

# Building a collaborative ecosystem together in Higher Education

**RICOH**  
imagine. change.

The future of philanthropy and sponsorship

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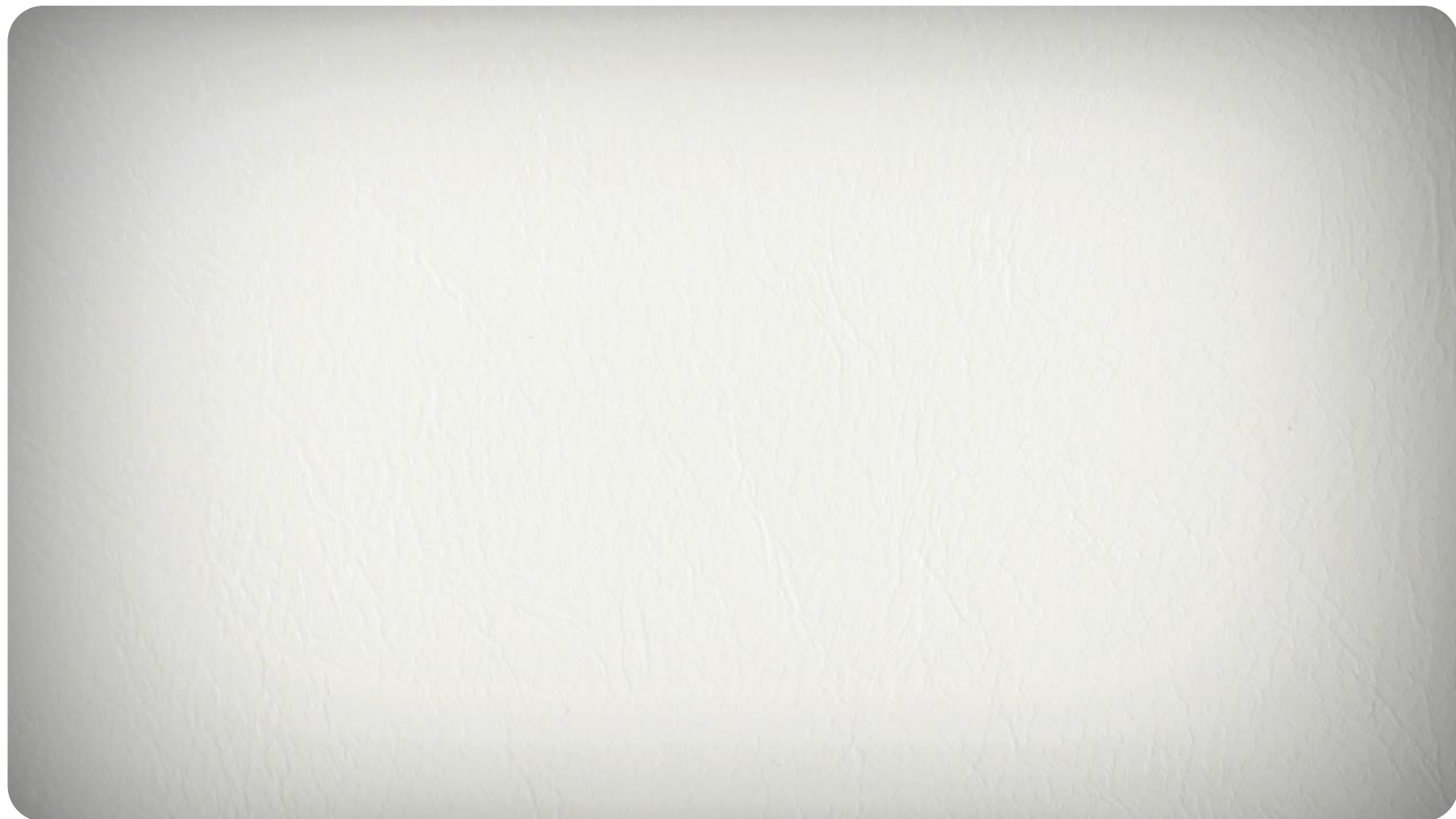


# Agenda

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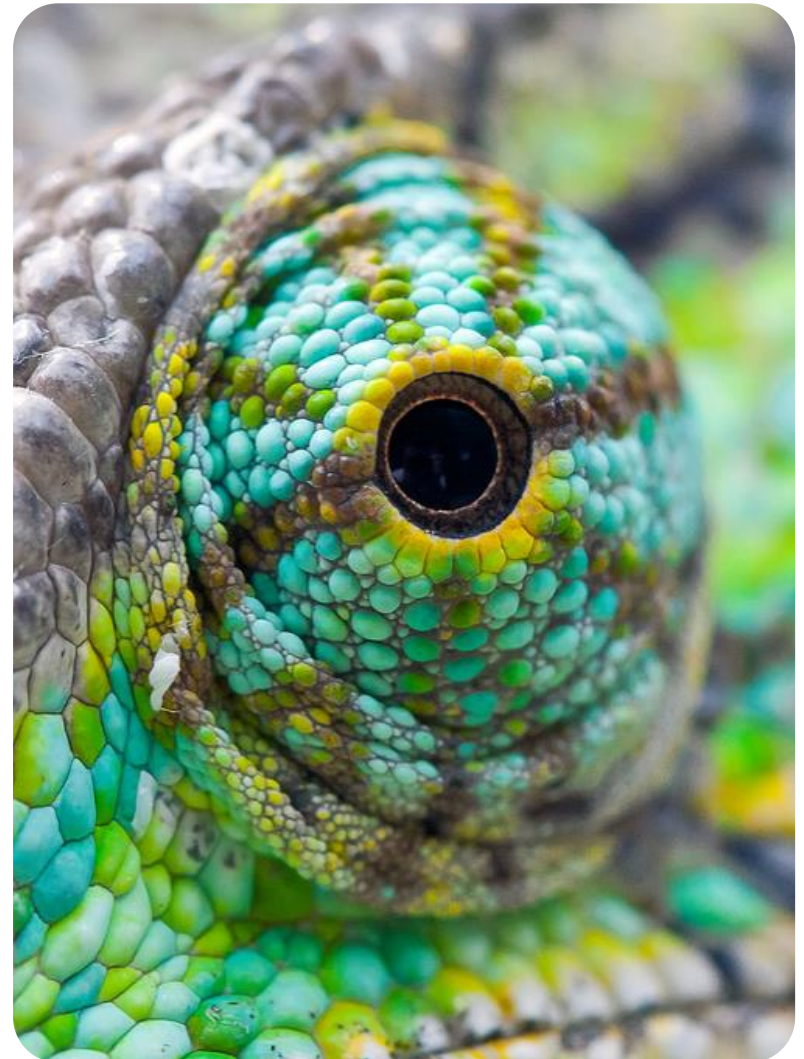
- Constant change
- Technology a catalyst for transformation
- EU modernization agenda
- How this will impact education in Europe
- Our vision and approach
- Building a sustainable ecosystem

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# Constant change

- Great **uncertainty** - we can't predict the future
- **Talent** crisis - talent is under utilized in organisations
- No **guarantees** - the value of a diploma and degree
- **Gap** academic and corporate world
- We educate for **jobs** that don't exist - 21st century skills
- **Flexible** workforce – rise of free agent nation
- Can we handle **speed** of change - including digital diversity and maturity
- **Sharing** economy – we need to build a sustainable future





# Catalyst for transformation

**Data Analytics & Information Management will drive personalization**

**Wearable Technologies & Internet of Things will support mobility**

**Augmented Reality & Ambient Intelligence will provide a richer experience**

**Screens are everywhere and support greater flexibility**

**Robotics & 3D will help to automate and drive a future based on creativity, improvisation and experimentation**

# European Union modernization agenda for Higher Education:

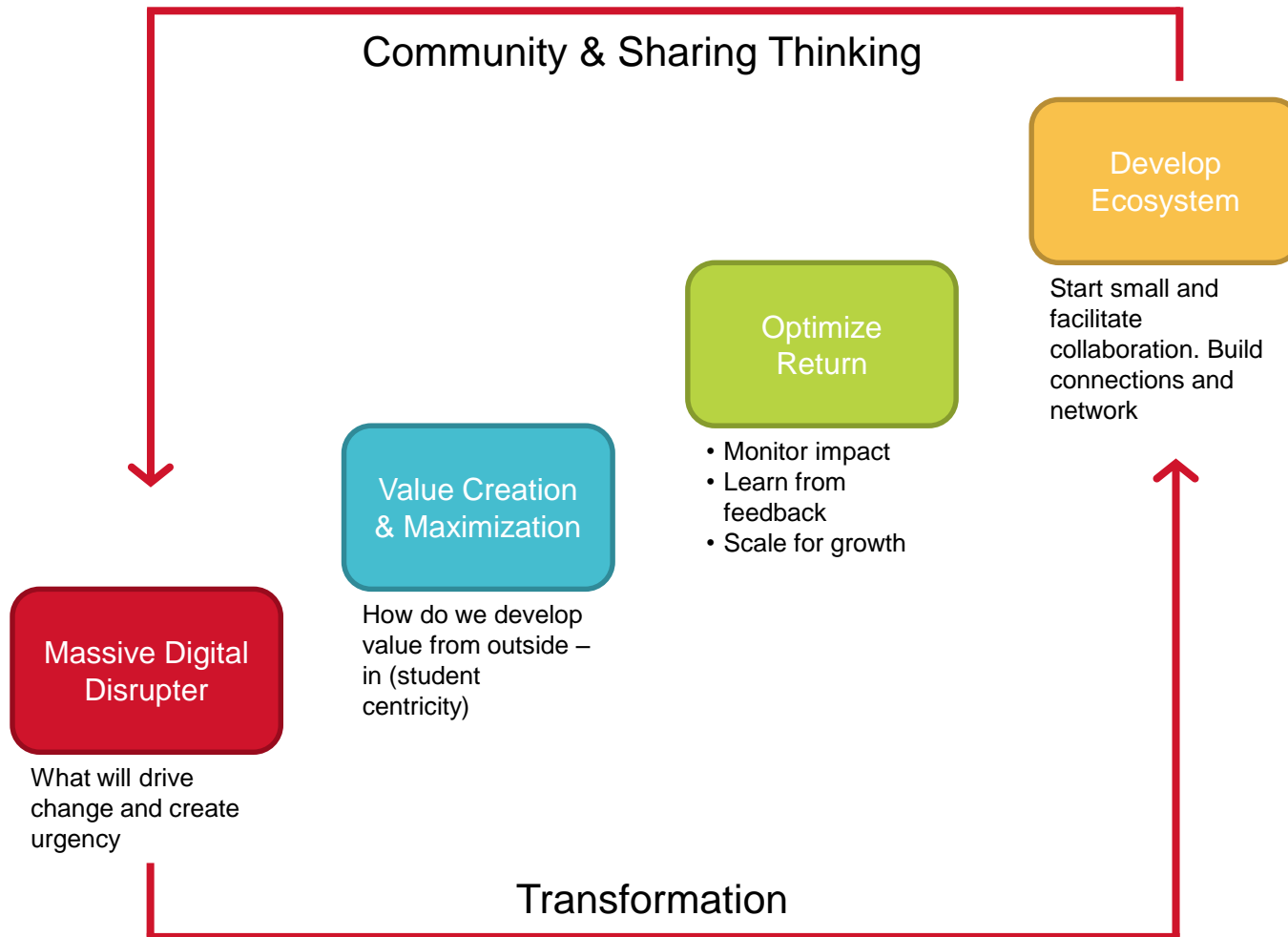
1. Increasing the number of higher education graduates
2. Improving the quality and relevance of teaching and learning;
3. Promoting mobility of students and staff and cross-border cooperation;
4. Strengthening the "knowledge triangle", linking education, research, and innovation;
5. Creating effective governance and funding mechanisms for higher education.





# From value to impact

## What is the added value?







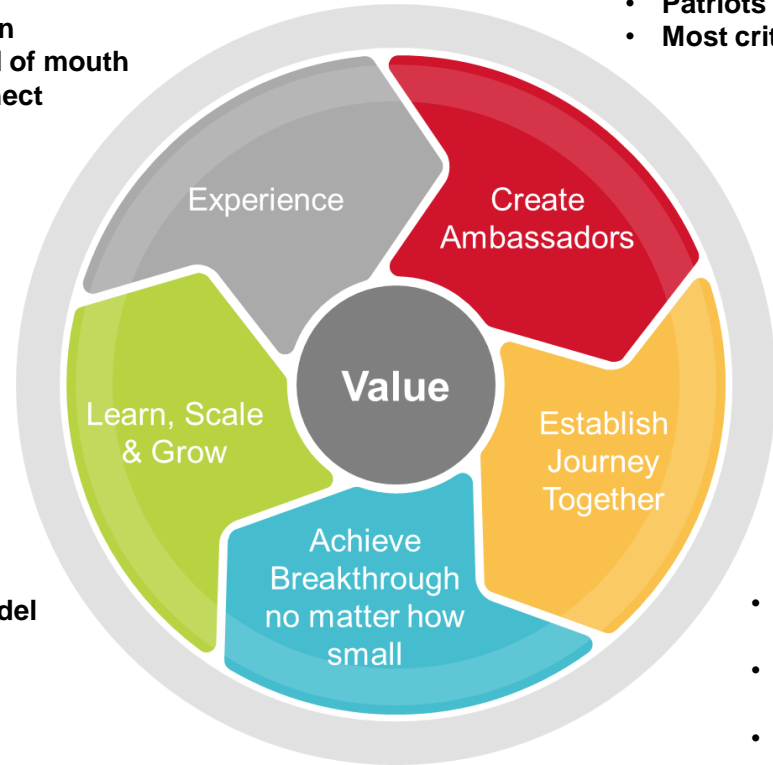
# Value & Return

- 1. Create
- 2. Optimize
- 3. Maximize

- Story
- Vision
- Word of mouth
- Connect

- Early adopters
- Game changers
- Patriots
- Most critical people

- Feedback
- Next steps
- Business model
- Curiosity
- Sharing

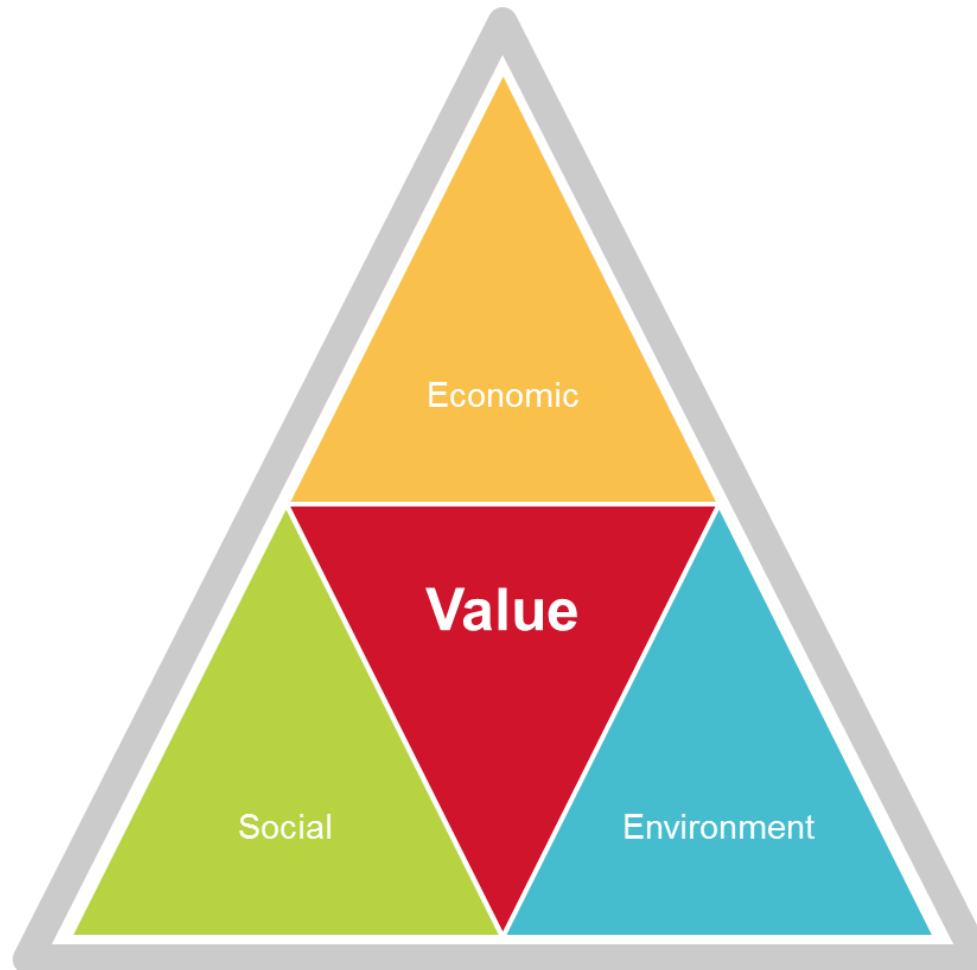


- Priorities
- Quick Win
- Celebrate wins

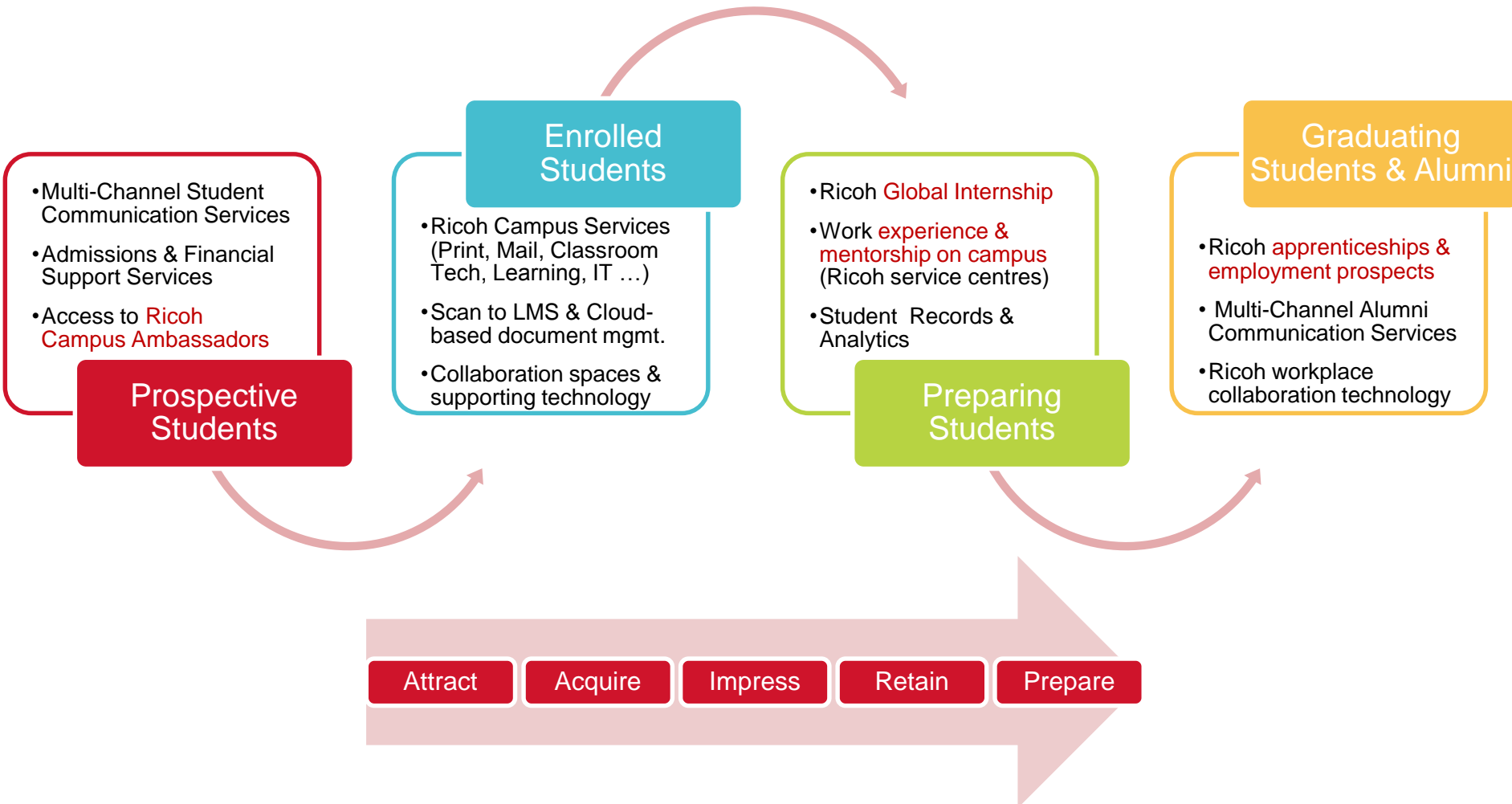
- Explore together
- Opportunity mapping
- Roadmap creation
- Visualization

# Blended Value

**Maximize the total value creation potential**



## Student Lifecycle Framework



# Program & activities

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- Global Internship Program – United States
- Higher Education Community Development in Europe – 30+ HE subject matter experts
- Business & financial models – Ricoh Capital
- Knowledge, Experience & Curriculum – Lectures and shared value creation workshops  
Netherlands
- STEM Education – Ricoh Education Support Program India



# University customers

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**Locally & globally** – working with top ranking (overall & research focused) universities ...



Universiteit Utrecht



UNIVERSITY OF  
CAMBRIDGE



HARVARD  
UNIVERSITY



**NANYANG**  
TECHNOLOGICAL  
UNIVERSITY



**Stanford**  
University



**東京大学**  
THE UNIVERSITY OF TOKYO



THE UNIVERSITY OF  
MELBOURNE

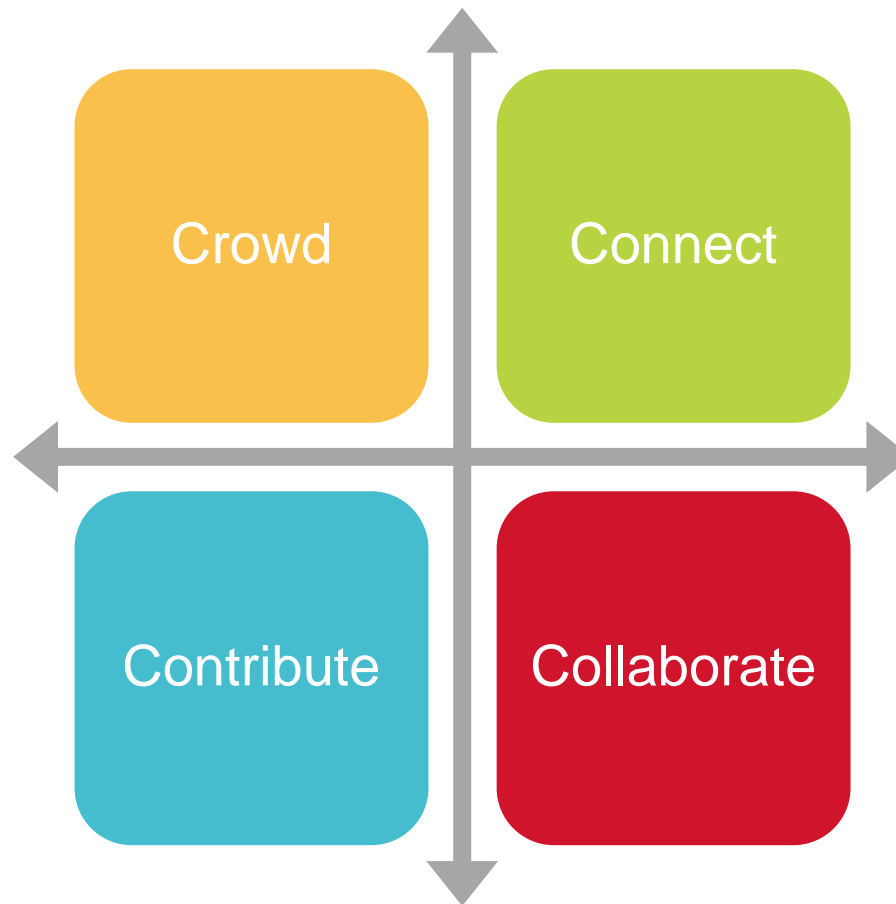


THE UNIVERSITY OF  
SYDNEY



# A sustainable ecosystem

**Acting and we will create new thinking!**



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