



Draft MPR

Meralco collaboration girds STI College with the tools for growth

August 21, 1983 is a political watershed, but it is also a defining moment in the country's educational system.

On that day when former senator Benigno Aquino was killed on the airport tarmac, four business executives – Augusto C. Lagman, Herman T. Gamboa, Benjamin A. Santos, and Edgar H. Sarte – set up training centers seeking to populate a new business with new hires skilled with a specific competence.

The local hiring landscape revealed a deficiency in information technology skills. Though computers were around at the time, access to one was limited. Schools didn't have them, thus sharpening IT skills by formal hands-on teaching was difficult. Systems Technology Institute (STI) was opened to bring the technology closer to the students.

"The founders were actually from IBM (International Business Machine), so they were very up-to-date with what was happening in the technology field," said Monico V. Jacob, CEO and president of STI. "Since they were having difficulty getting people who would work in their information technology company, they decided to put up a school."

Three decades of growth

In over 30 years, STI has become one of the country's preeminent academic institutions producing graduates equipped for today's business needs.

From teaching basic computer programming, STI's expanded curriculum now includes full courses in Information Technology, Business and Management, Tourism and Hospitality Management, Engineering, and Arts and Science.

From an initial batch of just 11 graduates, it now has about 77,000 students, the largest student population of the type of school system that STI pursues.

From original locations at Buendia, Makati and España, Manila, it has grown to 80 campuses across the country.

Half of those campuses fall within the Meralco franchise. And as STI's business partner, the utility saw this as an opportunity to help out.

Meeting power needs

Meralco worked with STI in 'contract right sizing' five of its schools to enable it to contract the correct amount of energy while avoiding overpayment.

Savings amounting to P50,000 per month were ploughed back to upgrading of the skills of its staff and augments capital for campus expansion plans.

Included in those plans are initiatives on integrating the K-12 academic system, which has been mandated by the Department of Education to take effect this school year.

With current (and soon-to-increase) use of thousands of classrooms and office computers, STI knows it can continue to depend on Meralco for its energy supply.

“That helps us a lot. You can imagine what it would be like, not only if power goes off but if power is unstable or the quality is not good?” Jacob rhetorically asked. “In all of those things, Meralco gives businesses like STI the tools to continue with the kind of service delivery that they would like to provide.”

A Meralco Luminary

This year, Meralco honored STI as an Outstanding Meralco Biz Partners during the 2015 Meralco Luminaries in recognition of its role in turning out students who would go into the workforce as productive, responsible citizens and for its 30-plus years of growth.

Every year, Meralco honors its top success stories through the Meralco Luminaries Awards – a night where shining examples of Partners for Progress, outstanding organizations that lead the nation towards a better, brighter future, are given due recognition.

The Luminaries are the leaders and pioneers from local government units, small and medium-sized enterprises, and industrial and commercial corporations whose inspired partnership with Meralco contributes significantly to growth towards a world-class Philippines.

As the country’s leading power distribution utility, Meralco is not just an energy supplier but an enabler of business success.

A vibrant business landscape is fundamental to national prosperity. Meralco has heeded the call to provide the means for all business segments to reach full potential. Offering energy efficiency solutions is one way it does that.

“We recognize that we are a partner in nation-building, in national development,” said Cecille Domingo, Head of the Meralco Biz Partners Group. “We all share in the success of SMEs. And during the Meralco Luminaries Awards, we celebrate the best of the best of these successes.”

Kaya anuman ang negosyo, may partner ka sa pagtupad ng pangarap mo.
Call (02) 16210 or visit www.meralco.com.ph/biz

END