

# Business Opportunities from Global E-Commerce Policies

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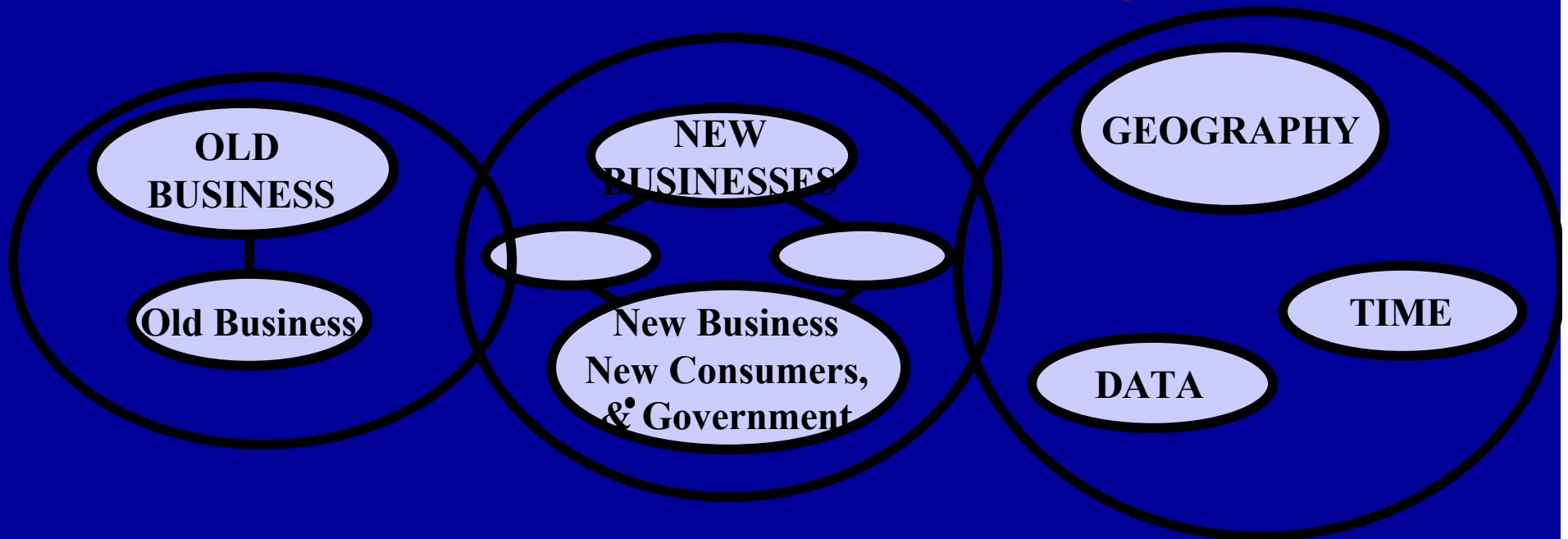
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**Northern Virginia Technology Council  
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# Policy Environment, Business Opportunity

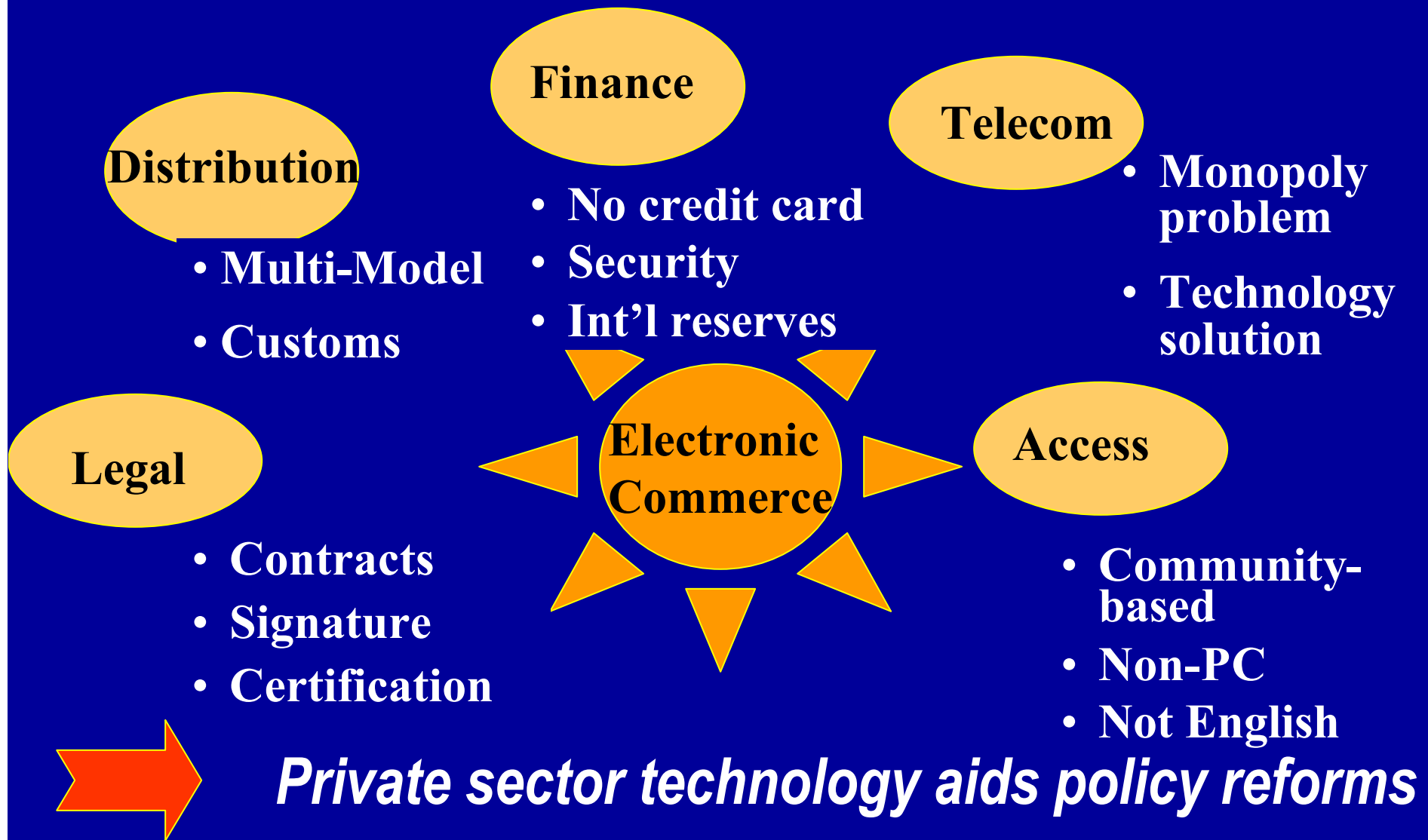
- Policies create the environment
- Different environment, different market opportunities
- Business response can change policies and generate new opportunities

# Stages of Innovation: Countries are at different points



- **Process: Doing old things (inventory, accounting) better**
- **Product: New products & services contingent on Internet**
- **Markets: Global, information rich, network benefits**

# E-Commerce Infrastructures

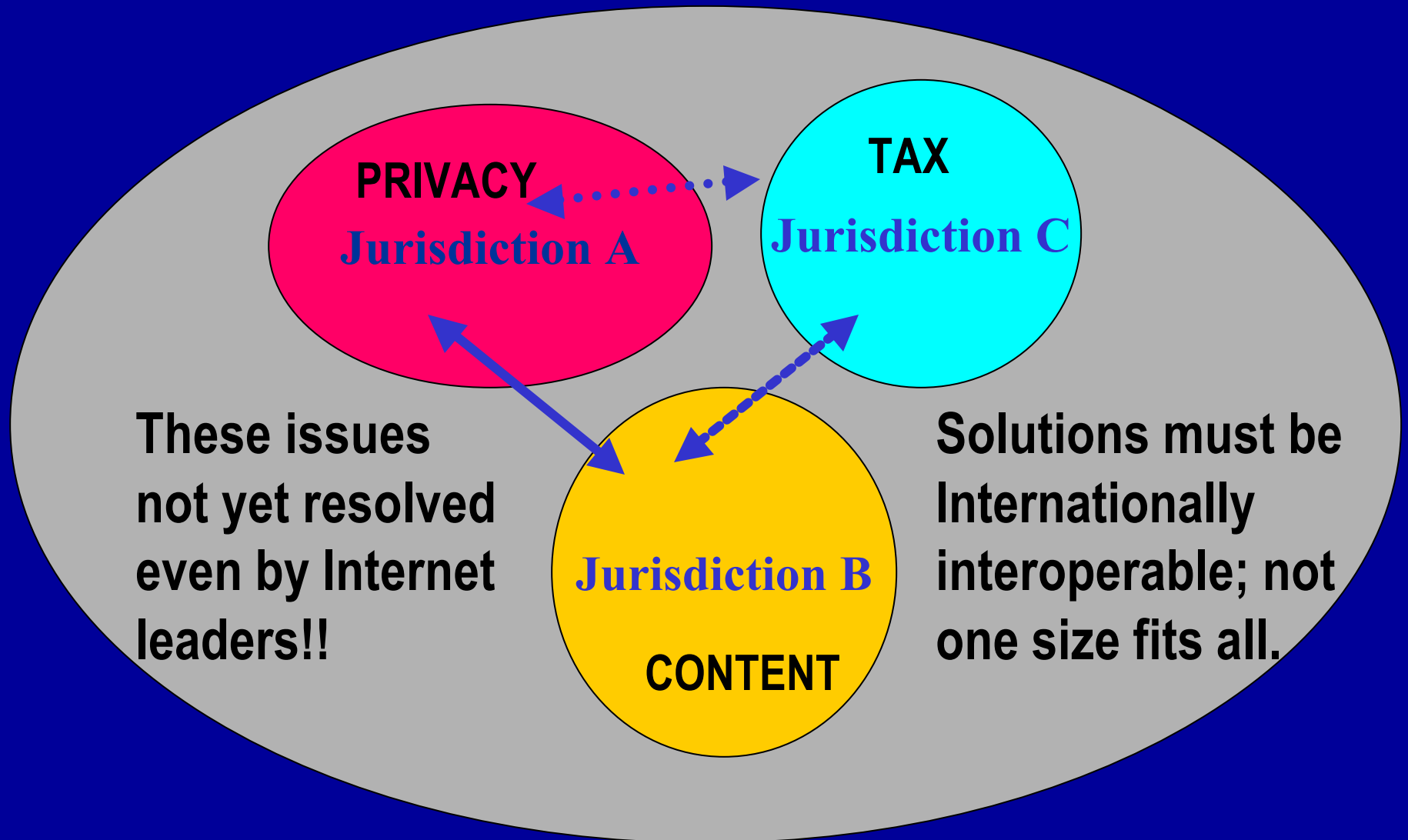


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# Social & Jurisdiction Issues






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# E-Government Opportunities

- Gov't operations a "litmus test"
- Team international IT consultants, local IT professionals, and ministry participation
- Integrate off-the-shelf applications
- Training!

 ***Start with information and fiscal functions (tax, customs, procurement) to enhance transparency and efficiency***

# Policy Conclusions, Business Opportunities

- Work with local partners
- Infrastructure and access: Focus on technology, community, & training
- Social and jurisdictional issues: Focus on cross-border and interoperable solutions
- E-government opportunities abound



***Technology is global, application is local***



Thank you!

# Global Electronic Commerce: A Policy Primer

Catherine L. Mann, Sue E. Eckert, Sarah Cleeland Knight

**[WWW.IIE.com](http://WWW.IIE.com) or [Amazon.com](http://Amazon.com)**

Catherine L. Mann, NVTC, January  
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