

## CIT Board Communique – Meeting 3/2015 – 25 November 2015

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This document is a public summary of matters considered by the CIT Board. It is not intended to be a detailed set of minutes and does not cover all matters considered by the Board.

The Board met on Wednesday 25 November 2015.

### CIT Business Development

The Board engaged in discussion relating to key priorities for CIT business development including developing priority markets, and options for improved working arrangements for CIT and CIT Solutions to improve CIT and CIT Solutions long term financial sustainability and profitability. The Board noted the differences between the main market segments related to CIT and CIT Solutions: CIT Profile, CIT Contestable Sources of Government funding, CIT Commercial Offerings, and CIT Solutions.

Several key decisions were made.

1. It was agreed that 'A more commercial focus in CIT – people, processes, new opportunities and partnerships program be developed and implemented at CIT. It was agreed that appropriate resourcing and funding is to be committed to ensuring the successful implementation of this program.
  2. It was determined that the business development priority for 2016 is to grow CIT's market share in the CIT Contestable Sources of Government funding and the Commercial Offerings market segments.
  3. The Board considered and approved further detailed analysis of potential priority country markets and industry
3. The Board considered



in October, the Education and Training Directorate's review of User Choice and CIT's relationship with CBR Innovation.

Other reports presented to the Board included Finance, Workplace Health and Safety and People and Workplace Culture. The Board continues to be satisfied with the sound financial results and agreed they provided a very solid platform for the