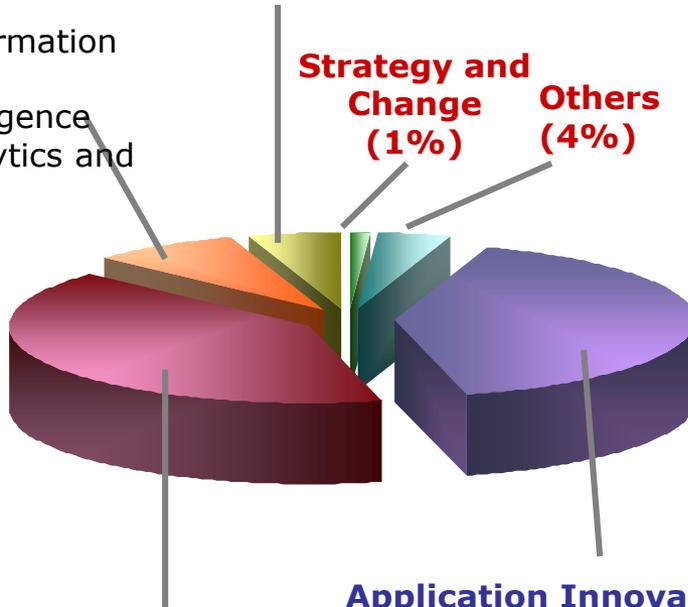
Business Analytics and Optimization (8%)

- Enterprise Information Management
- Business Intelligence
- Advanced Analytics and Optimization

Test Services (5%)

Strategy and Change (1%)

Others (4%)



Enterprise Applications (41%)

- SAP
- Oracle
- Product Lifecycle Management
- HR Access

Application Innovation & Maintenance (41%)

- J2EE: open source (Spring, EJB, JPA, Struts), Portals, SOA
- Smarter Commerce, Business Integration, BPM
- C#, .NET (WinForms, ASP MVC, Sharepoint)
- Database Management (Oracle, DB2, MS SQL)
- Mainframe (Cobol), AS/400, UNIX

IBM Centres & Departments:

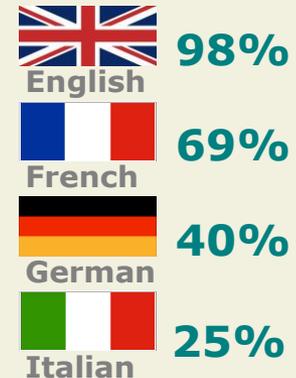
- GDC, GPSG, SWG, GBS

No. of students in internship:

- 65 in Bucharest; 24 in Brasov

No. of students hired: 42

Foreign Languages



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Resources for your academic role or function

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→ Give your students experience on industrial-strength tools



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IBM-University Collaboration for BPM Curriculum

Institution: **A&C Faculty, University Politehnica of Bucharest**

Master Program: **Service Engineering and Management (SEM)**

Discipline: **Business Process Modelling**

First year, second semester – **28 h** course, **14 h** laboratory

Course	Laboratory
Business Process Modelling Strategy	Introduction to Business Process Designer with Exercises
Modelling a Business Architecture	Business Process Designer – Tasks and model elements
Modelling Processes	Business Process Designer - Data types, decisional elements
Business Process Change – A Management Perspective	Business Process Designer - Business rules
Business Process Model and Notation (BPMN)	Business Process Designer - Business process versioning
Business Process Modelling Standards	Business Process Designer - Business process administration
BPM – activity level analysis	Business Process Designer – Advanced Coaches
Managing and Measuring Business Processes	Business Process Designer – Simulation and Optimization
Business Process Modelling and Information Systems	Business Process Designer – Advanced Governance
Business Process Modelling – best practices	Business Process Designer – Process Monitoring
The Synergy between BPM and SOA	
Business Process Management Suites	

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IBM-University Collaboration for BAO Curriculum

Institution: **A&C Faculty, University Politehnica of Bucharest**

Master Program: **Service Oriented Architecture for Enterprise (AOSI)**

Discipline: **Business Analytics and Optimization for Enterprise**

First year, second semester – **28 h** course, **14 h** laboratory

Course
BAO Strategy
Advanced Analytics & Optimization
Business Intelligence & Performance Management
Enterprise Information & Content Management
Database Product Platforms
Backup & Recovery
Data Warehouse Computers
Enhanced Master Data Governance
Enhanced Information Consumption
Enhanced Collaborative Authoring

Laboratory
InfoSphere Warehouse Analytics with Exercises
SPL Programming Exercises
InfoSphere Streams Application
Business Insight Exercises
Business Insight Advanced Exercises
Report Authoring Exercises

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Smarter Team for a Smarter Planet



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Thank You!



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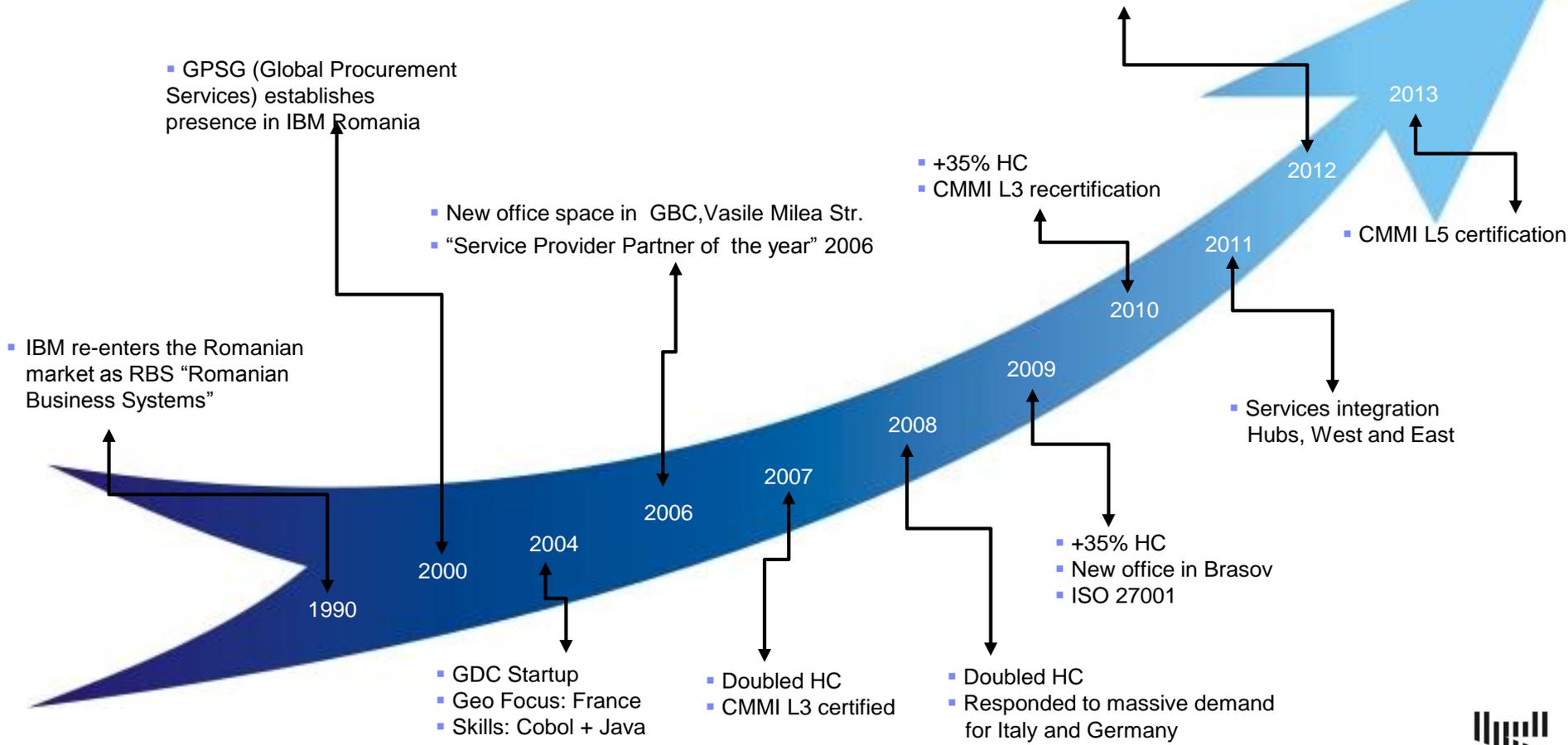
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Ro, CE & Baltics

- Stabilization of Romania, Central Europe and Baltic Delivery Center

GDC Romania history



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Discovering the value of IBM BPM solutions

Showcase **agile development** of process applications



IBM® Business Process Manager (BPM) facilitates **build, deploy, measure, optimize** in a single, unified platform

The **Shared Model architecture**



The Shared Model architecture facilitates rapid development and change, therefore, **reduces technical effort, time, cost and risk**

Optimize processes and resources



Gain visibility into your process using the **built-in performance tracking and analytics** to drive real-time scoreboards and process optimizer

Discover **processes and process improvement opportunities**

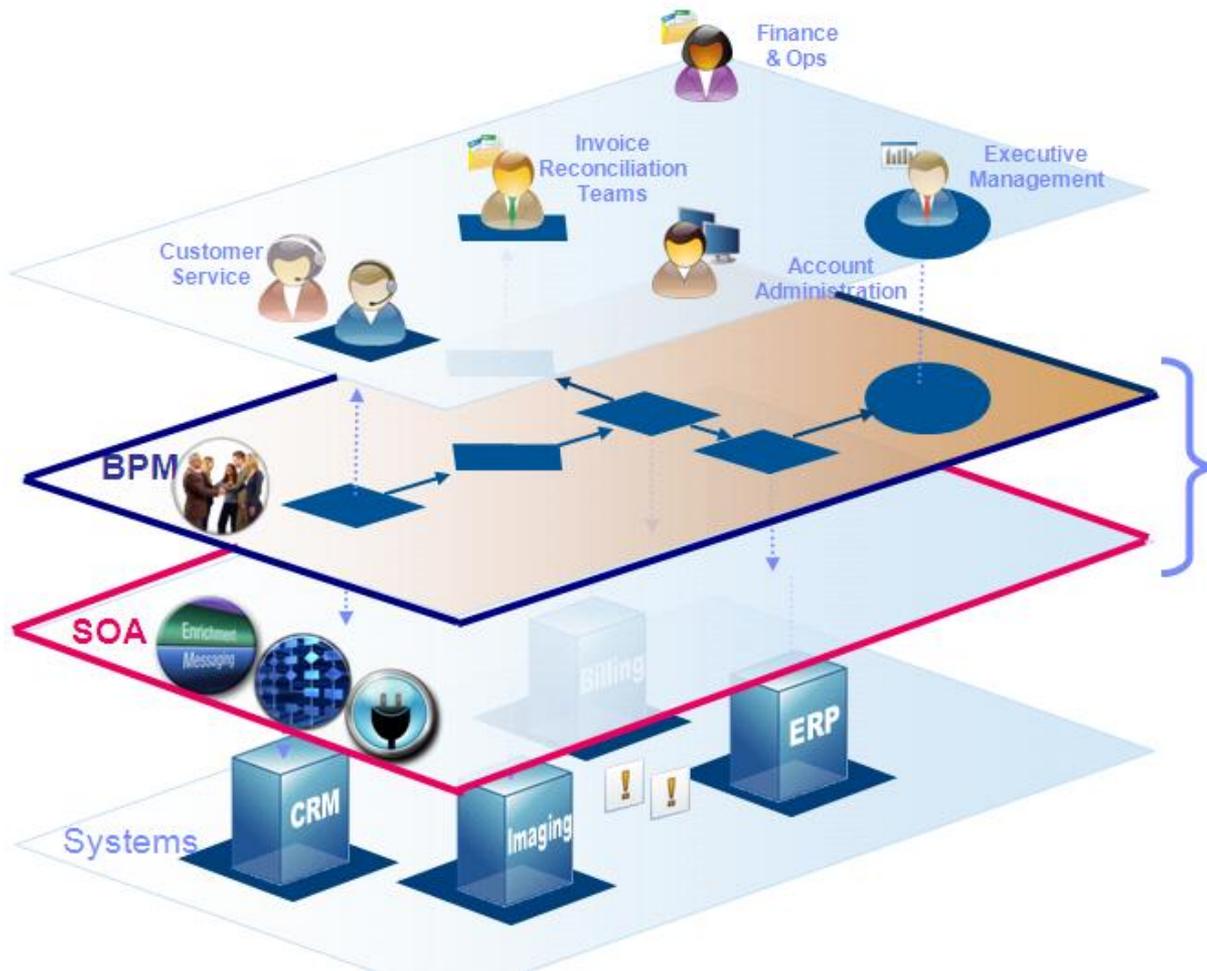


IBM Blueworks Live™ facilitates **collaborative process inventory & mapping, opportunity analysis & prioritization**



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BPM built on a SOA infrastructure



IBM® Business Process Manager Advanced Edition

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IBM Training Programs on Technology Area



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