



**COMPUTER WORLD – MIS ASIA**

***SOCIAL BENEFITS OF  
GOVERNMENT'S  
PARTNERSHIP PROGRAMS***

*E-GOVERNMENT, SOURCING &  
SOCIO-COMMERCIAL IMPACTS*

26<sup>th</sup> May 2009



**MATRYZEL  
CONSULTING**

**LEVERAGING KNOWLEDGE, CREATING VALUE**

# AGENDA

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- Government As Partners in Sourcing
- Capability Development Beyond e-Govt.
- Current Initiatives
- Community-Based Organizations & Social Sourcing



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## **GOVERNMENT AS PARTNERS IN SOURCING**



# The Global Marketplace Today



## Globalization Matures

Global sourcing has transcended offshore outsourcing and is an imperative in most Global 2000 companies' sourcing strategy

## New Markets, New Suppliers

New supplier markets emerging as contenders to India and the Philippines. China and Eastern Europe gaining momentum as other markets emerge.

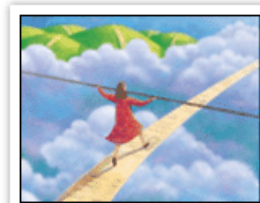


## Risks Continue

Political instability keeps concerns high, creating ongoing need to address and overcome offshoring risks

## Failures Publicized

Offshore failures, as a result of poor transition management, are surfacing



## Controversy

Controversy, and the resulting media attention, surrounds offshoring sparked by election year posturing, more government-related jobs are being required to be Localized

# And Changing Role of Governments



**1** Need to Improve Quality of Life

**2** Focus On Simplifying Access to Services

**3** Increase Flexibility and Capacity of Citizens

**4** Maintain and Increase Quality of Govt. Programs

**5** Involve Industry Proactively For Socio-Commercial Development

# So What Is The Problem?



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## SURPLUS of Talent

- ✓ 277% of per-capita income spent on tertiary education in some countries
- ✓ >175M skilled workers in Africa, rural India and China
- ✓ 60% unemployment among university and high school graduates
- ✓ 32 million rural Chinese leave their towns each year for big cities, in search of work; 45 million rural Chinese youth are currently enrolled in senior secondary schools
- ✓ Over 990,000 young people graduate from secondary and tertiary institutions in Ghana and Kenya each year and face 60% unemployment

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## Client DEFICIT

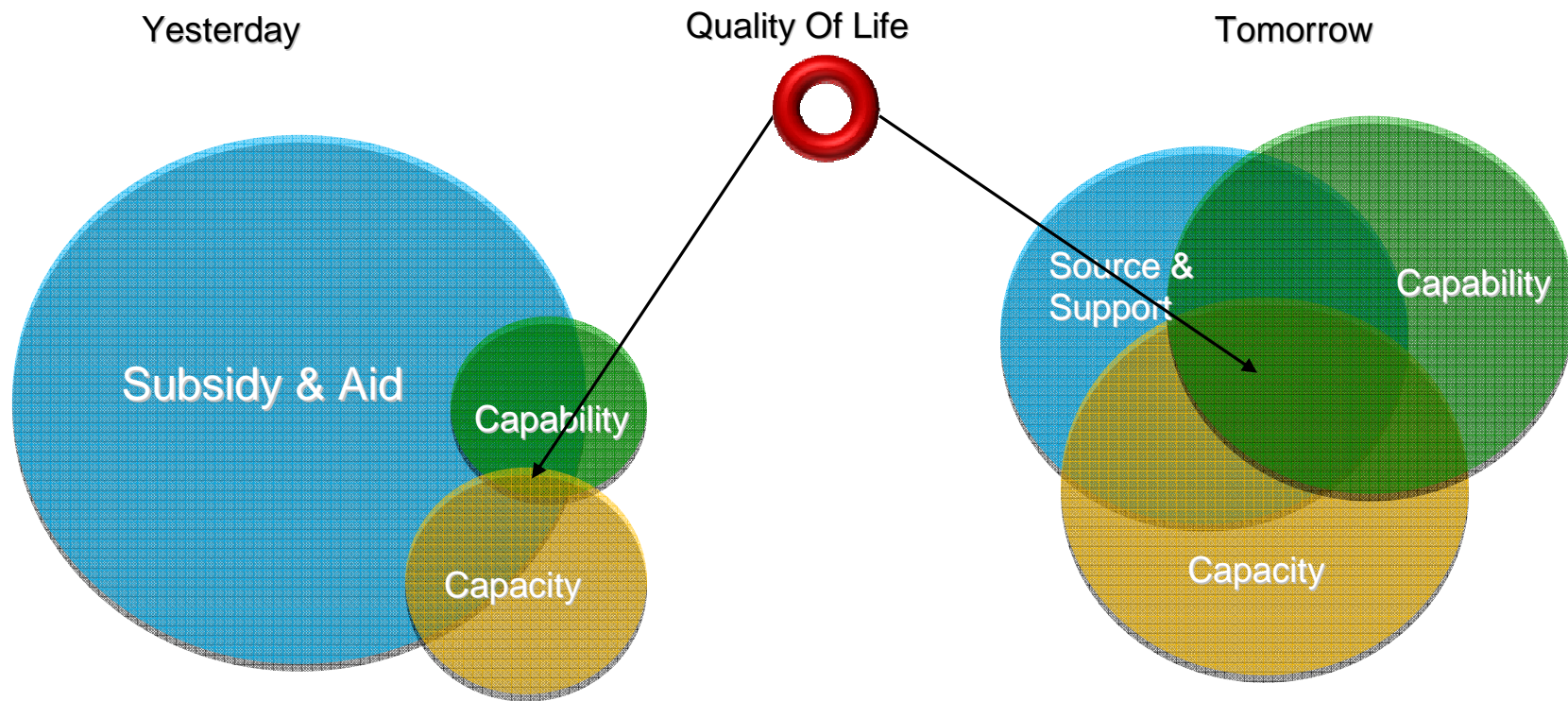
- ✓ Perception that economically depressed regions are open for aid, not trade
- ✓ Few opportunities for smaller firms to connect to US clients
- ✓ No socially responsible option that promotes economic development

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# **CAPABILITY DEVELOPMENT BEYOND E-GOVERNMENT**



# Capacity & Capability – Integral Components of Quality of Life



## SUBSIDY & AID – NECESSARY EVIL

- Near Term Cost Attributes
- Government In Driver's Seat
- Effort Oriented, Rather Than Productivity Driven
- Promotes Crony Capitalism At The Cost of Many

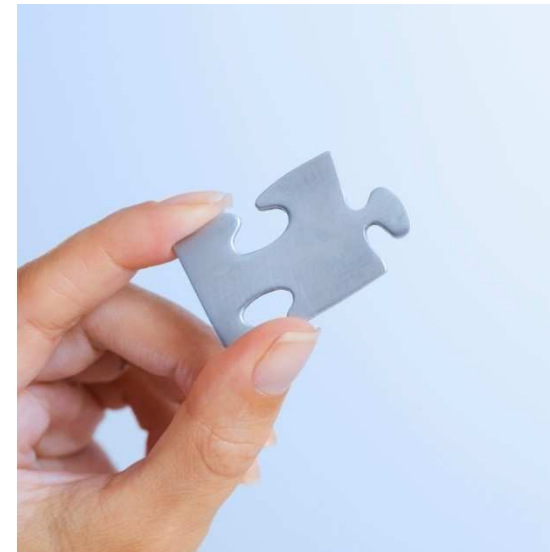
## COMPOUNDING EFFECT

- Relative Equilibrium Among Citizen Imperatives
- Capability Prominent For Buss. Value Decisions
- Greater Government-Industry Collaboration
- Sustainable Jobs, Purchasing Power & GDP Growth



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# CURRENT INITIATIVES



# Clinton Global Initiative



[www.clintonglobalinitiative.org](http://www.clintonglobalinitiative.org)



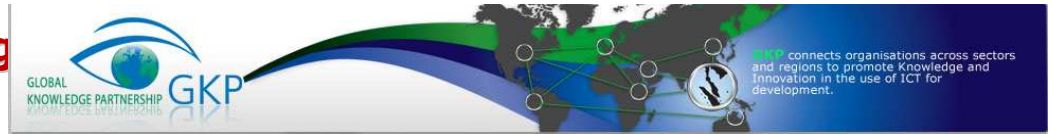
**CGI Is a Global Movement where every word spoken, every partnership discovered, and every promise made can have a direct impact on the lives of millions of people across our planet for generations to come.**

- ✓ Clinton Global Initiative (CGI) reflects Clinton's belief that **governments need collaboration from the private sector, non-governmental organizations, and other global leaders to effectively confront** the world's most pressing problems.
- ✓ Focus is To **turn ideas into action and to help our world move beyond the current state of globalization** to a more integrated global community of shared benefits, responsibilities, and values.
- ✓ Current Contributors include over 100 current and former heads of state, 14 Nobel Peace Prize winners, hundreds of leading global CEOs, major philanthropists and foundation heads, directors of the most effective non-governmental organizations, and prominent members of the media.
- ✓ These CGI members have made **more than 1,400 commitments** valued at **\$46 billion**, which have already improved more than **200 million lives in 150 countries**.
- ✓ Commitments made at the 2008 Annual Meeting are expected to impact almost **160 million people**.

# Global Knowledge Partnership



[www.globalknowledgepartnership.org](http://www.globalknowledgepartnership.org)



**Vision:** A world of equal opportunities for all people to have access to and use knowledge and information to improve their lives.

- ✓ The world's first **multi-stakeholder network** promoting innovation and advancement in Knowledge and Information and Communication Technologies (ICT) for Development.
- ✓ GKP **brings together Public Sector, Private Sector and Civil Society organisations** with the goal of Sharing Knowledge and Building Partnerships in Knowledge and ICT for Development.
- ✓ GKP activities and programmes **foster the innovative application of knowledge and technology to address and solve development issues** in four strategic themes - Access to Knowledge, Education, Poverty Reduction and Resource Mobilisation.
- ✓ GKP operates globally as well as in 8 regions: Africa; Europe; East Asia; Latin America and the Caribbean; Middle East and North Africa; North America; Oceania and South Asia.
- ✓ GKP members demonstrate ideas through projects on the ground; and they influence policy at a global level.

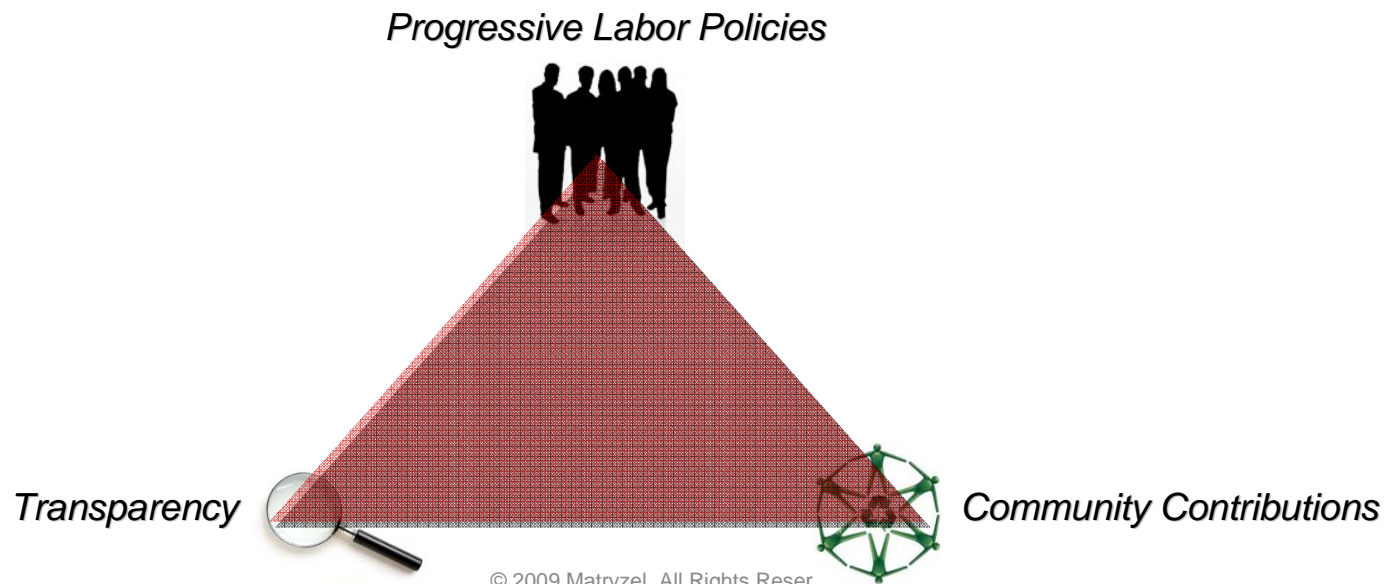
# SamaSource – Sourcing Responsibly



[www.samasource.org](http://www.samasource.org)

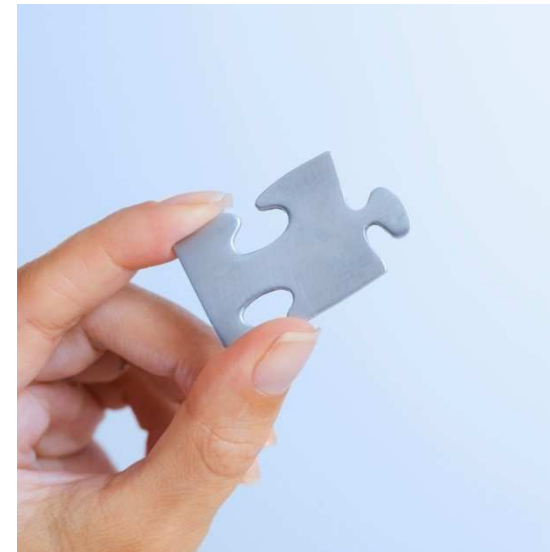
samaSOURCE

- ✓ An Initiative of Stanford Law School & Leila Chirayath Janah
- ✓ Principle
  - ✓ Get money into High Poverty areas
  - ✓ Keep Money in High Poverty Areas
  - ✓ Keep Money in Good Companies
- ✓ Is a social business helping bright but marginalized people in poor regions find dignified jobs by expanding their access to markets.



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## **CBOS, SOCIAL SOURCING & BENEFITS**





# Social Benefits



## Transforming Quality of Talent

Increasing capacity of higher education, improving “employability” of graduates, spurring new jobs in remote regions without access restrictions

## Transforming Commercial Real Estate

Better, Safer & Modern Environments – Residential & Commercial

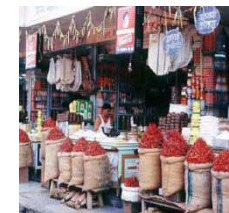


## Transforming Work Environments

Better, Safer & Modern Environments – Healthier

## Increased Disposable Income

Better quality of life, savings potential increased, next generation focus assured



## Transforming of Civic Services

Improved & Instant Citizen services through e-governance





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