How to add value and increase income with Vendors resources

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Agenda

- BCU Example
- Background
- CTN School
- Courses
- Partnerships
- USP
- Student Success
Add Value?

1. Increase in students
   Number of labs & resources
   Number quality of courses

2. Money / Funding
   Student Satisfaction
   Increase in research

3. The Future
Background

One of the top 30 universities in the UK for placing students in graduate-level jobs
Sunday Times University Guide 2012

One of the top 10 universities in the UK for spending on facilities
Complete University Guide 2013

“Close and sustained” partnership between University and students
Quality Assurance Agency report 2011

Times Higher Education award winners
2011 (International Strategy), 2010 (Student Support), 2009 (Recruitment)

Student Satisfaction rating of 80 per cent
National Student Survey 2011
Outstanding Graduate Employability

• **We work with companies** like Apple, *Cartier* and the BBC to develop industry-specific, up-to-date programmes and to collaborate on course projects

• **Mentoring schemes** give students the chance to learn from our successful graduates in a variety of fields

• **We offer students opportunities for work placements, European exchange years** and **sandwich courses**

• New **Student Employment Scheme** will offer opportunities for part-time work in a range of roles at the University

• Help develop the skills needed for employment or self-employment as you learn

83 per cent of Birmingham City University full-time first degree graduates were in work or further study within six months of graduation

*Higher Education Longitudinal Survey 2010*
Why us?

National Student Survey
Students on our undergraduate Computer Science courses are among the most satisfied in the country.

Figures released by the 2012 National Student Survey (NSS) reveal that Computer Science students had an overall satisfaction rate of 93%, which is 13 points above the sector average of 80%.

This puts us 6th in the national table of over 117 universities and further education colleges (excluding small and specialist institutions) in terms of student satisfaction.
Computing Telecoms Networks

...together we can succeed and make a difference ...
Computing

Samsung GALAXY S II
Prepare yourself for Samsung’s thinnest smartphone
Click here to find out about the Samsung Galaxy S II

BEAUTY IS WITH THIN
The new Toshiba Z830.
The ultra thin Ultrabook™.

MORE INFO
Connectivity
Work, Rest, Play

Work

Rest

Play
# Courses

## Research Group

<table>
<thead>
<tr>
<th>Enterprise Platforms</th>
<th>Forensics and Security</th>
<th>Robotics and Intelligent Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>Computer Science</td>
<td>Information Systems</td>
<td>Security Systems</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Data Comms</td>
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<td>Electronics</td>
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## Academic Groups

<table>
<thead>
<tr>
<th>Undergraduate Courses BSc</th>
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<tbody>
<tr>
<td>Computer Games Technology</td>
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<table>
<thead>
<tr>
<th>Postgraduate Courses MSc</th>
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<tbody>
<tr>
<td>Computer Science</td>
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<tr>
<td>Data Networks and Security</td>
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<tr>
<td>MEng Electronic Eng*</td>
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</table>

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<table>
<thead>
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<tbody>
<tr>
<td>Business Computing</td>
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<tr>
<td>Business Intelligence</td>
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</table>
# Course structures - example

## BSc (Hons) Forensic Computing

### Level 6 (Year 3)

<table>
<thead>
<tr>
<th>Credits</th>
<th>Course Title</th>
<th>Code</th>
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</thead>
<tbody>
<tr>
<td>30</td>
<td>Individual Project (CTN)</td>
<td>PRJ6021</td>
</tr>
<tr>
<td></td>
<td>Computer Law and the Law of Evidence</td>
<td>CMP6054</td>
</tr>
<tr>
<td></td>
<td>Digital Device Forensics</td>
<td>CMP6055</td>
</tr>
<tr>
<td></td>
<td>Forensic Investigation of IT Systems</td>
<td>CMP6056</td>
</tr>
<tr>
<td></td>
<td>Advanced Networking Technologies</td>
<td>CMP6039</td>
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</tbody>
</table>

### Level 5 (Year 2)

<table>
<thead>
<tr>
<th>Credits</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>15</td>
<td>Management in Technology Innovation</td>
<td>ENG5029</td>
</tr>
<tr>
<td></td>
<td>The English Legal System</td>
<td>CMP5072</td>
</tr>
<tr>
<td></td>
<td>Computer Mobile OS for Forensic Examiners</td>
<td>CMP5057</td>
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<tr>
<td></td>
<td>Security Systems Theory</td>
<td>CMP5069</td>
</tr>
<tr>
<td></td>
<td>Switched LANS &amp; WANS</td>
<td>CMP5071</td>
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</table>

### Level 4 (Year 1)

<table>
<thead>
<tr>
<th>Credits</th>
<th>Course Title</th>
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</thead>
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<tr>
<td>15</td>
<td>Data Analysis</td>
<td>CMP4097</td>
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<tr>
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<td>Professional Context of Technology</td>
<td>CMP4112</td>
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<td>Computer Technology and Software Systems</td>
<td>CMP4136</td>
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<td>Computer Forensic Fundamentals</td>
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<tr>
<td></td>
<td>Computer Networking Basics</td>
<td>CMP4094</td>
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</tbody>
</table>

## Placements (Sandwich courses)

- Business Information Technology & Law
- IT Forensics
- Security and Digital Evidence
- Communication Networks
Assessments

Typically two or three assessments for 30 credit module
One or two assessments for 15 credit module
Info available through student management systems

Summative - these count and Formative - for Fun:

Tests (quizzes/multi-choice etc)
Traditional written Exams
Practical based Exams
Coursework reports
Presentations
Group Presentations
Electronic log books

KAV
Digital Forensic Tools

- EnCase Forensic
- Forensic Tool Kit
- BlackBag TECHNOLOGIES
  - Mac Forensics
- XACT .XRY
  - SIM ID Cloner
  - Phone Investigator
- .XRY / XACT Forensic
- Hard Drive Repair Tools
- Stegosuite
- Forensic HDD Duplicators
- Gargoyle Investigator
- Forensic Pro
- HD Doctors
- Tableau Write Blockers
- X-Ways WinHex
Games Technology

Computer Games Companies:

Electronic Arts  http://jobs.ea.com
Blitz Games  www.BlitzGamesStudios.com
Codemasters  www.codemasters.co.uk
Jagex  www.jagex.com
Rare  www.rareware.co.uk
Our USP

14 courses – 1100 FTEs working with 11 Companies

BSc ICT
- Cisco
- Microsoft
- SAS
- Oracle
- Citrix

Microsoft
- 500+ Certifications
- 35 PDC courses
- 7 Days a week
- Contract work

BSc Comp Networks and Security
- Cisco
- 600 students

Pearson Vue & Prometric
- 6 Days a week
## Applications 2013?

<table>
<thead>
<tr>
<th>Course</th>
<th>Applications</th>
</tr>
</thead>
<tbody>
<tr>
<td>FdSc Information and Communications Technology</td>
<td>52</td>
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<tr>
<td>BEng (Hons) Electronic Engineering</td>
<td>77</td>
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<tr>
<td>BEng (Hons) Electronic Engineering (FY)</td>
<td>46</td>
</tr>
<tr>
<td>BEng (Hons) Telecommunications and Networks</td>
<td>13</td>
</tr>
<tr>
<td>BEng (Hons) Telecommunications and Networks (FY)</td>
<td>18</td>
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<tr>
<td>BSc (Hons) Computer Games Technology</td>
<td>275</td>
</tr>
<tr>
<td>BSc (Hons) Computer Networks</td>
<td>121</td>
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<tr>
<td>BSc (Hons) Computer Networks and Security</td>
<td>191</td>
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<tr>
<td>BSc (Hons) Business Information Technology</td>
<td>188</td>
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<tr>
<td>BSc (Hons) Computer Science</td>
<td>458</td>
</tr>
<tr>
<td>BSc (Hons) Forensic Computing</td>
<td>175</td>
</tr>
<tr>
<td>BSc (Hons) Information and Communications Technology</td>
<td>192</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1439</strong></td>
</tr>
</tbody>
</table>
Market Positioning

Resources
- 1100 Full Time from £3,000 – £10,000
- 35 PDC courses from £100 – £1,000
- 42 Staff
- 4 Fulltime Cisco
- 12 Teaching Vendor Resources
- 8 Dedicated labs

Activity
- 35+ Cisco Academies
- 30+ Prisons Academies
- 2 Contracts

USP
- 1 of 21 ASC
- 1 of 5 Forensics Academic Centres
- First SAS Academy
- Midlands Cyberoam Academy
Collaborations
Research
Job opportunities

- Business: analysts, business developers
- Games, Software and Database: analysts, developers
- Statistical Information: presentation, analysts, security, programmers/developers, AI & KBE
- Electronic, Comms, embed systems: design & develop
- Network: design, development, test, secure
- Network: system administrators, support, sales
- Systems integrators including Media Systems, A/Video
- Unified Communication and Digital Media Signage
- Security design engineers and consultants
- Internet and e-commerce: applications, systems design, development and security
About Zibit Datalab

Zibit Datalab started in 2008 as a mobile phone forensics resource. Our website has undergone a lot of changes recently and we now offer a range of data recovery and digital forensic services, including the PM absolute database, which is still available here.

Zibit Datalabs launched new services on the 1st of February 2011 after moving into their newly acquired office in Fort Dunlop, Birmingham.
The stats?

- 50 Placements currently available across UK
- 12 Projects for BCU
- 6 Placements with Cisco Partners
- 6 Placements with Cisco
- 6 Employed with Cisco in 2010
- 6 Employed with Cisco in 2011
- 5 Forum days across UK
- 1 Employment day at BCU (3 events in 2012)
The future... $C^3$

Digital Cities, Buildings & Transportation

Security & Forensics

Data Analytics & Intelligence

Greener & Sustainable ICT

Communications
Any Questions