# AORA's budding Public-Private-Partnership Strategy
## March 2023

As the Academy continues to build relationships with academic institutions, mobile network operators (MNOs), and internet service providers (ISPs), and government institutions eyes are set on solidifying Public-Private-Partnership relationships to support not only the Academy's sustainability goals but the sustainability of Open RAN deployment in the region.  Originally started as an initiative under the Biden-Harris Indo-Pacific Economic Framework, it is key for the Academy to develop stand-alone revenue streams and in-kind support as governments cannot act alone, industry needs to become involved to support continuing market development and innovation.  New ventures are risky, and PPPs allow government and industry to share risk.

*"The reason USAID was interested in supporting an academy based on ORAN, open architectures more broadly, was based on research done in late 2021.  A lot of MNOs/ISPs were interested in the concept of open radio access network deployment but there weren't enough engineers with the background or expertise needed for MNOs to deploy open RAN networks.  This spurred the creation of AORA, and we have had a lot of support and partnerships [from industry players already]." Kate Dimsdale, Digital Inclusion Adviser – Technology Division, Innovation, Technology & Research Hub (ITR) USAID.*

The Academy seeks to accelerate the adoption of Open RAN approaches through the Open RAN curriculum and technical exchanges.  One key feature as an academic institution is building partnerships with wider educational institutions to incorporate the AORA Open RAN curriculum into their educational pathways.  The Academy hosted a special orientation session for ECE and ICT Faculties and Lecturers on how they can become AORA Academic Partners.  Twenty-three participants from two private universities and twelve state universities attended the session. AORA Couse Creators: Josyl Reyes from the University of Santo Tomas; Raymond Nunez from the University of the Philippines; and Richard Matias of Terra Hertz presented on the courses available alongside presentations covering the advantages and partnership pathways aimed to benefit both students, academic institutions, and MNOs/ISPs contributing to regional resilience-building efforts, improving academic standards on an international level, and generating a capable workforce.  This will boost best practices sharing and access to the latest ICT industry trends. *"The Academy is only as successful as it is being used, the curriculum developed by our course creators has taken a lot of thought both for the technical and foundational courses with the help of academic institutions so that you can use this curriculum to support learning so MNOs/ISPs can pilot and ultimately deploy open RAN networks." Kate Dimsdale, Digital Inclusion Adviser – Technology Division, Innovation, Technology & Research Hub (ITR) USAID.*  Interested universities are invited to review and adjust AORA's standardized Memorandum of Understanding based on their academic rules and regulations to solidify their partnership with AORA to support educating the next generation of engineers on Open RAN principles.

Building on this the Academy has recently launched its Enrichment Program, which is geared towards developing technical exchange partnerships with academic institutions, MNOs, ISPs, and related I/NGOs, and government partners.  Enrichment activities are an integral step in workforce development – taking what is learned in the classroom and connecting it with real-world experiences and opportunities.  Each AORA course will have a corresponding industry partner to provide various enchainment activities relevant to their organizations mandate in the areas of mentorships, internships, on-the-job training and more.

For further information on how you can partner with AORA contact our Enrichment Coordinator Jelina Tentangco at jelina@gmail.com or watch our session on YouTube.