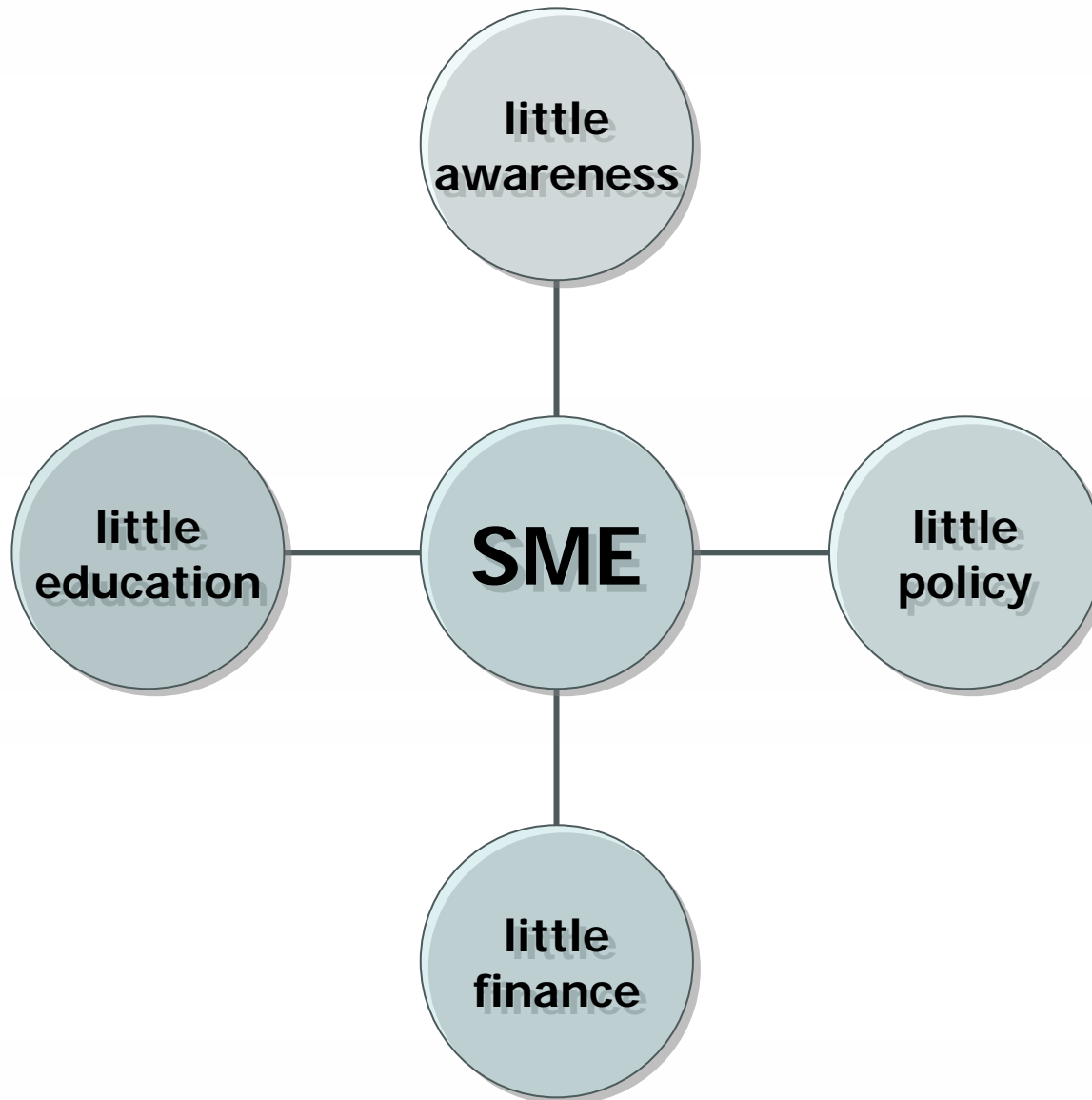


e-development

Cambodia – Colombia - Costa Rica – Cuba – Guatemala – Singapore - Thailand

Problems



Solutions

e-awareness

Little awareness

PROBLEMS

1. Lack of consciousness amongst companies of the possibility/necessity of IT adoption
 - No innovation using technology
 - SME are owned by less IT literate people
2. Lack of knowledge regarding IT at Government and Academia



**Private
sector**

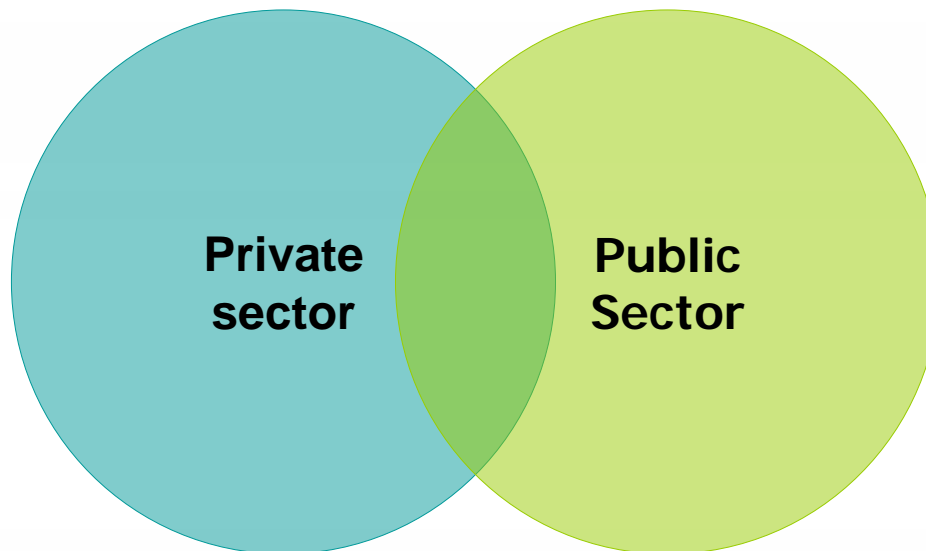


**Public
Sector**

e-awareness

SOLUTIONS

- Creating consciousness for the media to cover technology from a business perspective and not a technology only perspective to incentive IT adoption in companies



SOLUTIONS

- Transmit experience from big renown companies using IT to grow.

**Private
sector**

CONFIDENCE

- Transmit experience from other SME that have adopted technology to incentive IT adoption to grow.

FEASIBILITY

e-awareness

1. Create a training program for Governmental & Academia officials that strives understanding of IT business opportunities for growth with IT companies and SME IT users.
2. Promote IT usage within Government and Academia.

**Public
Sector**

Little finance

PROBLEMS

- Limited financing for IT solutions
- Lack of collaboration limits capacity for lowering costs and sharing solutions between SMEs

A red circle with the word "External" in black text.

External

An orange circle with the word "Internal" in black text.

Internal

SOLUTIONS

- Grants given by Government
- Venture Capital from Government & NGO's and companies interested
- Low interest rates loans
- Alternative approach to IT sales (renting IT solutions) that will minimize initial investment and possibly stimulate lower tax payments
- Abolish import tax on IT



External

SOLUTION

- Promote collaboration between companies through business organizations and chambers

Internal

Little education

PROBLEMS

1. Low qualifications regarding IT for current adult workforce (0 years to prepare)
2. University students (3-5 years to prepare)
3. Kindergarten, elementary students & high school (10-15 years to prepare)
4. Incipient e-consumers and/or e-culture on buyer's side
5. Language barrier for accessing foreign Internet content

**Short
term**

**Long
term**

**Short
term**

**Long
term**

SOLUTIONS

1. Create two levels of training

1. Basic IT skills training (Computer driver's license)

1. Government initiative
2. Funding
 1. Government/NGO
 2. Employer
 3. Employee

**Short
term**

2. Industry specific IT consciousness (vertical solutions)

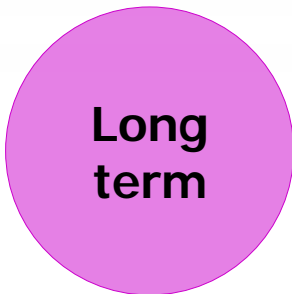
1. Industry specific IT solutions training, seminars and workshops
2. Create non-technical database of solutions for industries

SOLUTIONS

1. Promote university faculties to adopt and implement specific solutions according to career needs in order to technify professionals
2. Compulsory IT skills basic training according to different levels of education and make it a part of the core courses (not a separate subject)



**Short
term**



**Long
term**

1. Continuously make available easy-to-read guides for making online transactions
1. Continuously make available foreign language programs to train the staff/future employees

**Short
term**

**Long
term**

Little policy

PROBLEMS

1. Lack of confidence/trust in IT
2. No salary incentives IT skilled employees
3. High cost for telecom
4. Low promotion of local/indigenous IT industry
 1. Lack of solutions and Internet content in local language



Legal



**Infra-
structure**

SOLUTIONS

1. Promote Cyber Law drafting

1. E-commerce laws
2. Digital Signature
3. Privacy of information
4. Digital equivalence for accounting documents (receipts, proofs of purchase, etc.)
5. Intellectual Property Rights



Legal

2. Modify Minimum Wage Laws to include a percentage increase for IT qualified professionals and non-professionals

SOLUTIONS

1. Government must promote growing competition through FDI and regulate for lower telecom rates
2. Government must promote growth of local IT industry and linkage with SMEs
 1. Incubators
 2. VCs
 3. Education
3. Promote lower cost country IT providers to supply local market when no local IT industry is present

**Infra-
structure**

***Arigato -Thank you – Gracias -
Obrigado***