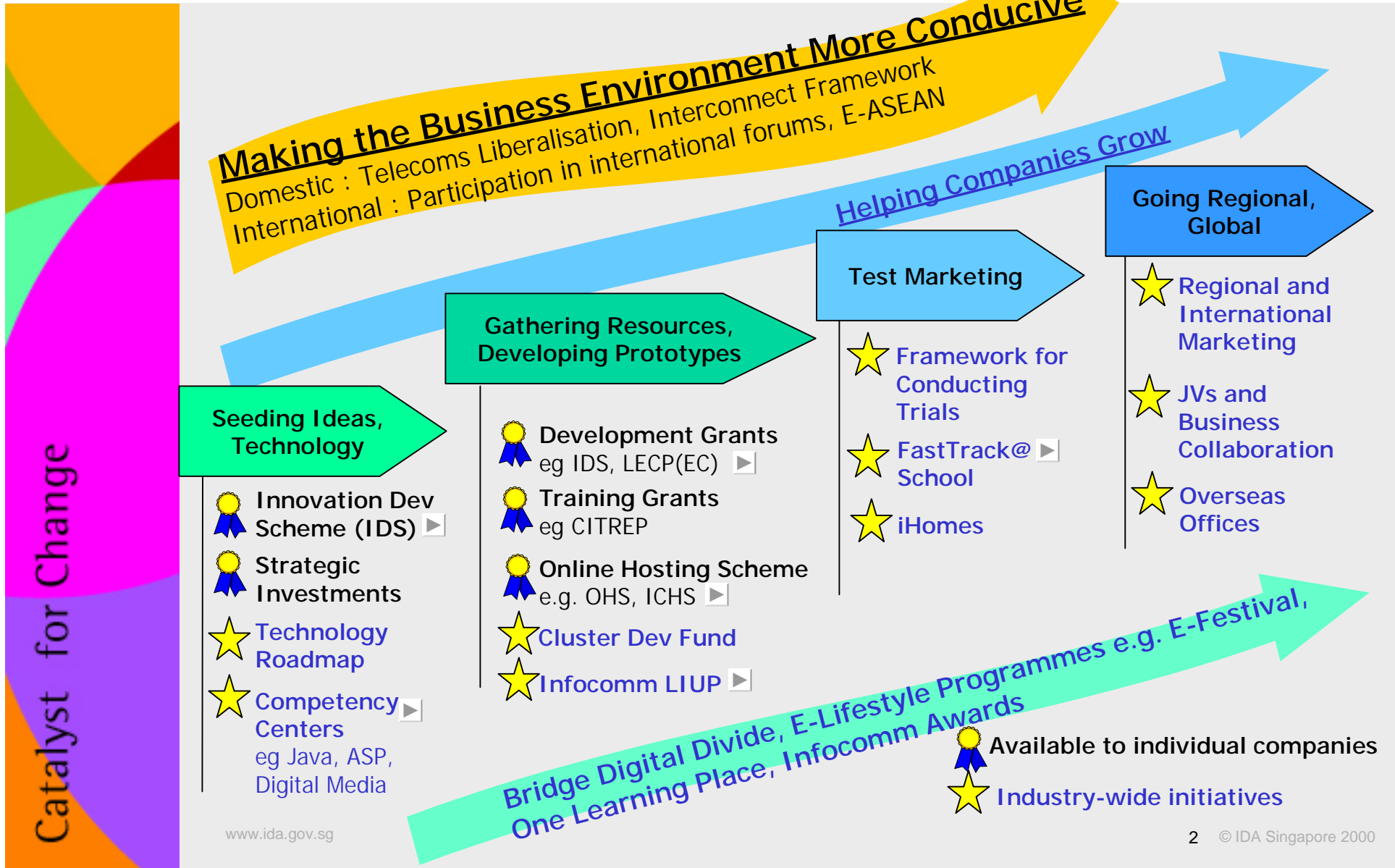


Success through Government-Industry (G-I) Partnership

Presented By
Mr Khoong Hock Yun
Assistant Chief Executive (Infocomm Dev)

Tuesday, August 1, 2000

IDA's Developmental Framework



Grants Framework

• Objective

- To encourage companies to embark on development programmes which meet IDA's strategic objectives and results in externalities that benefit the broader infocomm industry.

• Form of assistance

- Co-fund
- Limited period (clear deliverables and termination criteria)
- Does not cover operational costs - only developmental costs

• Caveats

- No privileged position for government projects
- Not a commitment to the success of an individual business.

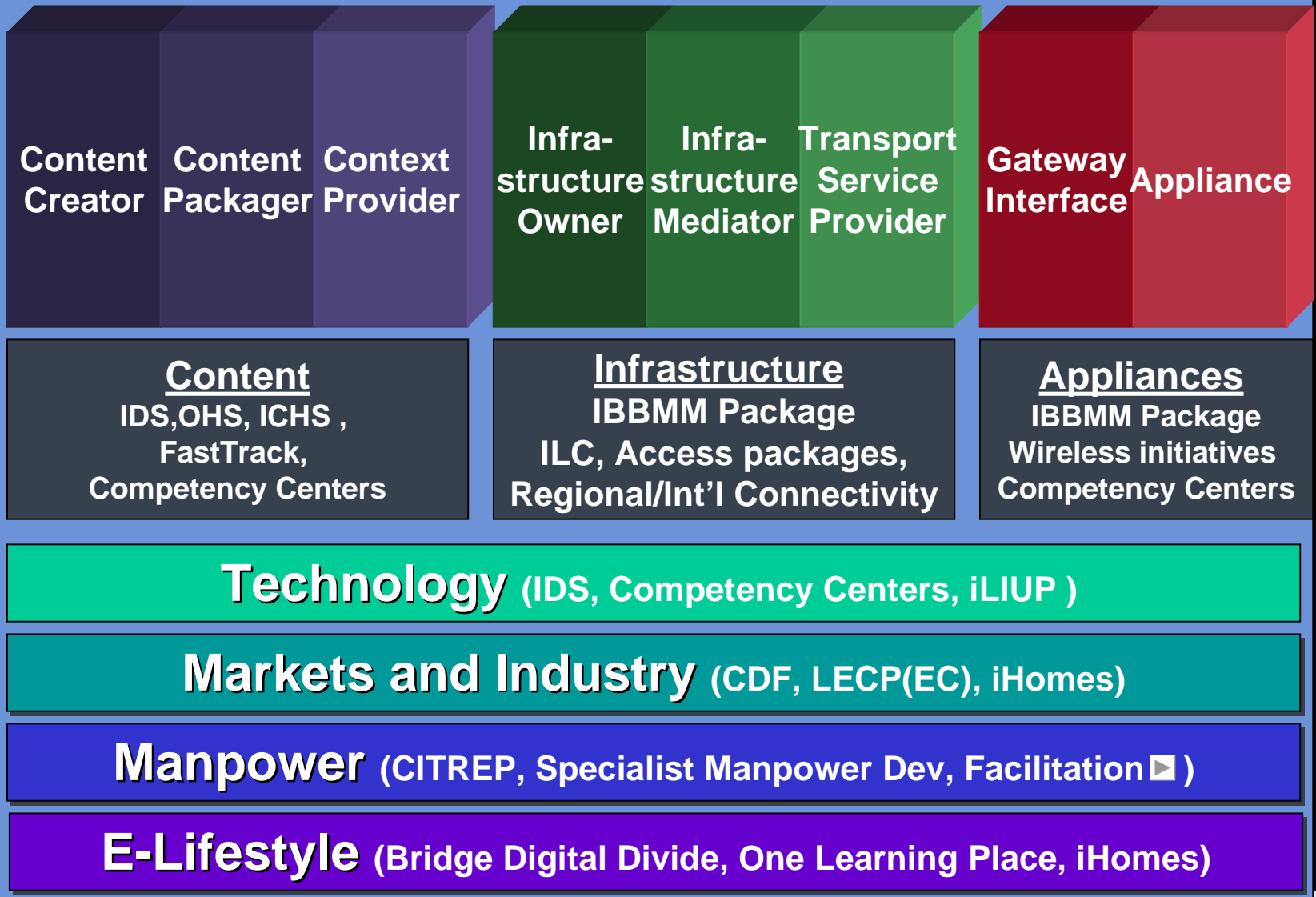


Approach to Investments

- Aligned with IDA's strategic objectives
- IDA's participation valued for facilitation and capabilities; not as a source of cash.
- Minority stake
- Exit criteria (strategic and financial objectives)
- Not exclusive to one player in a competitive space
- No privileged position for govt contracts



Infocomm Value Chain



Catalyst for Change

Innovation Dev Scheme (IDS)

Encourages and assists companies to engage in, and to develop capabilities in the innovation of products, processes, applications and services in key growth areas.



BLUETOOTH™



Catalyst for Change



Local Enterprise Electronic Commerce Programme (LECP (EC))

- Promote rapid adoption of Electronic Commerce (EC)
- Exploit the full benefits of EC for all industries
- Covers consultancy fee, cost of hardware and software, and subscription fee (up to 12 months)

 *Shopping Cart*



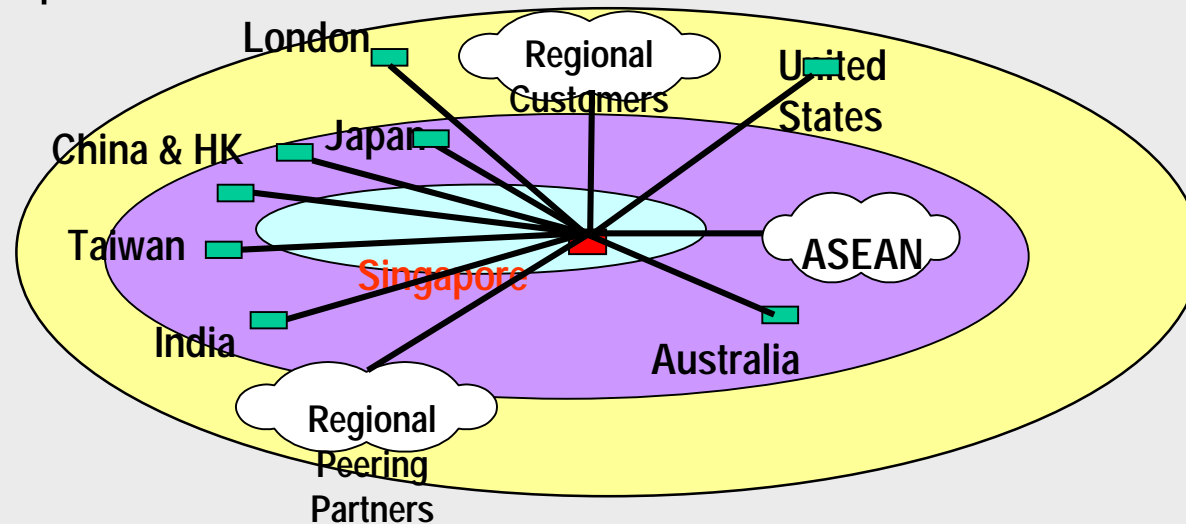
Content Hosting Schemes

Online Hosting Scheme

- Offsets the hosting charges for eligible applications seeking hosting on Singapore ONE
- Up to 6 months of free hosting

International Content Hosting Scheme

- To attract high-end media rich services to Singapore
- For services with larger hosting and higher connectivity requirements.



FastTrack@School

- Cultivates IBBMM capabilities in the local educational industry and increase their ability to bring IBBMM content to the international education community.
- Helps schools explore the use of multimedia broadband technology for teaching and learning.

Catalyst for Change

electromagnetism
matter

mechanics
wave



Competency Centers

Objectives

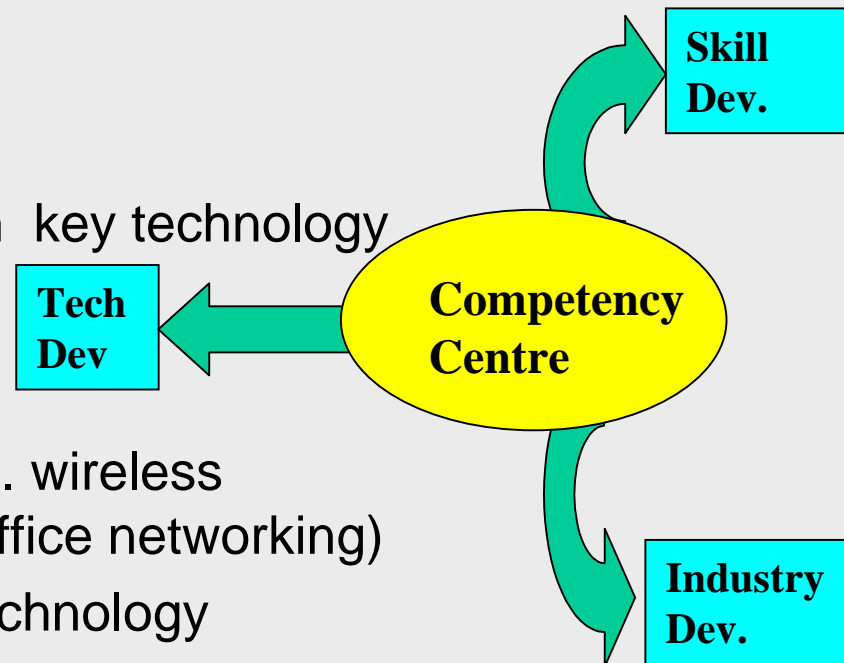
- To develop competencies to assist Local Infocomm Industry players
- To develop Manpower and Skills to fuel the Infocomm industry

Characteristics

- Involves partnership with key technology partner, IHL and IDA.

Areas of interest

- Wireless technology (e.g. wireless applications and home/office networking)
- Speech and language technology
- Digital Media technology
- ASP technology



Infocomm LIUP



To link up leading edge technology, financial and consultancy partners with Singapore coys to develop leading edge products & services



Core technologies

Marketing/Channel Assistance

Consultancy

- Tech partner
- Local coys

Domain knowledge

Customised solutions of local relevance

Local developer base



Separate Infocomm Queue



- **The queue gives special attention to infocomm professionals' applications.**
- **An IDA officer is seconded to the queue at EPD to help manage and process cases.**
- **IDA also advises companies on the procedure and status of EP.**

Thank you