

# EUNIS 2017: How to make money with HE IT

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## Abstract

Currently in Finland the pressure to get more and more funding outside from public funding is rising. This paper presents Metropolia IT's current means to fund part of its existence. Presentation concentrates how support services are earning money to Metropolia.

## 1. Introduction

Metropolia's need to optimize its current resource usage still remains, as the Finnish financial climate hasn't really changed to positive direction during last couple of years. In year 2009 Metropolia's IT department earned about 85000€ as income from the sources outside of the university. In year 2016 Metropolia's IT department earned about 546000€ as income from the sources outside of the university. How we are earning the money and why are we earning?

## 2. Previous years and the development to current situation

In year 2009 funding was flourishing for higher education and for Metropolia's IT-department. Operation budget was 4.4M€ with estimated 45000€ income and investment budget was 2.2M€.



In year 2011 Metropolia held "IT-päivät 2011" conference which created a lot of extra revenue for that year. When removing that income from picture above we can see that we have been able to grow our outside income steadily to current point.

Answer to why to do it is below. We are not doing this only because our management is expecting that or that we are instructed to do so.

- Part of income is coming from selling our specialists and this outside work is improving their knowledge, and that way it adds their value to the university.
- We also believe in recycling and that is the reason why we are not sending old equipment to recycling companies, but we are selling them to students with reasonable prices. This also ensures that our students have equal chance to have a pc to support their studies at their homes.
- We have also hired our students as trainees to do the hard work for upgrading our teaching environments equipment during summertime and that way we are ensuring that those students

able to do their work placement during studies and to reach 55 ECTS units which is the yearly limit to get the funding from the government.

- A work placement in Metropolia's helpdesk is also ensuring that they have a chance to be employed after graduation which government is also rewarding after graduation.

So, it is really based on that little strokes fell great oaks.

The how we are doing it will be told in presentation.

### 3. Current situation and the future

For year 2017 budget framework is 3.7M€ for operations and 2.7M€ for investments plus the budgeted 0,7M€ income. Which means that if we do not reach that income at all we will only have 3,0M€ operational budget and from that the salaries are about 2,4M€.

My plan is to continue to advertise our knowhow as it is just stupid to try to invent the same wheel again simultaneously. More we do together, more we have resources to concentrate to the competitive things.

#### AUTHORS' BIOGRAPHIES

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