



# **WITSA**

## **General Assembly, Adelaide**





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Latin American Region







# ALETI

## Latinamerican Information Technology Association

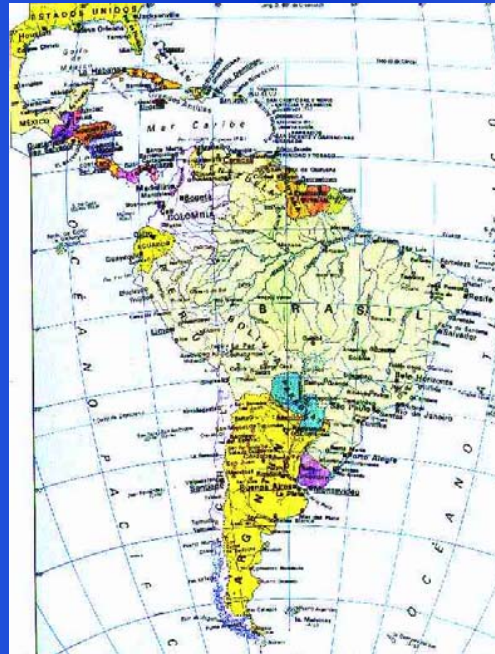
*Represents before the community the  
Information Technology and Communications  
Industries, promoting their growth, the business  
development of its members, and the economic  
and social wellbeing of latinamerican and  
caribbean region.*



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- *Be the main referent for government decision-making in the fields of ICT.*
  - *Promote the ICT trade and investment among the region.*
  - *Advocate policies that advance the industry's growth and development.*
  - *Encourage the interchange of knowledge, experience, training and human resources, to stretch out the growth and development of the sector in the region.*
  - *Disseminate information on the market, business contacts, studies, institutional concerns, statistics and legal affairs, for the benefit of members companies.*
  - *Sponsor activities that encourage scientific and technological development.*

# ALETI MEMBERS

- ✓ *Argentina*
- ✓ *Bolivia*
- ✓ *Brazil*
- ✓ *Colombia*
- ✓ *Cuba*
- ✓ *Costa Rica*
- ✓ *Chile*
- ✓ *Dominican Republic*
- ✓ *Ecuador*
- ✓ *Mexico*
- ✓ *Panama*
- ✓ *Paraguay*
- ✓ *Peru*
- ✓ *Spain (observer)*
- ✓ *Uruguay*
- ✓ *Venezuela*



# ICT Indicators

Countries	Telephone Lines	Celullar Phones	Personal PC's	Internet Hosts	ICT/GDP Expense	ICT/hab Expense
Argentina	203	78	44.3	38.48	3.40%	294.3
Brazil	121	47	30.1	26.22	5.80%	267.4
Chile	205	65	48.2	26.42	5.70%	321.0
Costa Rica	172	28	39.1	20.47	—	—
Mexico	104	35	47	40.88	4.20%	168.4
Uruguay	250	60	91.2	76.09	—	—
Latinamerican/ Caribbean average	123	45	33,9	22.33	—	—

# ALETI Survey, October 2001

	ARG	ECU	COL	C.RICA	SPA	PAN	PAR	URU
ICT Ministry/Secretary	Green	Green	Green	Green	Green	Green	Green	Green
Digital Signature Law	Green	Green	Green	Yellow	Green	Green	Red	Green
E-commerce Law	Red	Yellow	Green	Red	Yellow	Green	Red	Red
Data Protection Law	Green	Red	Green	Green	Green	Red	Red	Red
Public & Private Task Force	Red	Red	Green	Red	Green	Yellow	Yellow	Green
Subsidies to Soft Industry	Red	Red	Red	Red	Green	Red	Red	Red
Export's Soft Promotions	Yellow	Green	Green	Green	Green	Red	Green	Green
Intellectual Property Law	Green	Green	Green	Green	Green	Green	Green	Green

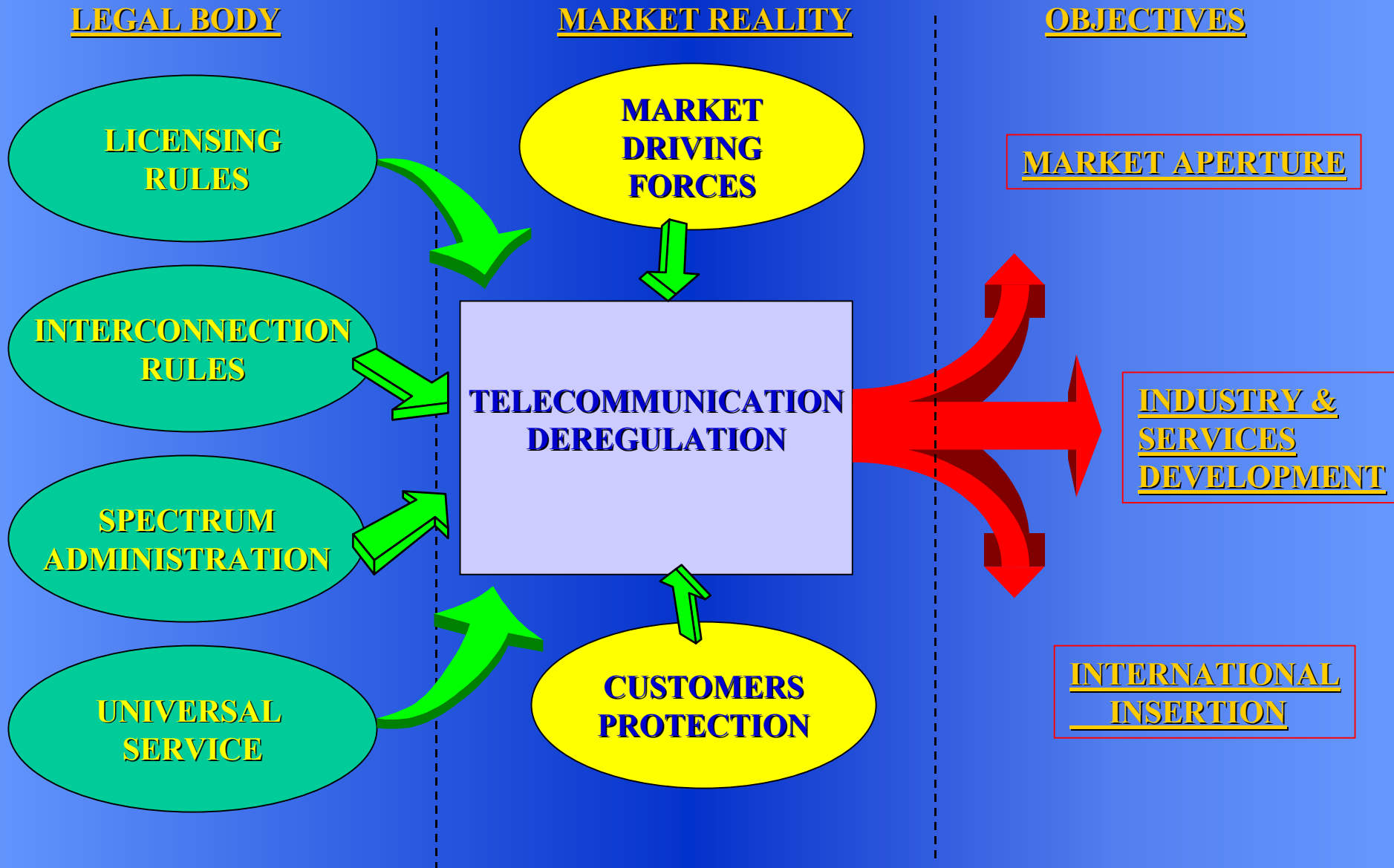


# TELECOMUNICATIONS

*Latin America continues going through a process of growth and deregulation.*



# NEW MARKET RULES LEADING THE INDUSTRY GROWTH





## **Some Important Points**

- ***Impact on wireless data deployments will become positive, if 3G come in the appropriate time-frame.***
- ***Some Countries in the region have adequate wireless spectrum for wireless IT initiatives.***
- ***We foresee that in 2003 wireless data will become a standard feature of business IT plans by ours members.***

# What is holding wireless data initiatives back in the region?

- ⇒ *High cost of implementation*
- ⇒ *Lack of business applications*
- ⇒ *Uncertainty over economic conditions*
- ⇒ *Lack of public policy regulations*
- ⇒ *Emerging public policy regulations*
- ⇒ *High cost of wireless data airtime*



## **Most significant public policy barriers to the future growth of m-commerce in the region.**

- ▶ ***Government commitment on national ICT strategies;***
- ▶ ***Spectrum policy and management;***
- ▶ ***Authentication standards to ensure businesses and customers are legitimate;***
- ▶ ***Regulation by national regulatory telecom authority.***



# **SOFTWARE & SERVICES**

# Main Application Areas (I)

## *Vertical Segment*

- ✓ *Banking & financing*
- ✓ *Telecommunications*
- ✓ *Shops and Supermarkets*
- ✓ *Health*
- ✓ *Public administration*
- ✓ *Agrobusiness*
- ✓ *Industrial automatization*
- ✓ *Education*
- ✓ *Entertainment*

# Main Application Areas (II)

## **Cross Segment**

✓ **Management**

✓ **Production Systems**

✓ **Buyers And Suppliers**

✓ **Logistics**

✓ **E-commerce**

✓ **Consulting**

✓ **Accounting**

✓ **International commerce**

✓ **Human Resources**

# **Main Application Areas (III)**

## ***General Programs***

- ✓ ***Internet access***
- ✓ ***Program Tools***
- ✓ ***Net administration***
- ✓ ***Operating systems***
- ✓ ***E-mail***
- ✓ ***Antivirus***
- ✓ ***Calculation List***
- ✓ ***Text***
- ✓ ***Directory***

# Major problems faced by the industry in your region

- *Public Policies to Promote Development*
- *Reduced Domestic Market needed to created bigger demand*
- *E-government Policies*
- *Financing Access*
- *Export's Promotion*
- *Infraestructure and cost of Telecommunications*
- *Education System*
- *Investment in Research and Development*