



Just Added!!
Apply NOW!

APPLICATION INSTRUCTIONS

Exploratory Lab Program at Tech Data
A Career Development Program for all Majors *Date:*
June 5 - 9, 2017

Application Due: March 26th

Note: This document represents the complete application for the Exploratory Lab Boot Camp

The Opportunity: Discover new career options using the skills and knowledge gained in your academic program while learning new business skills that companies are seeking in college graduates. Prepare for the internship you should complete before graduation!

All majors are invited to apply!
It takes a wide range of skill sets to create a successful business!

The purpose of the *Exploratory Lab Boot Camp* is to:

- 🎯 Provide a real-time business integration experience to augment the traditional classroom curriculum
- 🎯 Learn the latest business skills
- 🎯 Close the gap between academic skills and skills required to fill positions in Tech companies
- 🎯 Increase the interest of non-tech degree student in the Technology industry
- 🎯 Explore careers, and discover a pathway to positions in area companies.

What is the Ex Lab? The Exploratory Lab Boot Camp is a total immersion experience **June 5-9, 2017** at Tech Data with sessions provided by Tech Data employees, professionals currently working in the field, who will share the latest trends and strategies that companies are using to remain competitive. You will be involved in developing a Business Plan that recommends a market strategy to Tech Data to bring an IoT (Internet of Things) product to market. The experience includes several pre-events to prepare you for the experience.

NO EXPERIENCE NECESSARY!
Unleash your potential and the confidence to imagine your future!

The Value of the Exploratory Boot Camp

The Exploratory Lab Boot Camp will:

1. Teach *non-tech* students tech concepts
2. Teach *tech* students business concepts
3. Expose students to a valuable business integration experience with one of the world's largest distributors of IT products and services
4. **Work with staff from a company that was named a "World's Most Admired Company" by FORTUNE magazine for seven consecutive year**
5. Explore the *IoT* industry and be part of developing a business strategy for Tech Data to bring to market, from identifying the customers' needs to marketing the product.
6. Learn exciting career options for tech and non-tech students that are available to you in tech companies at graduation.
7. Build a network of contacts that will help you build your career.

79% of Ex Lab grads interested in entering the workforce found a job or an internship 6 months after completing the program.

Did you ever think?

- A public policy major would be hired by an international Tech firm in the eCommerce department?
- Or a Psych grad work for the same tech firm?
- That you could develop an App in 4 hours?
- That you would be part of a security breach solution design session?

Do you know?

- What IoT is and the future impact?
- What skills are needed to enter a career as a Business Analyst a "hot job"?
- Do you know the pathway to your "dream job" without experience? Or how to get experience?
- Do you know how your resume can make you stand out?
- Do you know what skills companies are seeking in college grads?



You will learn all this and more skills at the Exploratory Lab Boot Camp.

Are you Hungry, Humble and Smart? Area businesses are seeking graduates from a variety of degree programs with the aptitude to learn, have a passion for technology, and want to obtain new skills. This program is an opportunity for you to learn more about pathways to jobs that utilize the knowledge you have acquired in the classroom and ignite your passion for new and exciting careers. Hear about the amazing and passion driven career paths taken by some of the top talent in the area. Unleash your potential and prepare to have the confidence to imagine your future!

Meet potential employers and hear what skills they are seeking in new graduates. Two Ex Lab grads were hired by Tech Data and Sharp, a Tech Data partner, as fulltime employee before graduation because they demonstrated considerable skill and readiness to work during the Ex Lab. Both are continuing their education while getting started on their career. If you understand Hungry, Humble, and Smart, you understand the value of the program. Enhance your success at finding a job at graduation – Apply <http://tbtf.org/exlabs/>.

Who is Tech Data?

Tech Data is one of the world's largest distributors of technology products, services, and solutions. Companies like HP, Apple, Cisco, Microsoft—and hundreds of others—depend on us to bring many of their products to market. Many of the hardware devices and software



QUICK FACTS

- 42 years in IT distribution
- \$26.4 billion in sales for fiscal 2016
- Publicly Traded (NasdaqGS: TECD)
- Ranked No. 108 on the FORTUNE 500
- 105,000+ IT reseller customers
- 150,000+ IT products sold
- 100+ countries served
- 9,000 employees worldwide
- Named One of FORTUNE's "World's Most Admired Companies"

applications that you use in your daily life have passed through our logistics centers on their way to market.

IT resellers around the world—our customers—depend on us to support the technology needs of end users of all sizes, including small- and medium-sized businesses (SMB), large enterprises, educational institutions, government agencies, and consumers. Doing business with Tech Data gives solutions providers access to a vast array of technology products, including the latest data center, software, cloud, mobility, and consumer technology offerings. These products are offered in conjunction with a comprehensive range of technical, business support, and value-added services, including certification, training, configuration, installation, and marketing, financing, and integrated supply chain services.

Our team is the best and brightest in the industry, as diverse as the products we provide, and propelled by a passion for winning that fuels an entire company. Dedicated to a proven strategy of execution, diversification and innovation, we leverage our unmatched logistics capabilities and global IT platform, providing the value-added services and go-to-market strategies that enable our channel partners to thrive.

Tech Data is currently ranked No. 108 on the Fortune 500® and has been named one of Fortune's "World's Most Admired Companies for seven straight years. With the acquisition of Avnet TS in the spring of 2017, Tech Data will be \$35 billion Company globally.

Partnerships – Tech Data is partnering with Valpak, Agile Thought, TBTF, and St. Petersburg College to deliver this one of a kind opportunity for area students to learn about career options at the most vibrant companies in the area. You will have an opportunity to network with additional companies that are seeking talent to fill open positions.

We do not guarantee you a job or internship. We guarantee you an opportunity to learn new skills businesses are seeking and to network with key leaders that make hiring decisions.

Ex Lab Boot Camp Successes

Companies that have offered internships, jobs, or promoted Exploratory Lab Grads:

Agile Thought (5)
BIAS Corporation
City of St. Petersburg
Eckerd College
Ernst & Young
FairWarning
FIS
Meridian Research
PwC (2)

Raymond James
SOFWERX
St. Petersburg College
Tampa Downtown Partnership
Tech Data (8)
Unilever
USCG
WellCare

Here is what the previous grads reported:

- 👤 60% - The session content was new, not learned in school
- 👤 70% - The boot camp expanded their understanding of the how to apply their skill set and find a job
- 👤 60% - The career path options uncovered were *Life Changing*
- 👤 100% - Found the knowledge of open positions either *Life Changing* or *Career Enhancing*



This exercise is going to stay with me for a long time. Itwas very exciting and fun! Having the networking 101 lecture before it was perfect and our group got the chance to take what we learned in it and apply it to the security exercise.

Security, Day 2, Very Interesting - 78%

Definitely one of my favorite presentations of The entire week....Absolutely Amazing! Very Interactive, fun and energetic! Best exercise! Amazing presenter, amazing topic, love agile, loved the exercises.

The concept about Agile, Sprint and Scrum have been explained clearly.

Agile, Day 3, Very Interesting = 86%

This was my favorite exercise thus far. I hadn't considered design being something until I participated in this simulation LOVED LOVED LOVED everything about it. To the point and hands-on :)

Gives me a new appreciation for well-designed apps and some insight into poorly designed ones. Anticipating needs for our simple model was daunting.

Justin Davis explained the concept of UX and design thinking in a way that really spoke to me. I enjoyed all of the presentations that the other groups gave as well. It was fun to see all of the teams ideas for their application and I thought everyone brought something new to it.

UX and Design Thinking, Day 3, Very interesting/Interesting = 86%

Program Eligibility Criteria

Who should participate: Optimal student majors include Computer Science, MIS, Computer Programming, Engineering (any discipline), Business, Marketing, Psychology, Math, Communications, Foreign Language and any Arts and Science majors. Some graduates of the program were connected with an internship or fulltime employment, while others returned to school after the program seeking internships and jobs closer to graduation. Our previous sessions have included a mix of tech and non tech students matching the mix in area companies.



1. Applicants must be enrolled or a recent graduate (May 2017) from the following target educational institutions:

- ✓ SPC Academic Program
- ✓ SPC Workforce Institute
- ✓ USFSP
- ✓ USF Tampa
- ✓ University of Tampa
- ✓ University of Central Florida
- ✓ University of Florida
- ✓ Florida State University
- ✓ Eckerd College
- ✓ St. Leo University
- ✓ Stetson College of Law

NOTE: A student can have a degree from multiple institutions.

2. Educational Level – Applicants must meet one of the following criteria:

- ✓ Seeking a Bachelors, with at least 60 credits by May 2017
- ✓ Enrolled in a Master’s degree program
- ✓ Enrolled in the SPC “24 Program” AND have completed a Bachelors or Master’s degree within the past 10 years
- ✓ Completing an AA/AS degree and will have at least 60 credits by May, 2017
- ✓ Graduated from the above institutions May, 2017

Application Process– Exploratory Lab Boot Camp participants are selected through a competitive process beginning with the submission of an application reviewed by a team of business and educational professionals including Tech Data and St. Petersburg College. You must complete the application and provide requested supplementary documents. (See application below). The class is limited to 25 students selected from the targeted institutions. All applications will be reviewed by a team from Tech Data and St. Petersburg College.

The Exploratory Lab Three Pillars Curriculum

The THREE PILLARS CURRICULUM was developed by Tech Data to increase the skills of new grads based on the needs regional businesses are seeking. Eighty four college students have successfully completed the program, 79% have been successful in obtaining an internship or job within six months of graduation from the program. While the curriculum was generated to meet the demands of technology businesses, the sessions apply to all industries. The program focuses on exposing non -tech degree students to tech trends in a non-intimidating way that will lead students to understand broader career options. The goal is to provide experiential learning that is *Real Life, Real Time*, to augment the classroom learning. Students entering any industry will benefit from understanding the role of business technologies in the workplace.

Pillar #1 -Technology Solutions: The Technology Solution sessions bring awareness, walk through history and evolution of technology and help the students apply where and how these technologies would be used. It is not meant to be a certification or deeply technical delivery. Networking 101, Video/Collaboration/UC, Security, Web/eCommerce/Applications, Data Center/Cloud, and Technology Companies Day to Day - to review real life, real time business models, strategy, vision, organization, culture, skills needs, etc.

Pillar #2 - Integrated Business: The Integrated Business sessions demonstrate how activities undertaken by a company should create, communicate, and deliver value. Includes an overview of Market Opportunities, Business Planning, Integrated Marketing, Operationalizing a Business (including logistics), Emotional Intelligence, Taking Risks in Business Trends, Data Analytics – Role in Future Technology Trends and Business Intelligence.

Pillars #3 - Process & Tools to Create User Experience: The Process and Tools will introduce the concept of the customer’s interface with the products and services provided by a company. Agile/Lean Development, UX (User Experience) and Design Thinking, Solving for Business Outcomes, White Boarding sessions to create solutions to solve customer business problems. All while reinforcing team work and collaboration.

Skills covered across curriculum: Critical thinking, analytics, business acumen, business planning, decision making, visual application, problem solving, communication, technical, risk intelligence, adaptation, speed of change, collaboration, agility, leadership, creative thought, organizational thought, engineering, agile, design thinking, collaboration, entrepreneurship, and research. Students also learn to effectively networking for business and career development.

The Project – An IoT Product Business Plan – Students are assigned to teams and each team will be required to complete a business plan. The curriculum has been designed to assist the students to successfully complete a Business Plan for a product that addresses a problem identified by each team. The area of discovery for this Exploratory Lab is IoT. Teams will develop a complete business plan that will outline how Tech Data can assist a client bring an IoT product to market. Teams are required to identify a problem, define the product, and recommend a sales strategy for Tech Data to bring the product to market. The Business Plans will be presented and judged by a team of Tech Company professionals and educators.

Tech Data is seeking *all degrees* to participate in the program.

The Exploratory Lab Boot Camp Experience

Twenty five students will be selected to participate in the Exploratory Lab Boot Camp from applications received by March 26. The experience consists of five sessions, two 2 hour pre-sessions April 12 and May 10th, a 40 hour boot camp June 5- 9, and a session on presentation skills on June 14th. The teams will present their business plans and graduate on June 23, 2017. **Students will be expected to provide transportation to all activities.**

Pre-Sessions

The two Pre-Sessions and one post session focus on preparing students for the Boot Camp and include learning creative solution design, communication styles, and presentation skills.

Pre-Session #1

1. Students will be assigned to teams
2. Receive a copy of *Creative Confidence*, by Tom and David Kelly which they are required to read and discuss during Pre-Session #2.
3. Provided instructions for completing a DISC Assessment, an online inventory of communication styles that will assist the students identify how they work with team members.

Pre- Session #2

1. Review results of DISC Assessment focusing on team communication styles
2. Discussion of *Creative Confidence*

The Boot Camp

The Boot Camp is June 5-9, at three different locations in the Tampa Bay. Students will be expected to attend all sessions of the Boot Camp which begins each morning at 8:30 am and runs all day through 5:30 with lunch and snacks provided throughout the day. Students are assigned to teams to complete the class assignments and the required IoT product business plan. Students are expected to exhibit independent thinking and leadership in the completion of all assignments.

Mentors will be assigned to assist each team complete the business plan. Professionals will be on site during each session to assist teams.

Students will be required to provide transportation to three locations in Pinellas County:

- 📍 Tech Data – 16202 Bay Vista Dr. Clearwater, Fla, 33760
- 📍 Valpak - 805 Executive Center Dr. W, St. Petersburg, FL 33702
- 📍 St. Petersburg College EPI Center - 13805 58th St N, Clearwater, FL 33760



1-Students learning Design Thinking, from industry expert Adam Ulery

Work on Business Plans – Teams work on the business plan, PowerPoint presentation independently to complete assignment. All members of the team are required to speak.

Post Session

Post Session on June 14th, will teach Presentation Skills to assist the students prepare their business plan pitch.

Graduation –The Business Plans will be presented and judged by a team of tech company professionals and educators on June 23rd at St. Petersburg College EPI Center.

All students will be offered an opportunity to job shadow with Tech Data staff and other partnering companies. Three Ex Lab grads are currently in the program. The winning team will receive additional training, a review of the IoT Product plan with TecGarage, and ongoing networking opportunities tech professionals through TBTF.

Exploratory Lab Boot Camp & Application Timeline

List of Events
February 23 through March 26, 2017 - Application form available through the individual schools.
March 26, 2017 – Applications due. Email the complete application package (application and supplemental materials) in PDF format to patriciagehant@gmail.com . Only emailed applications will be accepted.
March 26-27, 2017 – The Application Review Team will review the applications.
March 29, 2017 – Students notified of Review Committee decision.
March 31, 2017 – Applicants must accept the invitation to participate in the Exploratory Lab Boot Camp events.
April 12, 2017 – Pre - Session #1 – Organizational session. Students assigned to teams and receive Creative Confidence. The program requirements will be reviewed and will include a presentation on IoT technologies. Students receive guidelines for completing the DISC Assessment.
May 10, 2017 – Pre Session #2 – JoAnne Meyers, Sunstone Consulting will present the outcome of the DISC Assessments and share team communication styles. A discussion of <i>Creative Confidence</i> will be led by industry experts on Design Thinking.
June 5- 9, 2017 – Exploratory Lab Boot Camp – Students will participate in full day sessions. Lunch is provided each day along with snacks and beverages. The sessions begin each day at 8:30 and run through 5:30.
Post Session - June 14, 2017 - Presentation Skills – How to Influence Your Audience. Students will learn presentation skills from area business experts that will assist them throughout their careers.
June 21, 2017 – Submit Business Plans – Each team will submit the completed business plan for distribution to the judge.
June 23, 2017 – Presentation of Business Plans and Graduation. Business leaders will review the plans, selecting one winner.

Application Forms - Students must complete the application form found below in this document or on the Exploratory Lab Boot Camp Website <http://tbtf.org/exlabs/>. The completed application and Resume must be emailed by **March 26, 2017**.

Please submit all materials in PDF format and preferably as one document. Please include **Ex Lab Application** in the message header. When naming your application file remember to include your name in the file name. For example – [yourname].pdf

Required Supplemental Information – Please email the following *required* documents *ALONG WITH THE APPLICATION*.

- A. **Three letters of recommendation** – The letters are intended to support your participation in the program and to confirm that you will commit to the program based on their knowledge of your past efforts. The letters should include an understanding of the time commitment and effort expected.
- **Personal** – family member or close associate at work or school
 - **Professional** (non-family)
- OR**
- **Business** - If you are employed or participating in an internship during the Exploratory Lab Boot camp, submit a letter from your employer acknowledging their support for participation.
- B. **Resume should include:**
- ✓ Relevant course work
 - ✓ Work experience
 - ✓ Career goals
 - ✓ LinkedIn Profile, Twitter handle (While not required for admission, it is highly recommended that you set up LinkedIn and Twitter accounts)

4. Email all materials to:

Patricia K. Gehant, Exploratory Lab Manager, patriciagehant@gmail.com

Questions about the application process must be emailed to patriciagehant@gmail.com
or phone 727-742-5144.

*Direct all employer or educator concerns & questions regarding
the program or application process to:*

*Patricia K. Gehant, Exploratory Lab Manager,
patriciagehant@gmail.com
or phone 727-742-5144.*



APPLICATION
Exploratory Lab Program at Tech Data
A Career Development Program for all Majors
Date: June 5-9, 2017

Application Due: March 26, 2017

All responses should reflect your status as of May 2017.

Name: _____ Email: _____
Local Address: _____ Twitter: _____
Contact number: _____ LinkedIn: Yes No

EDUCATIONAL INSTITUTION – Select at least one

- | | |
|--|-------------------------------------|
| _____ St. Petersburg College Academic Program | _____ Stetson College of Law |
| _____ St. Petersburg College Workforce Institute | _____ University of Florida |
| _____ University of South Florida - St. Petersburg | _____ University of Central Florida |
| _____ University of South Florida -Tampa | _____ Florida State University |
| _____ University of Tampa | _____ Lynn University |
| _____ Eckerd College | Other _____ |
| _____ St. Leo University | |

WHAT IS THE HIGHEST LEVEL OF SCHOOL YOU HAVE COMPLETED OR HIGHEST DEGREE RECEIVED?

_____ Associate's Degree _____ Bachelor's Degree _____ Graduate

WHAT IS YOUR CURRENT ENROLLMENT STATUS?

_____ Full time _____ Part-time _____
_____ Graduated Pursuing an undergraduate degree
_____ Pursuing a Graduate degree
_____ Pursuing a certification,

CREDIT HOURS/GRADUATION (As of May 2017)

_____ # Completed Credits towards current degree

Expected Graduation date

_____ If you have graduated, what year did you receive the degree?

WHICH OF THE FOLLOWING BEST DESCRIBES THE FIELD IN WHICH YOU ARE PLANNING, OR HAVE RECEIVED, A

DEGREE? *Select more than one if you have a double major/minor.*

- | | |
|--|--|
| <input type="checkbox"/> Business | <input type="checkbox"/> Liberal Arts – Specify in Other below |
| <input type="checkbox"/> Communications | <input type="checkbox"/> Marketing |
| <input type="checkbox"/> Computer Science | <input type="checkbox"/> Mathematics |
| <input type="checkbox"/> Cyber Security | <input type="checkbox"/> MIS/Business |
| <input type="checkbox"/> Engineering – Specify in Other | <input type="checkbox"/> Psychology |
| <input type="checkbox"/> Fine Arts – Specify in Other below | <input type="checkbox"/> Science – Specify in Other |
| <input type="checkbox"/> Foreign Language – Specify in Other below | <input type="checkbox"/> Other <input type="text"/> |
| <input type="checkbox"/> Healthcare | |

DEMOGRAPHICS

Gender Male Female

Age

- | | |
|--------------------------------|-------------------------------------|
| <input type="checkbox"/> 18-24 | <input type="checkbox"/> 31 – 40 |
| <input type="checkbox"/> 25-30 | <input type="checkbox"/> 41 or over |

Race/Ethnicity

- American Indian or Alaskan Native
 Asian/Pacific Islander
 Black or African American
 Hispanic
 White/ Caucasian
Other

What Languages do you speak?

What is your residency status?

US Citizen Green Card Student Visa Other

Have you served in any branch of the United States Military?

Yes, I have **Which Branch**

No, I have not

Narrative – This section is an opportunity for you to describe your goals and interest in participating in the Exploratory Lab and for the review team to learn more about your potential. Consider this a preliminary job application.

One of the program goals is to encourage creativity and team work to build solutions for problems in the future. Tell us about yourself - what **drives** you, **motivates** you, **interests** you, and why this qualifies you to be an enthusiastic Exploratory Lab team member.

2. What does your ideal job look like? Discuss skills you will need and type of environment that supports your workstyle.

3. Goal of the program is to introduce you to both planned and new career path options. Describe an experience that has shaped your view of your current career path and why you decided to pursue this direction.

Attachments Checklist

The following materials must be submitted with the application. Please submit all materials in PDF format and preferably as one document. Please include **Ex Lab Application** in the email message header.

1. Three letters of recommendation
 - a. Personal
 - b. Professional

2. Resume that outlines
 - a. Relevant course work
 - b. Work experience
 - c. Career goals

Applicant Signature/Participation Agreement

Date

By signing this application you understand that this program will require you to attend a boot camp and several pre and post events that might result in missing class and work. We respect your responsibility to the school and work and expect all students accepted to the program to make any necessary accommodations to fully participate in the program. The schedule has been designed to minimize missing class and work.

By submitting an application you are agreeing to participate in all **REQUIRED** program activities outlined in the schedule above. Participants will be expected to also actively participate in the team assignments.

SUBMIT YOUR COMPLETED APPLICATION BY March 26, 2017

TO:

Patricia K. Gehant, Exploratory Lab Boot Camp Manager in partnership with St. Petersburg College and TBTF, patriciagehant@gmail.com

Questions about the application process should be emailed to patriciagehant@gmail.com or phone 727-742-5144.

