

TeleCities 2005

Cities as enabler of Knowledge led economic development

- Philip Roy
- Public Sector - Business development
- Eastern Europe, Middle East & Africa

Introduction

- Interoperability and greater cost-effectiveness of the provision of public services - challenge for information society
- Surely, but why change something that has been working for hundreds of years?

Agenda

- **Working assumptions**
- **Why is knowledge so important**
- **Role of Sun Microsystems**

Assumption #1

The World Is Flat

Thomas L. Friedman

Assumption #2

Competition is
global

Assumption #3

Hope is not a
strategy

Assumption #4

Basics are covered

Everything has been invented already

In 1943, IBM Chairman Thomas Watson said: "There is a world market for maybe five computers"

In 1932 Albert Einstein claimed that: "there is not the slightest indication that nuclear energy will ever be obtainable"

Why is knowledge so important



USA
9.3M km²
264k people

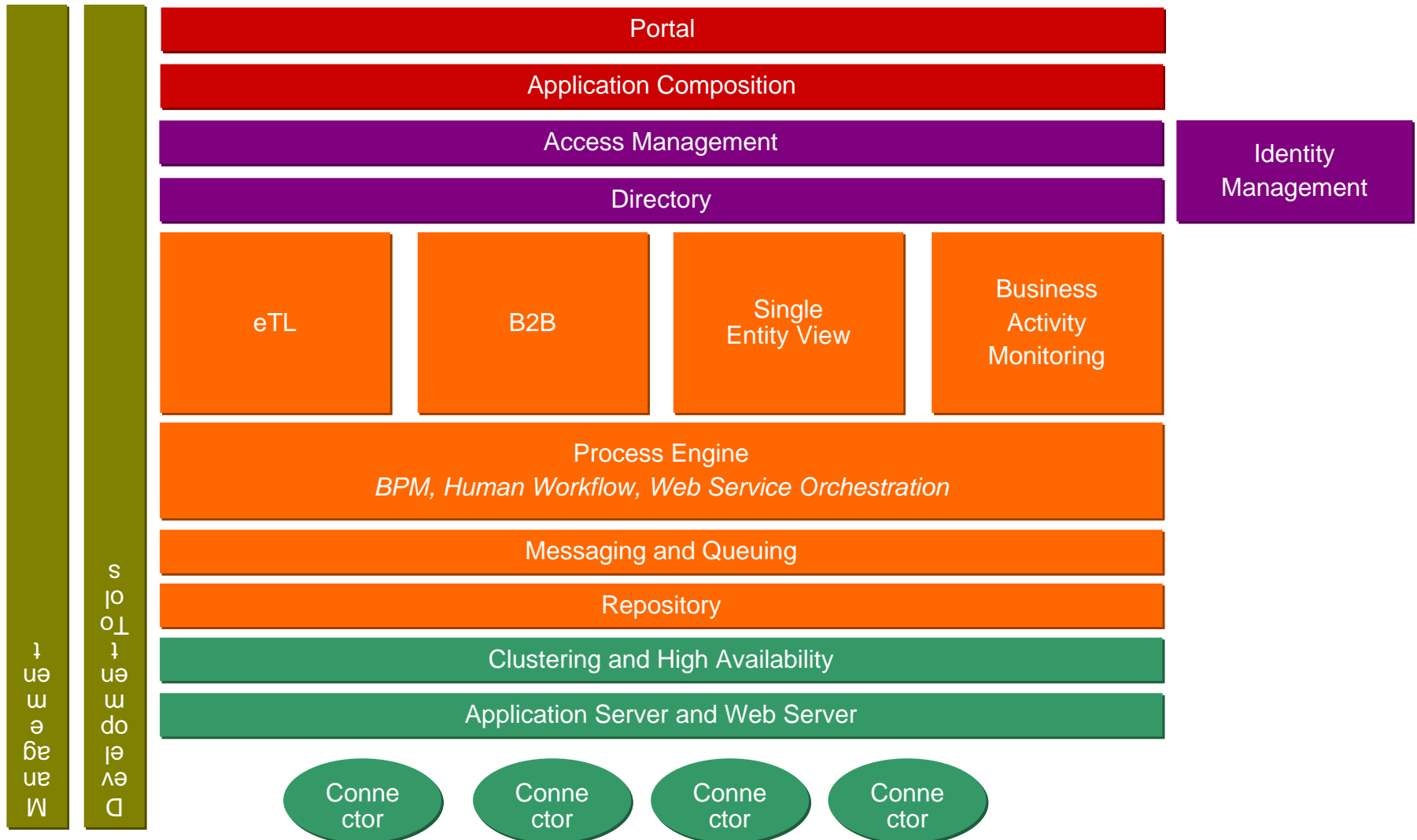


China
9.5M km²
1.2b people

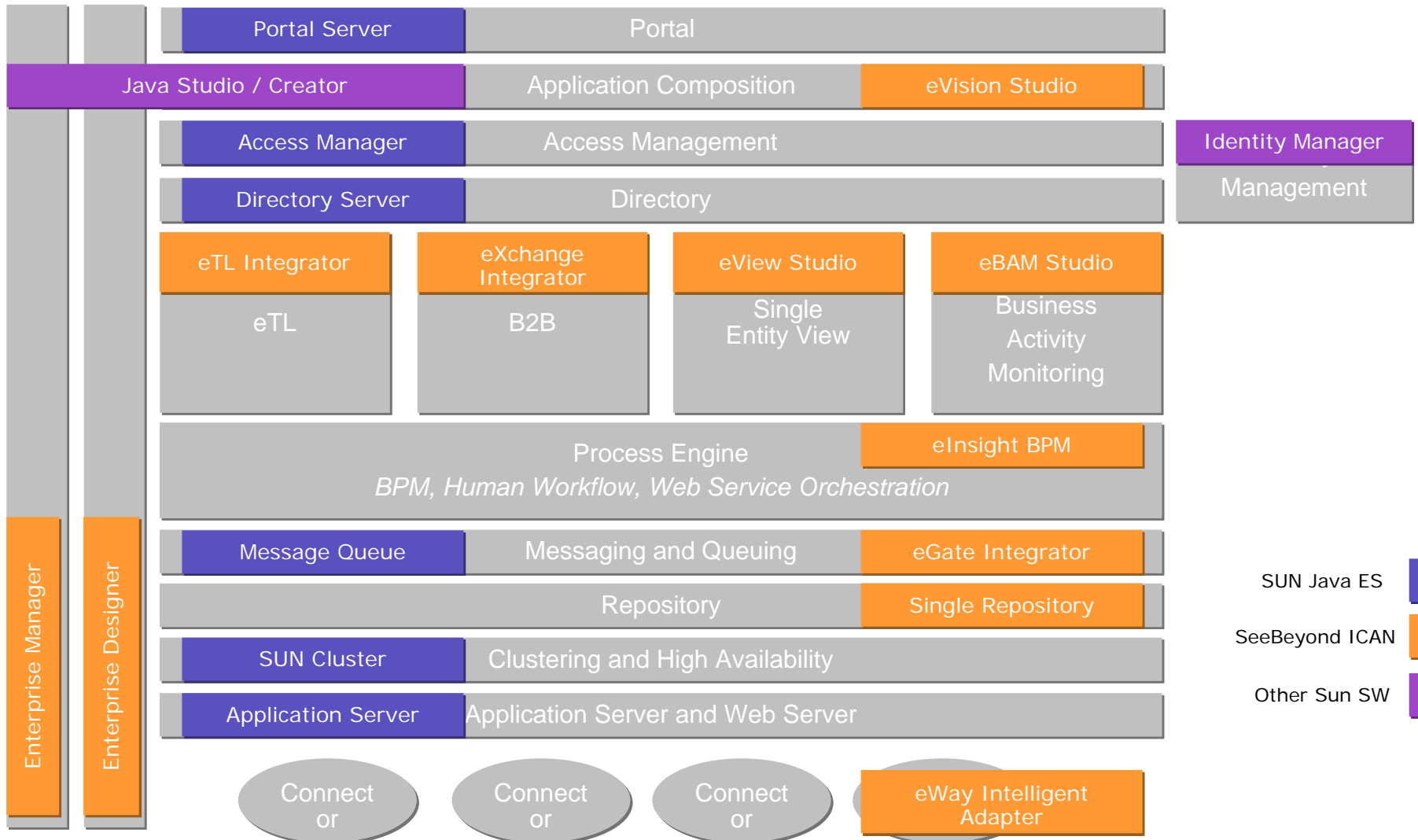
Role of Sun Microsystems

- Business case for transforming Government revolves around 2 themes: greater efficiency & improved services.
- 3 conflicting pressures
 - > Turn inside out: provide services on line.
 - > Open up but be more secured than over the counter.
 - > Transform but spend less.
- Current service delivery cost per transaction is high vs alternatives
 - > Over the counter - \$39
 - > Via mail - \$19
 - > Via phone - \$9
 - > Via Internet - \$1

APS - Application Platform Suite Architecture



Sun Java Integration Suite Architecture



More contribution

- Our partnering model ensures transfer of IP to the local market.
- The same model ensures that money spent remains in local economy.
- We will not open a plant but we invent and share IP (Open Solaris, OpenOffice, Net Beans, Java...)
- We accelerate knowledge transfer in k to 12 and Universities through SunEdu programs.

Conclusion

Cities tend to be more agile and aggressive than National Gov when it comes to transformation.

They are the change agent required for knowledge led economic development.

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