



GROWING INDUSTRY COLLABORATIONS

Humber College has a rich history of partnerships with industry and community organizations.

Recognizing the importance of partnerships, Humber made the establishment of strong, sustainable collaborations with industry, community, international and alumni partners that create unique learning experiences for our students and reciprocal benefits for our partners a strategic priority.

To support this priority, Humber developed a Framework to facilitate and optimize mutually beneficial collaboration.

Partnerships at Humber typically fall into three categories:

- **Transactional** relationships that meet specific, short-term on-going needs (i.e. work-integrated learning opportunity).
- On-going or longer-term **operational** relationships, often associated with a specific Faculty or area of expertise/interest.
- Multi-dimensional **strategic** relationships that deliver broad benefits to the College and are integrated into Humber's Strategic Plan.

Since partnerships are being developed across the college, it is important to ensure a seamless experience and reduce duplication of contact, support and effort.

The new Strategic Partnership Framework introduced in Fall 2019, outlines six stages from identification to discovery to renewal (see Framework on page 3).

Central support will be provided for research, identification, development, operationalization, and data and reporting to ensure Humber is leveraging every opportunity to build new strategic partnerships, mature existing ones and drive revenue diversification.

Recently developed strategic partnerships with Amazon, Siemens Canada, Microsoft Canada and Revera Inc. used the Framework.

Due to the global pandemic a full college-wide rollout was delayed.



Check out the newly redesigned industry and employer partner webpages.

humber.ca/PARTNERS

NEW PARTNERS



INNOVATION 360



MICROSOFT CANADA



REVERA INC.

CAMPUS GETTING 'SMARTER'

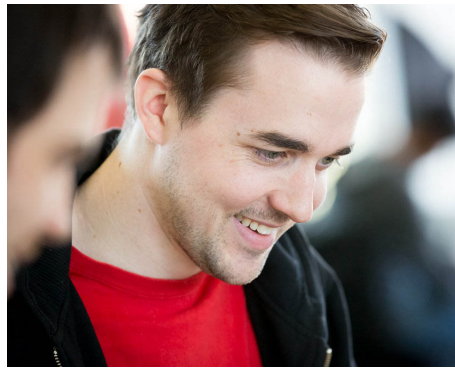
In Fall 2019, Humber and Amazon —including Amazon Web Services (AWS) — announced a new strategic relationship that would help Humber transform the campus experience for students and staff as well as drive technology adoption and innovation.

Teams from across the College have been collaborating with Amazon/AWS to address the skills gap and broaden academic delivery through the development of the new Cloud Computing Graduate Certificate, and to deliver on Humber's Digital Campus Plan.



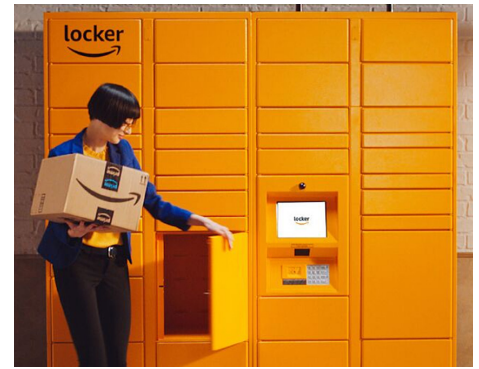
DRIVING DISCOVERY

With 11 DeepRacers, FAST formed the Humber-AWS DeepRacer Student Club and began prepping for its first-ever campus competition. Due to COVID-19, plans for the competition in Spring 2020 were postponed.



HEY, ALEXA!

In 2021, Humber's campuses will go 'smart' with the assistance of 22 Alexa Echo Dots. Students and ITS staff will collaborate to build customized Humber-Alexa skills that will create a unique on-campus experience for students, staff and visitors.



INCREASING CONVENIENCE

No more worrying about packages left at your door while you're on-campus. Humber staff and students can now pick up their Amazon.ca packages on-campus from the self-service Amazon Lockers located at both campuses.



The pandemic has accelerated digital transformation at unimaginable rates, making skills in cloud, data and AI more important than ever...

- Kevin Peesker, President, Microsoft Canada



CLOSING THE SKILLS GAP

Humber —along with 11 other post-secondary institutions— have partnered with Microsoft Canada to provide opportunities for students to acquire in-demand digital skills and certifications.

To facilitate the Canada Skills Program, Microsoft trained and certified seven faculty from the FAST as Microsoft Certified Trainers.

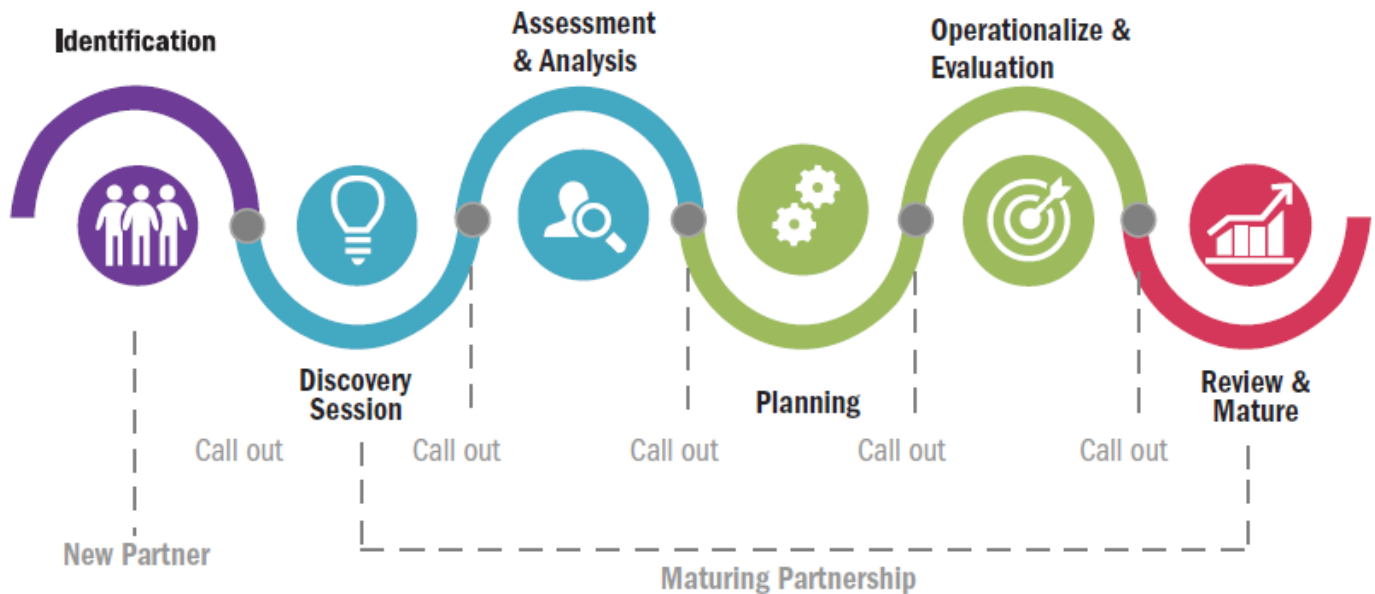
Humber is combining Microsoft's curriculum alongside existing coursework to teach students in Data and AI technologies and prepare students to take industry-recognized Microsoft Certifications. Certifications include Azure AI Engineer, Azure

Data Scientist, Azure Data Engineer, Azure Administrator, Azure Solutions Architect and Azure Fundamentals.

FAST is also exploring developing and offering Azure Fundamentals continuing education courses and bootcamps in the Winter and Summer Semesters.

If you know of any students, professionals or organizations looking to get their Microsoft Certifications, please reach out to Anureet (Anu) Jauhal at ceappliedtech@humber.ca.

STRATEGIC PARTNERSHIP FRAMEWORK



IN THE PIPELINE

Although COVID-19 delayed discussions, activity has renewed, and many strategic partnerships are expected to move forward in Winter 2021.

There are several existing partners in the Discovery Session stage. Those Sessions will take place early in 2021.

Under the Assessment/Analysis and Planning stages three industry partners, Siemens Canada, Shopify and Woodbine Entertainment Group, are close to signing new memorandums of understanding that will grow their partnerships.

With Siemens, we will explore opportunities for collaboration in Smart Buildings, Digital Campus and Energy Efficiency Living, Microgrid/Sustainable energy generation, storage, and management/resilient Living Lab.

Shopify will be providing eligible Humber students with a free store as part of its Open Learning Program.

Discovery Sessions (2021)

Tzu Chi Foundation
Mandarin Restaurants
Longo Brothers Fruit Markets

DO YOU KNOW A POTENTIAL STRATEGIC PARTNER OR A PARTNER WHO IS READY TO MATURE THEIR ACTIVITIES?

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