

# Analyzing ICT Strategies & Policies in the ESCWA Countries

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Workshop on ICT Policy Making in ESCWA Member Countries

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# **PURPOSE**

- Is there a (unique)

  METHODOLOGICAL FRAMEWORK

  for ICT Strategies ?
- How to ASSESS & COMPARE ESCWA countries approaches for ICT strategies ?
- Major Issues & Recommendations

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# 1. Is there a Methodology?

# 1. Is there a Methodology?

- Why an ICT strategy ?
- What is an ICT strategy?
- How to elaborate it? And what issues should be addressed?
- How about implementation?
- Can Countries strategies be compared?

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# Why an ICT strategy?

Hanna, UNDP, Asia Pacific

- Raise awareness, resources and commitment to action;
- Building Coalition for policy and institutional reforms;
- Clarifying roles and responsibilities, build public-private partnerships, and facilitate participation by all stakeholders, including NGO's;
- Focusing scarce resources on exploiting ICT for national priorities, and help sequencing, phasing and prioritizing complementary investments;
- Mobilizing and complementing market forces, promote social applications, enable bottom-up efforts and ensure shared learning and scaling up;
- Leveraging ICT, addressing the special needs and dynamics of promising segments of the ICT industry for export and economy-wide competitiveness;
- Reforming the national innovative system, and re-orienting it to meet the substantial and cumulative technological learning requirements of ICT, as a general purpose technology;
- Address coordination failures, exploit network effects, and secure complementary investments to use ICT as empowerment and service delivery infrastructure.

# Why an ICT strategy?

Ulrich & Chacko, UNDP, Asia Pacific

- a need for vision and leadership;
- consistency with other national development goals;
- coordination within government;
- consultation for consensus on objectives and approaches;
- implementation of articulated and realistic plans of actions;
- resources prioritized and not based on mere wishful thinking;
- supportive legal framework to enable ICT policies;
- Supportive policy frameworks to facilitate implementation, and
- objectives against which to monitor progress and produce defined results.

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# Why/What ICT strategy?

Ulrich & Chacko, UNDP, Asia Pacific

### Recommendations

- be specific in setting goals;
- do not re-invent what has already worked elsewhere;
- prioritize your objectives;
- be patient, strategies are made generally for 10 years, and few opportunities exist for leapfrogging stages;
- let government drive ICT initiatives, with investment and with conducive policies;

State College

# Why/What ICT strategy?

Islamic Development Bank

- 5 strategic pillars:
  - · Policies and regulations;
  - · Human resources development;
  - ICT infrastructure;
  - · Content and community, and
  - · Innovation clusters.
- 3 critical success factors:
  - · Strong leadership and political will;
  - · Participative change;
  - · The right governance and management.

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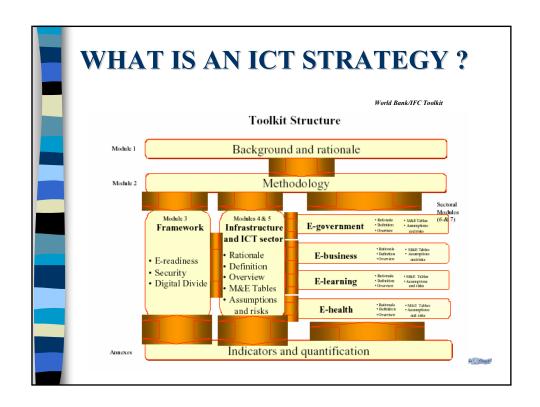
# WHAT IS AN ICT STRATEGY?

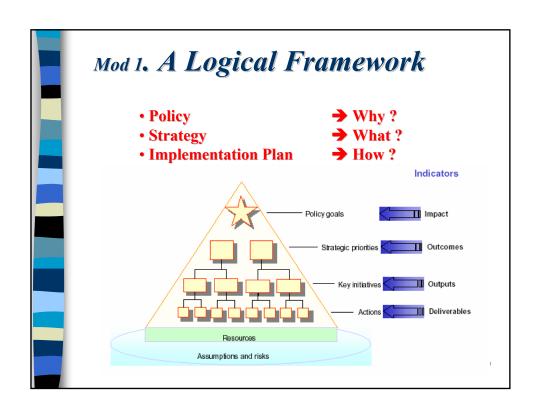
■ Mod 1. A Logical Framework

World Bank/IFC Toolkit

- Mod 2. A Monitoring & Evaluation Framework
- Mod 3. Building on Sound Foundations
- Mod 4. ICT Infrastructure
- Mod 5. ICT Sector
- Mod 6. E-government
- Mod 7. Other Sectors

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'vramidLayer	Objective	Indicator	Data source
Policy goals	<ul> <li>Create an efficient, responsive and transparent government</li> </ul>	Perception of overall     administrative burden     Perception of govnt     effectiveness	Office of Government and Ministry of Local Government
Strategic priorities	Offer cost-effective online government transactional services anywhere anytime	Perception of govnt online services Megovt. agencies with transactional sites Mof possible services online (by agency)	E-government ClO's Office
Key initiatives	Create online versions of offline services (to cut costs and redeploy resources more efficiently) Raise public awareness through online and offline channels Example: ID earth, ortifications (doub, birth, marriage, dirores), land awarenish titles, registrations (actionable), change of awarenish, public procurement (tenders), lace and fine onlicition.	No. of online services that are online (by agency) To fotal customers tensacting online (per service) Usage growth rate (per service) Time to complete transaction (per service)	E-govennent CIO's Office
Actions	Establish guidelines for selecting online services     Establish mechanism for interagency coordination and system integration     Assess technology and organizational needs     Develop online transactional platforms, integrating with interactive and informational platforms.	Guidelines for selection established by month A     Relevant services identified by month B     Interagency mechanisms and procedures established by month C     System functional requirements	Project team or Central M&E unit
	Address the concerns of government workers whose roles will change	completed by month D Mid-term	

# Mod 2. Monitoring & Evaluation Framework

- Measurement & Monitoring are part of the strategy for each level
- Solve the institutional issue: who is responsible? a specific M&E agency?

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# Mod 2. Monitoring & Evaluation Framework

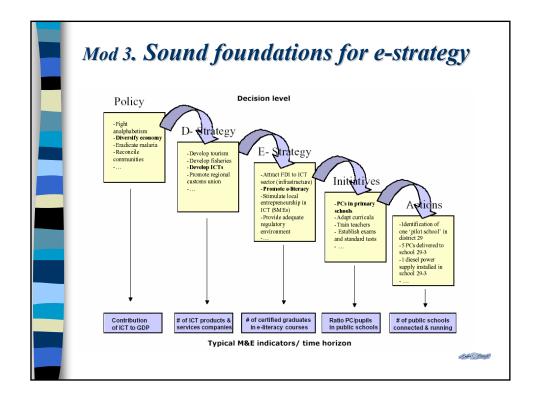
- Measurement & Monitoring
  - Policy indicators
     time horizon & Causality
  - Strategic Priorities → Outcome indicators
    - · What to do and not to do? Shorter time horizon
  - Key Initiatives → Output deliverables
    - · measured in quantity & quality ... Monitoring
  - Action plans
     assessing institutional creation or capacity building
  - Resources → Input indicators
    - How the resources are used?
  - Assumptions & Risks

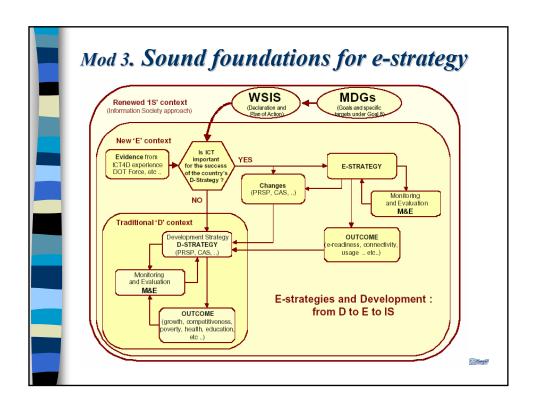
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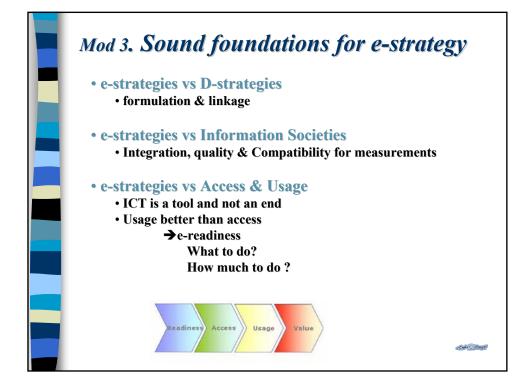
# Mod 2. Monitoring & Evaluation Framework

- The Institutional Issue
  - Who is responsible?
    - · for implementation of each project
      - Primary Responsibilities & resources
    - for Monitoring & Evaluation
      - · Ownership, data access, and capacity leverage
      - Where should M&E located?
        - · not an implementation team
        - not judge & party
        - → A specific Agency ?

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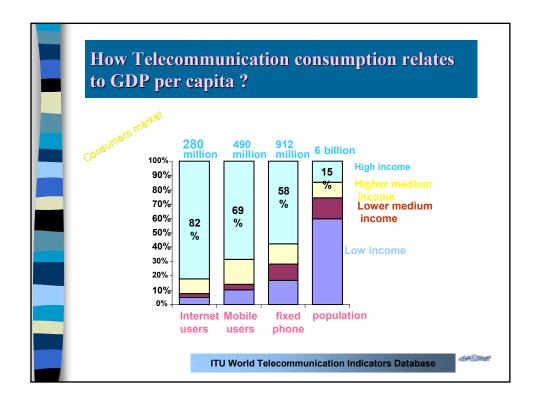




# Mod 4. ICT Infrastructure

- Infrastructure is at the Core of an e-strategy Coverage & Affordability
- 3 Pillars
  - increase private sector led competition
    - License private providers, privatize?
  - establish a regulatory framework
    - · develop regulatory framework, establish regulator
  - •and undertake universal access schemes
    - · develop schemes, implement output based aid
- for each ICT infrastructure

Fixed phones, mobile phones, Internet, international calls in an evolving technology



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## Mod 5. The ICT Sector

• Developing the sector is a main component

Export or local demand goods, softwares, consulting, ICT enabled-services

- 3 Pillars
  - improve SME's regulatory environment
    - business registration, contract enforcement,
  - improve SME's access to capital
    - · Venture capital, credit market
  - create business incubation services
    - · create incubators, incubate & launch
- · demand vs supply analysis

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# Mod 6. e-government

• The role of Government is key

Setting strategy driving force

Part of Administrative reform reficient & transparent Gvt Critical to e-strategy and development is the highest

- 3 Pillars
  - Publish
  - interact
  - contract
- · Political will

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# Mod 6. e-government

• ABCDE's

Prerequisite	Concern	Activity (typical indicators)
Access	Infrastructure, costs, competition/ regulation (hence includes proper regulatory and competition frameworks)	Equipment (PCs, kiosks, community centers)     Teledensity     Rule of law     Pro-competitive ICT regulation (tariff and non-tariff barriers, competition in the ICT sector)     Cost (fixed line calls and Internet access)     Access for disadvantaged or excluded
Basic Skills	Basic education, vocational training, ICT awareness	Literacy (alphabetization rates) E-literacy ratios per age/group/sex/region Vocational training
Content	Value to government and citizens	Questionnaires on value to users/citizens and government     Content in local languages
Desire	Political leadership and will to reform	Public statements/decisions     Laws & regulations (perceptions of quality of legal system)
Engagement	Commitment of all components of civil society	Broad involvement of civil society (questionnaire/survey)     Local awareness of ICT potential for development (questionnaire/survey)

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# 2. Analyzing ESCWA countries e-strategies

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- Information on ESCWA countries strategies
- **■** The measurement issue
- Adopting a framework

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# **Information on ESCWA countries e-strategies**

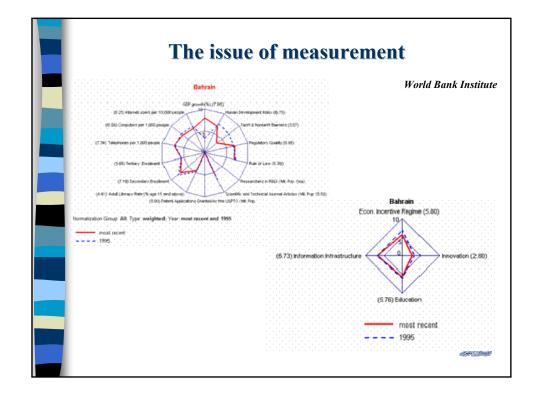
- ESCWA ICTD Country Profiles
  - Policies & strategies
  - · Legal & regulatory framework
  - ICT infrastructure
  - ICT capacity building
  - Building the ICT sector
  - · Application in government establishments
  - · Digitization of information
  - Applications in education
  - Application in commerce and business
  - Applications in healthcare
  - Digital Arabic content
- Countries Publications
  - Documents
  - Internet

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## The issue of measurement

- Four Major sources
  - The World Bank Institute's (WBI) Knowledge Assessment Methodology (KAM) and the Knowledge Economy Index (KEI)50;
  - The Global Information Technology Report's (GITR) Networked Readiness Index (NRI), World Economic Forum
  - Orbicom's Index of countries' "Infostates"
  - International Telecommunications Union's (ITU)
     Digital Access Index (DAI).
  - → Global, not always adapted to strategies and key initiatives

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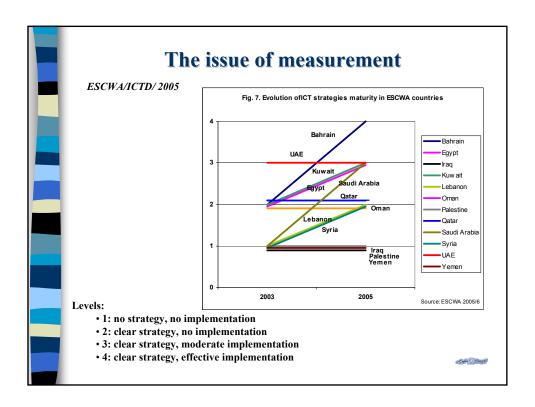
# The issue of measurement

GITR- Network Readiness -WEF

	Table 1
Countries	Network Readiness
Bahrain	0,37
Egypt	-0,24
Iraq	
Jordan	0,1
Kuwait	
Lebanon	
Oman	
Palestine	
Qatar	
Saudi Arabia	
Syria	
UAE	0,84
Yemen	
Israel	1,02
France	0,96
Korea	0,81
Tunisia	0,39
Morocco	-0,17
Algeria	-0,66
Turkey	-0,14

Source Duttal & al 2004

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• Mod 1. Strategies Rationale

Table 2. Status of ICT strategies in ESCWA countries

		Die Z. Stat		egies in ESCWA countries	
	Status of ICT		Formal		
Countries	Strategies	Year	Document	Elaboration	Level of Approval
Bahrain	Yes	?	No	Central Informations Organization	Government ?
				Ministry of Communications &	
Egypt	Yes	?	No	Information Technology	Government ?
Iraq	No		No		
Jordan	Yes (REACH)	1999	Yes	IT Association of Jordan (INTAJ)	Government ?
Kuwait	No		No		
				Office of the Minister of State for	
Lebanon	Yes	2003	No	Adminsitrative Reform	Government?
				National Committee for Information	
Oman	Yes	1995	No	Technology	Government?
Palestine	Yes	2005	No	Government	Government
Qatar	Yes	2004	No	ICT Qatar	Government?
				King City for Science & Tech. & Min.	
Saudi Arabia	under preparation		No	of Planning	
				Minsitry of Communications &	
Syria	Yes	2004	Yes	Technology	Government
UAE	No		No		
Yemen	under preparation		No	National Information Center	

Source: Compiled by author from ESCWA regional and national profiles

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# Analyzing ESCWA countries e-strategies

- Mod 1. Strategies Rationale
  - Strategies not always formalized ... or not build on a logic of target/indicator
  - Not always clear how government will approve and implement strategy... and where are the resources allocated
  - ICT strategy not always placed in (economic development) policy objectives... (+export vs local market)
  - The reason for choice of Key Initiatives, not always set in a global framework
  - No systematic target indicators are fixed, within a clear time frame

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- <u>Mod 1. Strategies Rationale, Case Example : SYRIA ICT</u> strategy
  - Targets: Penetration ...horizon 2013 (10 years)
  - Resources/Investments needed: US\$ 8 billions, Gvt US\$ 2 billions >> tax and royalties revenues
  - 22 priority issues to be solved identified
  - 7 key initiatives:
    - 2 Action Programs (Ministry)
      - restructuring the Telecommunications Sector
      - building the ICT sector (regulation, independent IT association, ..)
    - 3 National initiatives
      - e-government initiative
      - national initiative for technological parks
      - initiative for sectoral centers of excellence
      - · capacity building initiative
      - national knowledge society initiative (AHDR)

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# Analyzing ESCWA countries e-strategies

- Mod 2. Monitoring as part of the strategy
  - Responsibility of implementation vs responsibility of monitoring
  - Often no specific Indicators (deliverables) were designed for the monitoring of the implementation of key initiatives or action plans (Mixing with ITU, etc...)
  - Strategy documents do not address how the necessary indicators should be collected (institutional issue)
  - The process of strategy reorientation/redefinition function of monitoring is not defined

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- <u>Mod. 2 Monitoring as part of the strategy, Case Example</u>: Jordan ICT strategy
  - Institutional: REACH initiative, driven by the Jordan Computer Society, under the leadership of the king
  - Monitoring:
    - New update every 1 or 2 years
    - Identification of challenges to solve
  - Targets: in 1999 for 2004
    - 30,000 IT-related jobs (20,000 direct);
    - US\$ 550 millions in annual exports;
    - US\$ 150 millions in Foreign Direct Investment.
  - Update REACH 4, 2004 for 2006
    - 30,000 IT-related jobs (20,000 direct);
    - US\$ 100 millions in annual exports;
    - US\$ 550 millions in annual domestic revenues;
    - US\$ 170 millions in foreign direct investment.

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# Analyzing ESCWA countries e-strategies

- Mod 3. Sound foundations for a strategy
  - WSIS and Millenium Development Goals have been a driving mechanism for building e-strategies in all ESCWA countries
  - The embedment of e-strategy in national development plan is not always clear
    - → the ICT sector does not always seem to be a target economic sector by itself
    - $\Rightarrow$  the e-strategy is not always embedded in the development strategy of other sectors (ex textile, ...)
  - The issue of How to develop a sustainable local demand is mostly not addressed
  - e-strategies are mostly seen in term of access and not of usage



### • Mod 3. Sound foundations for a strategy

Table 3. Comparison of Usage Indexes

Countries	Individual	R	Business	R	Government	R
Bahrain	0,3	37	0,47	39	0,49	30
Egypt	-0,7	75	-0,08	56	0,57	26
Iraq						
Jordan	-0,5	65	0,4	41	0,49	29
Kuwait						
Lebanon						
Oman						
Palestine						
Qatar						
Saudi Arabia						
Syria						
UAE	0,75	29	0,81	24	1,46	7
Yemen						
Israel	1,08	19	1,48	8	1,31	10
France	0,94	22	1,12	17	1,12	15
Korea	2,56	2	0,96	22	1,06	19
Tunisia	-0,52	67	0,45	40	0,49	28
Morocco	-0,64	73	-0,07	55	0,11	46
Algeria	-0,77	78	-1,28	92	-0,37	56
Turkey	-0,13	49	0,38	42	-0,02	52

What validity for such indicators ? Source: Dutta & al 2005 What are the priorities ?

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# Analyzing ESCWA countries e-strategies

- Mod 4. ICT Infrastructure
  - All ESCWA countries recognize access as priority objective
  - Not always clear how this is translated into key initiatives? :
    - increasing penetration: fixed, mobile, internet, broadband ??
    - reducing wait time for calls
    - reducing cost of local calls: fixed, mobile ...
    - · reducing internet and broadband costs
  - The resources/investments necessary almost never clearly defined
  - The economics (market vs government role) are not clearly addressed

Spile Williams

- Mod 4. ICT Infrastructure
  - Relation between income and access: a fatality?

			Digital Access Leve	r (	
Income Level	fitti mod	High Access	Uppier Access	Medium Access	Low Access
High Income			Bahrain Kurcast Queir Umtod Arash Errentes		
Upper-Middle Income				Echanon Omen Souli Anthu	
Lower-Middle Income	fraq			Egypt Jordan Paissing	Syriani Azab Repolitik
Long Income					Yeners

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# Analyzing ESCWA countries e-strategies

- Mod 4. ICT Infrastructure: the 3 pillars
  - Increasing private sector led competition
    - · only for internet and limited
    - monopoly, duopolies in fixed and mobile
    - · privatization: a political problem
      - however WTO, association agreements
      - · OK but clarify how resources shall be funded from budget
      - when/how more competition
      - Clarify the licensing schemes for the sectors open for competition
      - What are the tax revenues of this sector: mobile phones
  - Establishing a regulatory authority
    - Most countries see it as association of operators
      - · adoption of governing laws for private investment,
      - · corporatization of public companies
      - non-political independent REGULATOR: tariffs, frequencies, disputes, universal access
      - · How it will be financed ....
      - Technical/economical/judicial skills + service of the society
      - attn WTO regulator rules .. How to comply?



- Mod 4. ICT Infrastructure: the 3 pillars
  - Developing Universal Access
    - not putting this as a strategic priority/ public service
    - not addressing that low penetration is linked to revenues
    - Access to low income/remote areas to be financed by government (even for mobile)
    - No Financial schemes (fund) defined: gvt → private
    - · No specific indicators for universal access
      - · While there is donors aids
      - · universal access not even set as target for public operator

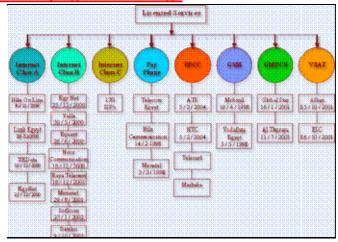
### **More Generally**

- globalized environment
- evolving technologies
- · economic implications of delay in developing access

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# Analyzing ESCWA countries e-strategies

• <u>Mod 4. ICT Infrastructure: Case example Egypt Initiative</u> for developing Internet Usage



**Concentration?** 

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- <u>Mod 4. ICT Infrastructure: Case example Egypt Initiative</u> <u>for developing Internet Usage</u>
  - Subscription free internet service: 2002
    - 1 million new households in 3 years
    - · method of payment
  - PC for every home: 2003
    - 100,000 new computer in 2 years
    - · financing scheme, method of payment
  - Broad-band initiative: 2004 for 3 years
    - adsl 25 US\$/month
    - 50,000 new subscribers in 1 year

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# Analyzing ESCWA countries e-strategies

- Mod 5. ICT Sector
  - All ESCWA countries recognize ICT sector as priority
  - Not always clear how this is translated in key initiatives? :
    - specific total sector revenues
    - contribution of sector to GDP
    - · number of patents files
    - · number of people employed by sector
  - Not differentiating IT from Telecom
  - Not recognizing that it mostly an SME's business
    - → Informal sector
  - The economics (supply/demand) not clearly addressed Export not local demand !!!!

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Mod 5. ICT Sector

Countries	Incubation	Financial	Business	Infra-	Human	Networks	Stimulating
		Support	Regulation	structure	Capital		demand
Bahrain			хх	ХХ			
Egypt	xxx	x	xx	ХХ			
Iraq							
Jordan	xxx	xx	xxx	xxxx	XX	xx	xx
Kuwait	x		xx	xx	XX	х	x
Lebanon	x			x	х		
Oman	xx			xx	х		
Palestine	x			xx	х		
Qatar	x			xx	х		
Saudia				xx	х		
Syria	х			xx	х		
UAE	х			xx	х		
Yemen	х			xx	х		

Source: Compiled by author from ESCWA regional and national profiles



# Analyzing ESCWA countries e-strategies

- Mod 5. ICT Sector: the 3 pillars
  - Improving SME's regulatory environment
    - streamlining business creation & registration... flexibility

      Number of companies launched, total start-up cost or time
    - protecting property rights ... → identify recognizable IPR Number of IPR's filed
    - recognizing the SME's risk ... employment, closure... Perception indicators

Not really addressed

This is not just helping multinationals to implement & protect IPR

- Access to capital
  - · No policies for encouraging Venture Capital
  - Regional & International cooperation badly used
  - VC, if any, for large companies or power related ..RITSEC Evolution of value of fund

Number off high-tech cies supported Successfully launched cies

ROI of fund

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- Mod 5. ICT Sector: the 3 pillars
  - Establishing business incubators
    - few steps have been taken to establish incubators
    - · confusion with technology parks for subsidiaries of multinationals
    - Unclear value proposition of incubators

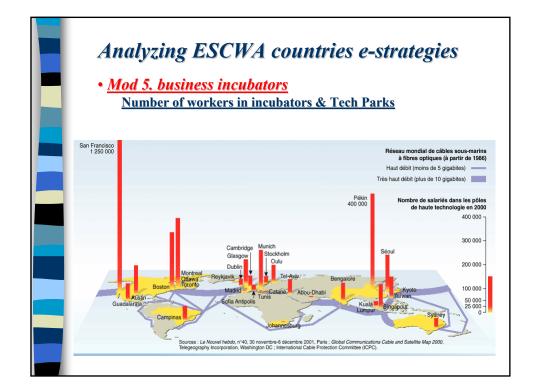
Physical infrastructure

Business & management expertise

Access to regional/international networks.....incubators, research, big companies....

- → ESCWA initiative for incubators & technology parks
- few cies per country (20-100)
- Not recognized as major issues:
  - · Availability of high bandwidth infrastructure
  - · management of skills

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# **Economic players**

### **Producers**

- Hardware production
- Software production
- Software for large public
- Software for Institutions
- The concept of Incubators
- Services production:
- Telecommunications
- Internet & data exchange
- Institution-oriented software servicing
- Other services

### **Consumers**

- Activate institutional consumption
- Government bodies
- Banks
- Production facilitiesService facilities
- Activate individual consumption :
- Telephone networks
- Internet
- PCs & software

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# Analyzing ESCWA countries e-strategies

- <u>Mod 5. ICT Sector: Case example Jordan REACH</u> <u>Initiative</u>
  - 6 strategic thrusts
    - IT industry development;
    - · Policy and regulatory strengthening;
    - · Human resources development;
    - · Capital and financing;
    - Infrastructure development.

Clear identification of the role of Gvt, industry, and others

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# تقدير مبدئي لحجم أسواق مجالات المحتوى في العالم العربي

ملاحظات	السوق الرقمية	السوق الإجمالية	بنود المحتوى	
جزء الرقمي 10% من السوق الإجمالية	40	800		
ل التقديرين في التقرير. مجمل هذا البند رقمي.	3 400 متوسط	3 400		
5 من التقدير المبسط. مجمل هذا البند رقمي.	1 600	1 600		
من التقدير المبسط. 80% من هذا البند رقمي.	100% 480	600		3
لتقديرين في التقرير. 50% من هذا البند رقمي.	250 متوسط ا	500		] Š
ظراً لخصوصية البلدان العربية. مجمل هذا البند رقمي.	500 التقدير الأعلى ا	500		مجالات الإعلام والترفير
المبسط. والجزء الرقمي 20% من السوق الإجمالية للبند.	50 السوق ربع التقدير	250		ି ବ
المبسط الجزء الرقمي 5% من السوق الإجمالية لهذا البند.	35 السوق نصف التقدير	700		انتا
ء الرقمي 10% من السوق الإجمالية للبند.	280 الجز	2 800		] ヾ
المبسط. الجزء الرقمي 5% من السوق الإجمالية لهذا البند.	25 السوق نصف التقدير	500		
المبسط. والجزء الرقمي 10% من السوق الإجمالية للبند.	120 السوق ربع التقدير	1 200		
الألعاب الالكترونية. السوق العربية 2% من السوق العالمية.	400 الاهتمام هو فقط هنا بـ	400		
راجع الدراسة	1 400	1 400	الأعمال الالكترونية بين المؤسسات	الأعم
راجع الدراسة	300	300	الأعمال الالكترونية إلى الأفراد	الأعمال والتجارة
راجع الدراسة	0	0	الأعمال الالكترونية بين الأفراد	] <u>`</u>
راجع الدراسة	35	35	الحكومة الالكترونية	J.
راجع الدراسة	0	0	التعليم الالكتروني	1 4
راجع الدراسة	0	0	الصحة الالكترونية	] :{
راجع الدراسة	0	0	المشاركة الالكترونية	مجل الخدمات العامة
راجع الدراسة	0	0	الثقافة الالكترونية	<u>'</u> å
+10 إلى 20% سنوياً	:2002 8 915	14 985	المجموع	A 100 S 100 S

# Analyzing ESCWA countries e-strategies

- · Mod 6. e-government
  - All ESCWA countries recognize e-government as priority objective
  - However:
    - Not strongly linked to administrative reforms: reengineering
    - Most successful: security
    - · Mostly on publishing.. No interaction or contracting
    - Not recognized as THE major driving market Slowness making all e-strategies with low credibility
    - · Not recognized as a drive for Arabic content

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• Mod 6. e-government: Comparison

### E-Europe Plan

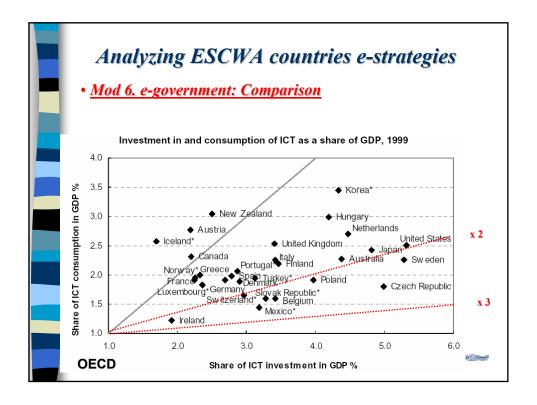
Public Services for Citizens	Public Services for Businesses
Income taxes	Social contribution for employees
Job search	Corporation tax
Social security benefits	Value Added Tax
Personal documents	Registration of a new company
Car registration	Submission of data to statistical offices
Application for building permission	Customs declarations
Declaration to the police	Environment-related permits
Public libraries	Public procurement
Certificates (birth, marriage)	
Enrollment in higher education	
Announcement of moving	
Health-related services	



# Analyzing ESCWA countries e-strategies

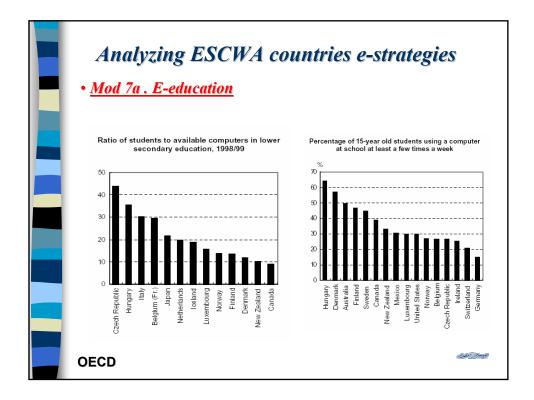
- <u>Mod 6. e-government: Case example UAE Federal</u> <u>Government Portal</u>
  - 7 objectives:
    - Facilitate collaboration between federal government entities;
    - Establish focus on policy formulation;
    - Create, hare and distribute data between federal entities;
    - Assist factual based federal decisions support;
    - Share and allow external access to federal government information;
    - Focus on appropriate and relevant best practice examples worldwide;
    - Reduce cost, maximize internal operational efficiency and effectiveness.





- Mod 7a . E-education
  - · Development of knowledge & skills
  - ICT application in education administration, delivery & training
  - · A lot of efforts, with international assistance
  - However:
    - Dissemination in primary schools still limited, not considered strategic
    - · Theoretical curricula ... for a rapidly moving technology
  - · A difficult task ... not sufficiently addressed
  - effort should be systematic for rationalizing education budget

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- Mod 7a . E-Health
  - Major drive for Arabic content
  - · necessary for rationalizing health budget
  - critical social issue
  - Little efforts in general .. Mostly private hospitals
  - No healthcare initiative in ESCWA countries
    - while per capita health spending in some countries significant (Lebanon> Saudi Arabia)

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### **CONCLUSIONS**

### Major deficiencies in ESCWA countries strategies:

- · Lack of link between development policies & e-strategies
- · Major institutional issues still not solved
- Weak monitoring
- Focus on Access and not Usage
- Funding resources not clear
- ICT sector not approached economically as a whole: competition, monopolies...
- · Problems of local supply not addressed sufficiently
- · Local demand not addressed as a main drive
- e-government can not been major drive, if it only focus on publishing
- e-health still not seen as major potential for ICT
- e-education still weak



### RECOMMENDATIONS

### **Reassessment of ESCWA countries strategies:**

- Institutional
  - Process of Decision Making: Plans & Resources
  - Agency responsible for implementation
  - Agency responsible of monitoring
  - Administrative reforms
- Economic
  - Supply/demand analysis of the ICT sector
  - Allocation of resources
  - Return on investment:
    - spending vs taxations
    - · other economic sectors competitivety & growth
- Technico-economic
  - Positionning in a rapidly moving environment
  - Competitive advantages & position in Globalization

