

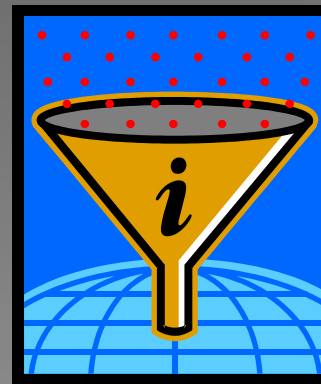


...embracing ICT is the ***catalyst*** for the next generation of ***successful*** business and ICT is the only thing that will ***prevent*** existing business going into decline.

Peter Forrest June 1998

My perspective

The address today highlights what I believe



A bar of iron costs £5,
made into horseshoes its
worth is £12, made into
needles its worth is
£3500, made into balance
springs for watches, its
worth is £300, 000. Your
own value is determined
also by what you are able
to make of yourself.
- Unknown

Innovation

- Implementation of Ideas
- Benefits the economy
 - through better understanding and adding value of existing business
 - Making new discoveries
- Expose people to a much as possible
 - WHY?
 - WHY?
 - WHY?



CHASING Entrepreneur

- Consuming Sense of Urgency
- High Level of Intelligence
- Autonomous
- Self Confident
- Interpersonal Relationships
- Need to Control
- Goal Driven



SME Marketplace

- 99.3% ; 43.8%; 38.4%
- Barriers – Entry & Growth
 - Capital
 - Mentors
 - Exposure to business practices
- Failure rates
 - High



Three Cornerstones

- Visibility
 - Your Country/Community needs to be known
- Infrastructure
 - Physical
 - Cost
- Accessibility
 - Everyone at all times



Three Key Players

(for the Entrepreneur & Business Community)

➤ Government

- Use History
- Find a platform to encourage Innovation
- Set Policy, Provide Funding
- Create a Climate of Competition

➤ Financial Institutions

- Better understanding of Business
- Decisions based on numbers

➤ Higher Education/Universities & Schools

- Create the platform for Innovation
- Create Fast-Start opportunities – premises, equipment, etc



ICT

- Information and Communication
 - Access, processing, delivery
- The Technologies
 - Convergence – Voice, Data, Video
 - Web
 - Back office
 - Track and trace – chips , 3D bar codes, Biometrics

Final Statement

Value

Everybody has it.

Know and believe in yours



Thank you

Enjoy the great day ahead of you

