

# Splunk, Nanyang Poly expand partnership

They start second innovation lab, moving into engineering from IT

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## Singapore

US-BASED software company specialising in big data analytics, Splunk Inc, is tapping Singapore to groom more talent for its regional operations.

Starting with Nanyang Polytechnic (NYP), it has expanded its partnership with the institution to start a second innovation lab, moving from the information technology (IT) sector to the engineering sector.

In a memorandum of understanding yesterday, the partnership sees the opening of NYP-Splunk Industrial Internet of Things (IoT) Analytics Living Lab at NYP's School of Engineering.

It also includes the expansion of the existing NYP-Splunk Operational Intelligence Lab at NYP's School of Information Technology.

The collaboration will bring together expertise in IT and engineering, with a focus on teaching cyber solutions and defences to help future leaders and organisations tackle cybersecurity threats.

It will also enable engineers to better gather, analyse and utilise real-time big data collected throughout the manufacturing value chain to derive relevant insights to improve manufacturing efficiencies and reduce product defects, for instance.

Splunk chief executive officer Doug Merritt, who was here for the signing ceremony, said there is demand for people with skills in its software.

Mr Merritt told *The Business Times* in an exclusive interview that making sure there are competent people with the right skills to be part of the big data revolution is key.

He said: "What we find in most

countries that we are present in is that the companies that are using us are desperately trying to find people with Splunk skills."

Besides providing a platform for industries to find solutions to their problems, the tie-up with NYP is also to train the next generation of workforce and as a source of manpower for its customer base, said Splunk vice-president of sales in the Asia-Pacific Boey Chern Yue.

Singapore is in the top seven markets within the Asia-Pacific for the company and is one of the markets with a higher growth year-on-year for the next three years, Mr Boey added.

While Splunk has customers in all sectors, its three core sectors here are the financial services, government and telecommunications. Said Mr Merritt: "All three of those are pretty dependent upon big data and analytics



Nanyang Polytechnic and Splunk cementing their partnership. From left: Jeanne Liew, principal and chief executive officer of Nanyang Polytechnic; Dennis Ang, director of Nanyang Polytechnic's School of Information Technology; Boey Chern Yue, Splunk Inc's vice-president for sales in Asia Pacific; Doug Merritt, chief executive officer of Splunk Inc; and Lee Youn Kay, director of Nanyang Polytechnic's School of Engineering. PHOTO: NANYANG POLYTECHNIC

to be successful, which is why I think they are our lead industries here in Singapore.

"What we intend to do, what we have been able to do here in Singapore is to leverage the early adopters

to use them as an effective reference account so that the other industry verticals understand the value of a platform and product like Splunk."

He continues to see massive opportunities in the data analytics land-

scape here. He said: "The country has a foundation of pushing tech innovation and technology so that Singapore can compete effectively, which I think helps with big data and security and IoT initiatives."