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# Multi Stakeholder Partnership for the region

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# Multi-Stakeholder Partnership

It brings together different stakeholders from different sectors to:

- Collaborate towards the achievement of well-defined common goals or project
- Fulfill a specific role or responsibility
- Complement each others' capabilities and resources
- Share the risks, costs and benefits

# Why MSP is needed in ICT ?

- Changes in the scope of ICT.



- Different government institutions are concerned by ICT.

- ICT a major tool for development.



- Social and economic dimension of ICT.

- Privatization of telecommunication sector.



- New players in telecom sector (business sector).

# Different Stakeholders

## ● Public Sector:

- Ministries, telecom regulator, state owned operator, regional and local governments.
- Expected Role: It plays major role in establishing national policies and e-strategies aimed at bridging the digital divide.

## ● Private sector:

- Firms and private sector associations.
- Expected Role: Major force in the deployment of ICT networks, technological development, telecom services, content and applications.





# Different Stakeholders

## ● Civil Society and NGO:

- Entities and institution autonomous from the state and non-profit, act locally, nationally and internationally.
- Expected Role: Intermediary between the State and the general population

## ● International, regional organizations and financial institutions

- Expected Role: Promote exchange of experiences and knowledge and provide resources and expertise for sustainable development

# Scope of MSP

- Local Community
- Nation wide
- Regional
- International

# Where partnership should be applied ?

- Where the success of projects need the efforts of different kind of stakeholders.
- Where markets are not effective or slow.
- Where there is risk, but there is also potential market.
- Where new technology is used for marginalized communities.



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# MSP in International Summits

# MDG & Partnership

- **Goal 8:** Develop a global partnership for development.

- **Target 18:** In cooperation with the private sector, make available the benefits of new technologies, especially information and communication.

- **Indicators:**

- Fixed and cellular telephone lines per 100 population
- Personal computers in use and Internet users per 100 population.



# MDG & Partnership

## Arab Regional MDG Report

- The MDG in the Arab Region 2005, The Way forward:
  - Pro-Poor policy and investment
  - Stronger regional partnership and integration.
    - Global and regional partnership
    - Greater South-South cooperation for sharing experience and expertise
    - Increase in non-traditional exports
    - Increased growth
  - Improved productivity
    - Increase investment in infrastructure and basic social services

# WSIS & Partnership

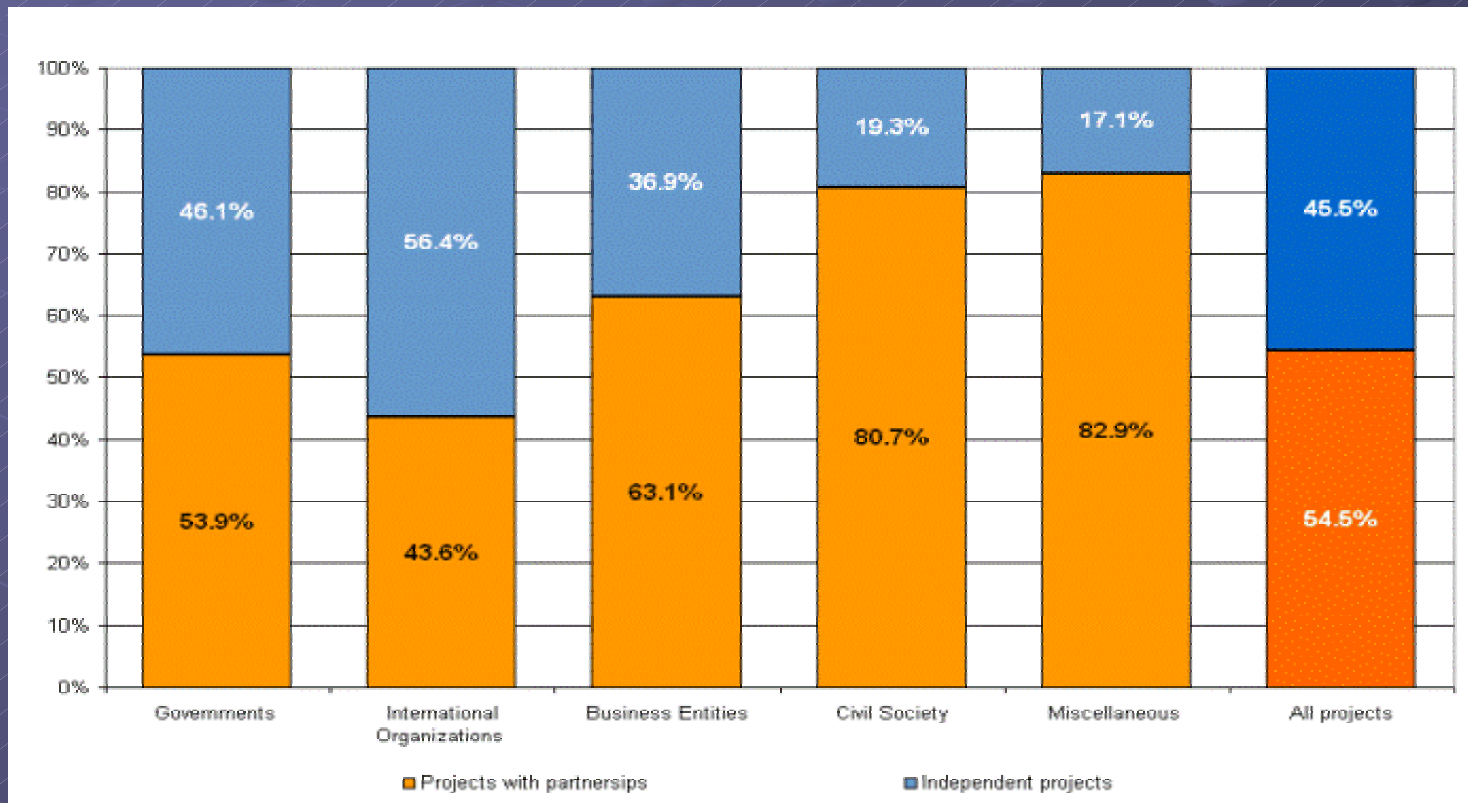
## ● Geneva Plan of action

- Calls upon the government of Member States to engage in open dialogue with the private sector and civil society, encouraging the formation of partnership to devise and implement national and regional e-strategies.
  - Encourage each country to establish at least one functioning PPP or MSP by 2005 as a show case for future action.
- All stakeholders were represented during WSIS-II even though some were only observers.
- WSIS ES published many reports related to MSP for building information society.

# WSIS & Partnership

WSIS Stocktaking database for projects, initiatives for building the information society in the World.

## Partnership projects for the different stakeholders





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Ensuring sustainability of partnership  
is difficult

# Overcoming Barriers of Partnership

# Partnership Challenges

- Partnership brings diversity and dynamism to a project, but also management challenges.
- The interests are of different natures for the partners.
- Importance of Process of negotiation and information-sharing
- Long term commitment from the partners
- Anticipate and adapt to technology change



# Sustaining Partnership

- Many projects are initiated as pilot projects
- The aim should go beyond the pilot project to achieve sustainability
- The path from pilot phase to operational phase is often littered with failures.

# Ensuring Financial Support

- Establishing sustainable model: users pay for the services.
- Defining mechanisms to offer services in disadvantaged communities:
  - Cross-subsidization of prices
  - Targeted price discounts
  - Flexible model for payment
  - Initiatives for providing subsidies to marginal social groups.



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# Multi-Stakeholder partnerships projects

Case Studies from WSIS  
documents

*Source: Multi-Stakeholder Partnership for bridging the digital divide,  
ITU, June 2005*

# E-Readiness Plan in Egypt

## National MSP

- Objective: increase the penetration and use of advanced telecommunication services in Egypt through :
  - Expansion of ADSL services,
  - Establishment of telecentres,
  - Provision of affordable broadband
  - Subscription-free internet connection schemes,
  - Access affordable personal computers and software.
- Partners: Ministry of ICT, financial institution, telecom operators, ISP, content providers, civil societies.

# Making Asia a Global Information Hub

“Asian Broadband Programme, since 2002”

## Regional MSP

- To bring the benefit of ICT to all the people in Asia.
- To invigorate information flows within the region to make Asia a whole global information hub, in 2010
- To enhance technical and infrastructure capabilities and diversify digital content.
- To make Asia a leading region in the field of ICT, particularly in the development of next-generation mobile technology .
- Partnership include ten Asian economies: China, Indonesia, Japan, Republic of Korea, Lao PDR, Malaysia, Philippine, Singapore, Thailand and Vietnam.



# Telecentres and Capacity Building projects

## International MSP

- The most popular examples of the partnership in the developing countries.
- In June 2005 ITU launched “Connect the World” Partnership.
- True MSP as partners are:
  - **Governments:** France, Egypt, Korean Agency for Digital Opportunity.
  - **Business:** Alcatel, Huawei, Intel, Microsoft, KDDI, Telephonica, Infosys and WorlSpace;
  - **Civil Society:** Telecom Sans Frontieres, Child Helpline International and the MS Swaminathan Research Foundation;
  - **International Organisations:** ITU, UNESCO, UPU, EU, UNFIP and others.



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# Partnership in the region

Does it work ?

# MSP in the Region for building IS

- Local Community ⇒
  - Some projects in different countries
- National wide ⇒
  - Many projects in Jordan, Syria, Egypt,..
- Regional Scale ⇒
  - Arab Sat, Thurya
  - Many Projects defined during WSIS
- International level ⇒
  - Some participation

# Challenges for implementing regional project for building information society

- Fund raising
- Defining Priorities
- Leadership Agencies

# Fund Raising

Fund is needed for the pilot project implementation only

- Selection of the appropriate **donor** according to the project: Islamic Bank, World Bank, EU, OPEC
- Creation of Venture Capital fund
- Public Private Partnership for the establishment of Venture Capital.
- Establishment of regional fund for ICT for development project.

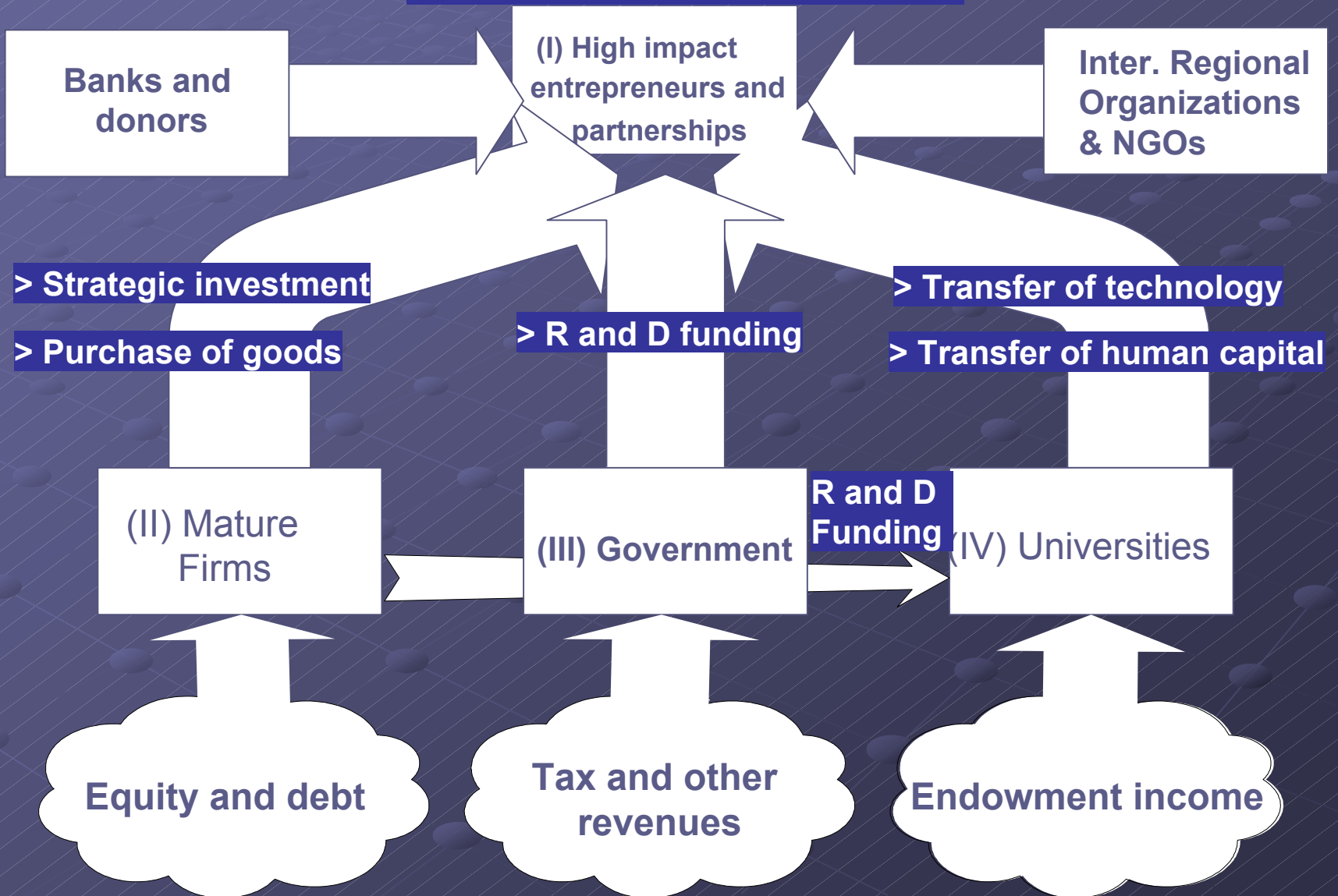


# Multi-Stakeholder Partnership for the region



# MSP Model

## Venture funds and investments





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# Some Regional Projects ! Or Regional Initiatives !

# Towards an integrated regional telecommunications network

<b>Partners</b>	Islamic Development Bank, World Bank, League of Arab States (LAS), ITU, Telecommunication Operators, ESCWA.
<b>Objective</b>	Develop the concept, frameworks, modalities, feasibility studies and agreements required for the development of an integrated multi-service regional telecom network efficiently cross-connecting ESCWA member countries.
<b>Beneficiaries</b>	Incumbent telecom operators, existing ISPS, Investors, Venture Capitalists, Investment bankers, public sectors and the citizens at large.
<b>Budget</b>	US\$ 2,000,000
<b>Duration</b>	24 Months

# Establishment of ICT network of incubators with emphasis on digital Arabic content industry

<b>Partners</b>	Islamic Development Bank, Donors & Banks, UNDP, UNIDO, UNESCO, EU, Chambers of Commerce and Industry, Universities and NGO.
<b>Objective</b>	Contribute to the development of the ICT sector through establishing ICT incubators and networking new/existing ICT incubators, with emphasis on digital Arabic content industry.
<b>Beneficiaries</b>	Young graduates and entrepreneurs, SME, universities, private sector.
<b>Budget</b>	US\$ 2,000,000
<b>Duration</b>	2 years



# Market information systems for agriculture product

<b>Partners</b>	Donors and Banks, EU, ESCWA, Ministry of Telecommunications, Telecom operators, Internet Service Providers, Alcatel, Manobi, SMEs, NGOs, CHF International
<b>Objective</b>	Development of ICT-enabled Market Information Systems for small/medium agriculture businesses within ESCWA countries
<b>Beneficiaries</b>	Farmers and small/medium agriculture business within ESCWA countries and operators and Internet service providers
<b>Budget</b>	US\$ 1,000,000
<b>Duration</b>	24 Months



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**Thank You**