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Date: 3/27/2012 2:16:11 PM

Subject: Microsoft IT Academy Follow-up

Attachments: NC MOS\_Report\_State\_Board\_Feb\_2012.docx  
ICTBrochure.pdf

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Christian,

Thank you again for your time last week to discuss the IT Academy opportunity. We had a solid meeting with the DOE team who supports a statewide IT Academy program for high schools. Scott English asked some great questions, of course budget is the primary concern, and we are in the process of answering their questions, setting referral discussions with North Carolina and Virginia and providing additional materials to build their business case.

I have enclosed two items. The first is the most recent certification report from North Carolina as to the 18 month results of the high school IT Academy program across the state. The results speak for themselves with close to 30K certifications through January. The meeting with the SCDOE last week revealed that there were 55 Microsoft IT certifications across the state high school system last year. We know we can do better than this and the desire by the students for technology related skills development demands it. The second document is an economic development brochure from the NC Dept. of Commerce and you can see on page 4 that IT Academy is featured as one of the benefits of opening businesses in the state.

Let us know what else we can do to try and move this process forward and allowing for preparations for an August back to school launch.

Sincerely,

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