



## The Waterfront Technology Center at Camden Fosters Innovative Partnership

Waterfront Technology Center at Camden tenant IP System 3 has formed a strategic partnership with the Camden-based Rutgers Institute for Management and Executive Development to deliver a new Project Management Dual Certificate Program. The collaboration is a prime example of what the New Jersey Economic Development Authority's Waterfront Tech Center, and the Camden Innovation Zone as a whole, were established to support.

Founded in 2005, IP System 3 focuses on developing e-learning solutions for end-users of project management software. The company moved into the Waterfront Tech Center in 2007, and around the same time became the Primavera Authorized Representative for the tri-state area. Primavera is a construction project management software solution that is designed to help corporations and public agencies plan project investments from start to finish. IP System 3 currently offers a variety of consulting and training services, utilizing the multimedia room in the Waterfront Tech Center as its classroom.



When Ray Compari, associate dean and director of the Rutgers Institute for Management and Executive Development, learned of IP System 3's project management efforts and training programs, the synergies between the two organizations became obvious.

"We realized that IP System 3 was delivering a classroom experience that mirrored the online training programs available through the Rutgers Institute for Management and Executive Development," said Compari. "It is always a goal of ours to build connections with Waterfront Tech Center tenants, and in this case our complementing programs resulted in this innovative and valuable partnership."

The Project Management Dual Certificate Program combines the Rutgers self-paced online coursework in project management with a three-day classroom hands-on training experience provided by IP System 3. Organizations that need to improve project management maturity can benefit from the program's proven project management methodologies, principles and best-of-breed tools. In addition, participants earn 83 professional development units (PDU) via the Project Management Institute (PMI), which satisfies the three-year requirement to maintain PMI credential. The program also provides 35 PDUs of project management education needed for Project Management Professional (PMP)/Certified Associate in Project Management (CAPM) certification eligibility.

"Our past experience indicated that most participants in similar training programs had trouble applying the concepts and skills covered in the coursework," said IP System 3 Executive Vice President Michael Kehoe. "The Dual Certificate Program addresses that issue by delivering hard skills for real-world application."



The company we keep,  
keeps getting better.

The program is also valuable for unemployed professionals. The New Jersey Department of Labor and Workforce Development provides retraining grants up to \$4,000 to displaced workers enrolling in Rutgers University's professional development programs, including the Dual Certificate Program. While in training, participants can still collect unemployment insurance and may be eligible for additional benefits.

Both Compari and Kehoe credit the Waterfront Tech Center with a major role in the development of IP System 3 and the Dual Certificate Program partnership.

"The Waterfront Tech Center has given IP System 3 a major advantage because of the access to mentoring and services it offers," said Kehoe. "The convenient location in a very accessible portion of Camden has also been important for us. Once our clients visit the Waterfront Tech Center and enter the training classroom, their attitudes about Camden change for the better."



The Waterfront Tech Center is the latest in the continuing development of the Waterfront Technology Campus and a prime example of the EDA's efforts to provide first-class, state-of-the-art facilities for growing technology companies. The 100,000-square-foot facility has been designed to accommodate the work of businesses in the biosciences, microelectronics, advanced materials, information technology and other technology and life sciences fields. Situated along

Camden's burgeoning waterfront – a gateway to the long technology corridor that runs through New Jersey – and in proximity to other technology companies, universities and research centers, the Waterfront Tech Center offers an ideal location convenient to a pool of talented people and important local and regional resources.

"The Waterfront Tech Center's convenient location and available parking, in addition to its proximity to the Rutgers campus, have made this partnership possible," said Compari. "This is a tremendous success story for the Rutgers School of Business and the Waterfront Tech Center tenants. We are actively pursuing similar partnerships and doing what we can to make companies more successful."

The next IP System 3 classroom dates have been scheduled for June 22-24. To learn more about the program or to register, visit <http://projectmgmt.rutgers.edu/>.



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