



## Partners Search

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Tech.mt is looking for leading partners for the below two funding opportunities:

- 1. Specialised education programmes in key capacity areas**
- 2. Advanced Digital Skills**

With its vast experience in other EU funded and local funded projects, working in a fast-paced and qualified team, and with our wide set of skills, Tech.mt would be an asset to the consortium.  
<https://tech.mt/projects/>

### **About us**

Public-Private Partnership Tech.mt, was established in 2019 by the Government of Malta and the Malta Chamber of Commerce, Enterprise and Industry, to promote Malta as a tech centre for innovative technologies. Created on the key priority fields of technology and innovations, Tech.mt not only aims to elevate Malta's status as a quality tech provider on both a local and international platform but also strives to act as the interlinking force between government, industry and academia. To realize Malta's vision to become a tech centre for innovative technologies, Tech.mt builds its strategy onto four main pillars – those of Promotion, Innovation, Talent and Assistance.

#### **1. Promote**

Through its participation in local and international symposia, Tech.mt aims to give local tech companies the opportunity to showcase their work and provide them with a platform by which their successes may be celebrated.

#### **2. Innovate**

Tech.mt aspires to expose tech professionals to innovative technology and drive academic research. To this end, not only would Tech.mt be driving such research but also enabling it to be displayed to the right target audiences.

#### **3. Talent**

Tech.mt seeks to create a bi-directional communication channel between local and foreign academia through which areas of collaboration may be identified and merged to create well-defined paths in which all academia may participate and benefit from.

#### **4. Assist**

Tech.mt strives to provide the necessary guidance in market intelligence via market research and market report publications. In this respect, Tech.mt aims to facilitate information sharing on incentives for prospective tech investors and mentor and coach business development for tech companies.

## Background

Through our insight to Malta's tech ecosystem, it is evident that Malta is currently witnessing a phenomenon of unfilled vacancies within the tech sector. The Malta Gaming Authority (MGA)'s Information & Research Unit has found that 730 jobs have been reported as unfilled by Malta-based gaming companies as of the end of 2018 because of a skills shortage in the country. Gaming companies but also tech companies not pertaining to the gaming industry are searching for candidates with various backgrounds and skills including ICT. For this reason, the demand for human resources cannot be satisfied exclusively through home-grown talent but also requires attracting human capital from abroad.

With Tech.mt ambitions in promoting diversity and inclusion, we want to ensure that foreign talent is attracted to our local tech sector. When it comes to attracting talent, this is certainly a key factor for the success of ICT companies and it is a challenge to find and retain such talent, worldwide. The scarcity of available talent and the challenge of retaining such talent is a recognizable feat that Tech.mt is committed to tackle head-on.

Tech.mt is willing to function as a lynchpin for the tech sector and help to match foreign talent with local start-ups and companies depending on the gaps in their skillset. Through direct partnerships with foreign Universities, it will help to attract investment, as well as help import talent. This proposal highlights Malta's ambitions in establishing mutually beneficial opportunities for Malta and for other countries. It provides a strategic approach towards embracing opportunities and fostering dialogue with foreign Universities.

Tech.mt aims to position Malta as a quality, creative, tech-savvy country, and promote Malta as a suitable set-up for foreign direct investment, whilst also promoting the local technological industries abroad.

Tech.mt shall be instrumental in taking the Technology industry to the next level, as it will seek to make the world notice the huge potential the technology sector in Malta has to offer as it boasts on the economic performance and financial stability of the island. We acknowledge that data is the new oil, Tech.mt wants to be part of the IoT evolution and be on the forefront of the global digital revolution that we are experiencing.

To encourage human resources and aid growth in the Technology, Tech.mt plans to partner with Education Institutions to position Malta as a vibrant location for tech talent and in turn attract human capital to our shores. Furthermore, Tech.mt is always working closely with academic institutions to better understand how the local STEM and IT curricula can be made more attractive to be chosen as the basis for a career in technology. We also need to consider new areas of specialisation revolving around digital & creative technology. Tech.mt is also focusing its energies on engaging the youth community. Youths are major stakeholders who are constantly using digital technology thus, encouraging youth participation in the transformation of the digital economy is crucial.



## 1. Specialised education programmes in key capacity areas

### Scope of applying for funding through this call

- Applying for these funds will tackle one of the main pain points that industry identifies as a major stumbling block to effective company and industry growth - the lack of human capital in the sphere of technology.
- This would perfectly fit Tech.mt's remit of bridging and aligning the gap between what industry requires vis-à-vis human resources vs. what is being thought at our educational institutions
- Harnesses our existing excellent relationship with educational institutions

### Target audience

- The end beneficiaries will be students, therefore this project, with Tech.mt, as partners, would be in conjunction with higher educational institutions such as the Malta College of Arts, Science and Technology (MCAST) and University of Malta.
- This will ultimately result in more human capital available to industry, therefore industry could be considered as end beneficiaries from this project as well.

### Idea

- Proposals can address only one technological areas, or more, or only one inter-disciplinary programme, with a specific focus on one sector.
- For years 1 and 2 of the call, the following topics need to be covered: Data, Internet of Things (IoT), AI, Blockchain, cybersecurity, HPC and quantum.
- The idea is to create specialised courses in area of IoT or cybersecurity.
- HPC and quantum could also be explored.
- Tech.mt will aid in the formulation of the programme by meeting with relevant stakeholders (*respective faculties, University and industry experts*) to ensure that course topics cover areas that are in demand from industry in the selected sphere.
- Tech.mt will aid in the promotion of such courses together with educational institutions
- Tech.mt can invest in a marketing campaign to promote the uptake of courses.
- Tech.mt can also play a role in the application as it provides data on the state of the IoT industry in Malta and why more specialists are needed in the area.

## 2. Advanced Digital Skills

### **Scope of applying for funding through this call**

- Applying for these funds will identify the needs of industry in relation to what advanced digital skills are needed by the existing and future workforce with the view of implementing training programmes based on these findings.
- This would perfectly fit Tech.mt's mandate of helping the technology industry to continue to flourish locally and also within the EU.
- Will give value added to Tech.mt's offering to businesses.
- Tech.mt has very good relationships with both industry and academia and is a great match to for the said call.

### **Target audience:**

- Industry, educational institutions and overall human capital.