

Engage IT: Preparing Students for IT Careers in the “IT” City

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Purpose of Engage IT

Engage IT seeks to pilot an educator/employer-driven collaborative approach to address the challenge of job candidate “skills gap”

MNPS students are not passing IT certification exams resulting in lower lifetime earning potential and impeding economic development in Middle TN

The CompTIA A+ certification exam in MNPS Networking Pathways has been offered for **4 years** and **no students** have passed the exam.

The Problem

- » High school students are not passing IT industry certification exams
- » Students do not have dedicated time focusing on certification curriculum with a skilled IT instructor
- » Instability of technology faculty
- » The number of skilled IT workers is not keeping pace with the growth of Nashville
- » As of 2016, there are 2,200 new IT jobs
- » Currently, there are nearly 2,000 technology job vacancies
- » EMSI data projects growth rates will increase 18% in next ten years for "Top 5 IT Occupations"
- » Nashville schools are currently experiencing over 90% annual turnover rate for technology teachers



The Solution

- » Engage IT will support Overton High School students in the Networking pathway so they can be successful in taking two certification exams:



- » The program will provide classroom instruction, mentoring, tutoring, and promoting an awareness of available IT careers for students, as well as provide support to novice technology teachers

The Annual Market

20 – 25

MNPS High School Students


1 – 2

MNPS Teachers



How Does it Work?

Engage IT includes the following key components for success:

- 1 Participation in Nashville's  Initiative
- 2 Providing Support for Success
- 3 Increasing Employer/Student Engagement
- 4 Providing Tools for Success
- 5 Better Prepared for Employment

Financial Model

\$84,500

Funding Requested

\$119,100

Matching Funds Provided

DESCRIPTION	PROGRAM PARTNER	EST COST
PHASE 1: SUMMER 2017		
Instructor & Assistant Instructor	Metro Nashville-Davidson Co	\$ 15,000
CompTIA IT Fundamentals - Training Materials	Metro Nashville-Davidson Co	\$ 3,500
CompTIA IT Fundamentals - Exam Fees	Metro Nashville-Davidson Co	\$ 3,000
Program Administration	3-D Technologies	\$ 15,000
Mentors for students	3-D Technologies	Valued at \$2,000
Student experiential learning opportunities	Nashville Chamber	\$ 4,350
Student internship wages-Opportunity Now	HCA Foundation	\$ 75,000
Laptops (25)	CFMT/Digital Inclusion Fund	Valued at \$8,750
PHASE 2: SCHOOL YEAR (2017-2018)		
CompTIA A+ Certification Training Materials	Metro Nashville-Davidson Co	\$ 3,500
CompTIA A+ Certification Exam Fees	Nashville Chamber	\$ 7,000
Part-time supplemental instructor	Metro Nashville-Davidson Co	\$ 40,000
Mentors for students	3-D Technologies & NTC Corporate Members	Valued at \$7,000
Program Administration	Metro Nashville-Davidson Co	\$ 17,000
PHASE 3: PREP FOR SUMMER 2018		
Program Administration	Metro Nashville-Davidson Co	\$ 5,000

Engage IT: Impact/ROI for Nashville

GOAL: Increasing the student success in achieving the A+ certification to 50%

Job Availability

- Most sought certification in Nashville
- **10,000** jobs in our area, over **500** annual openings
 - » Database Administrators
 - » Network & Computer Systems Admin
 - » Computer User Support Specialists
 - » Network Support Specialists
 - » Health Information Technicians

Increased Earning Potential

\$27,930

High School
Diploma Average
Income

\$52,514

IT Worker w/ High
School Diploma &
A+ Certification

~ \$1,106,280

Additional Earnings over Lifetime

Team Experience & Management Plan

Nashville Technology Council

- Serving as the lead agency, including:
 - » Program management
 - » Volunteer management
 - » Staffing/Administrative support
- Experienced in summer program delivery
- Over 500 student field trips




Critical Partners for Success



Launch Plan & Timeline for Implementation

Three Project Phases

- 1 Instruction for CompTIA IT Fundamentals Boot Camp (June – July 2017)
 - Aligning with  timeline
- 2 CompTIA A+ Certification Exam (August 2017 – May 2018)
- 3 Preparation for Summer 2018 Program (March – June 2018)

Sustainability Plan

- » Engage IT is expected to generate tremendous value for both students and the technology professional community by generating new skilled talent
- » The program will grow in Year 2 by seeking funding from a broad range of contributors, including foundations and corporate support, to expand its scope of services