

# **E-Commerce: The Gateway to Commerce**

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# Presentation Coverage

1. Legal Framework for EC
2. Trust Infrastructure
3. Standards
4. Adoption of E-Business
5. EC Manpower Development
6. Web Services Powering EC

# Legal Framework for EC

## Electronic Transactions Act 1998

- first few in the world to enforce the Act
- gives legal status on the use of electronic records and signature
- internationally consistent
- instills confidence in e-commerce the use of digital certificates

# Trust Infrastructure (I)

## 1. Public Key Infrastructure (PKI)

- Authenticate Identity; Privacy; Authorise Access & Transactions and Support Non-Repudiation
- Promote Secured Cross Border Trade
- Asia PKI Forum
  - Ensure PKI can be used in other countries
  - Technical Compatibility Test with Japan and Korea – Completed
  - Results of Legal Harmonisation Report in 8 countries – Available in Aug 03



# Trust Infrastructure (II)

## 2. TrustMarks or TrustSg

- Accredited business with sound EC practices to build trust
- Nominated for International Award

# Promote Standards

## RosettaNet in High-Tech Mfg

- Open standards for companies to participate in information and data exchange so as to facilitate trade
- Benefits
  - minimise re-entry of data
  - minimise error
  - save time
- Adoption
  - **60** companies now on RosettaNet

# Adoption of E-Business

## E-Business Industry Development Scheme

- **47 Projects** implemented in Mfg, Log, Wholesale and Retail, Finance and Banking Sectors
- **Funding of \$10m**
- **Generated \$25B of EC sales**

# Develop EC Manpower

Program me	Target	No. Trained	Nature of Training	Length of Training	Level of Training
CITREP (Sep 01)	ICT Professionals	600 (EC)	EC Technical Implementation	Min 5 days	Certificate
E-Biz Savviness Prog (Aug 01)	Non-ICT Professionals	600	EC Development EC Management EC Vertical Applications	Mostly 5 days, btw 21hrs to 12mths	Certificate; Specialist Dip; Postgrad Dip

**1200 trained  
in  
EC-related skills!**





# Web Services in Support of EC

- EC is about **inter-company connections** and collaborations
- Web Services is an **EC enabler**
- Link IT systems of different business partners to each other

THE NEXT BIG THING

**Web services: IDA  
making \$40m push**

# Success Stories

Companies	Nature of Biz	Achievements
Ministry of Finance	Government (e-Procurement Portal)	<ul style="list-style-type: none"> <li>* 6,700 businesses online with Govt</li> <li>* \$260M transactions in 02, up 18% (\$220M) fr 01</li> <li>* Savings to Govt Agencies - \$6.2M</li> </ul>
MMI Holdings	Supplier of Parts (Web Services for Real-Time Mfg Info)	<ul style="list-style-type: none"> <li>* Savings - a few hundred thousands/year</li> </ul>
OLAM	Supply of Agricultural Raw Materials (eSupplier Integration Project)	<ul style="list-style-type: none"> <li>* 3,000 suppliers online</li> <li>* EC Sales of \$200M</li> <li>* Savings in Overheads - \$750K a year</li> <li>* Savings thru' Cycle Time Reduction - \$1M a year</li> </ul>
HospitalityBex (Raffles Holdings)	Hospitality Industry (e-Procurement Portal)	<ul style="list-style-type: none"> <li>* 4,000 suppliers online</li> <li>* 5% to 30% on each items purchased</li> <li>* Savings in Purchasing Time - 2hrs to 10mins</li> </ul>

# Achievements



## Global IT Report by World Economic Forum, 2002-2003

- Network Readiness Index - No. 3 in the World and No. 1 in AP
- Legal Framework for ICT Development - No. 2
- Internet Users (2001) - No. 2
- Government Procurement of Advanced Technology Products - No. 1
- Government Online Services - No. 1

## E-Government Leadership by Accenture, 2000-2002

- No. 2 in World and No. 1 in AP

## World Competitiveness Index (Small Economies) by IMD, 2003

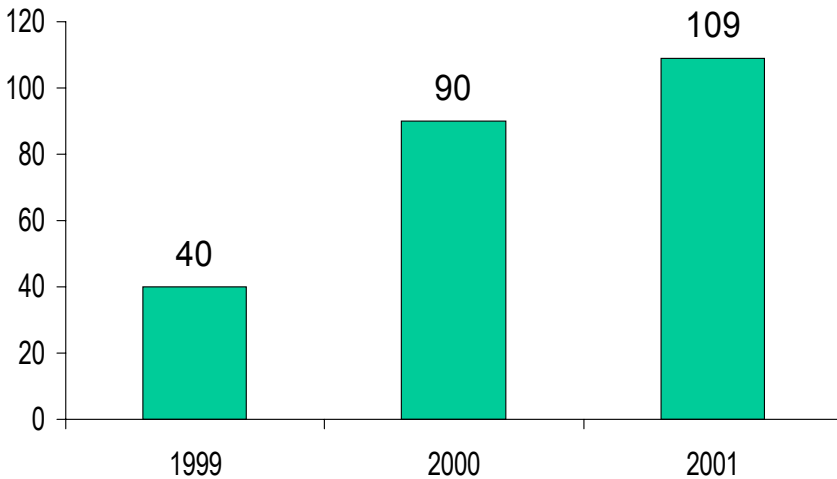
- Economic Competitiveness - No. 2 in World

## Global Competitiveness Index by World Economic Forum, 2002-2003

- Economic Competitiveness - No. 2 in World

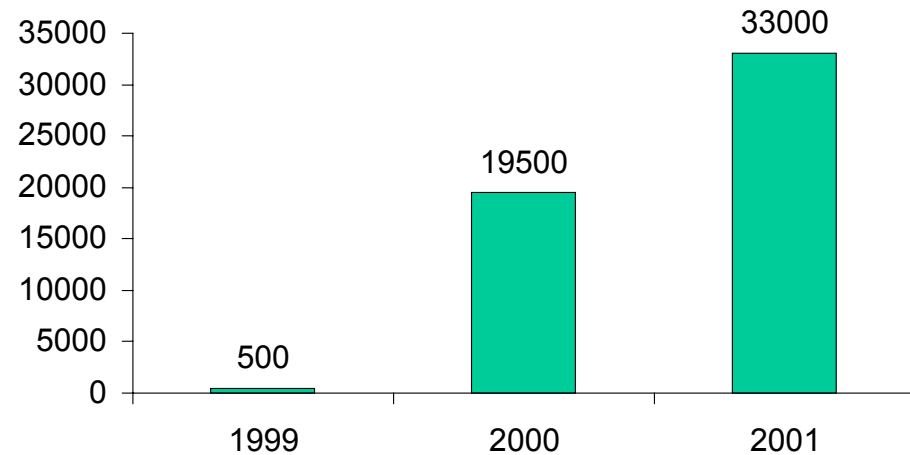
# EC is Still Growing

**B2B EC Sales (\$Billion)**



Source: IDA-Gartner Quarterly Survey

**No. of SMEs with EC Transactions (Cumulative)**



Source: SPRING Annual Report 2002

# Opportunities

# 1. E-Commerce is the Gateway to Future Trade Growth

**Companies must find a way through it  
or  
Risk Being Left Behind**

## **2. E-Commerce is still in the Growth Phase**

**Lots of EC Applications and New  
Technologies Yet to be Exploited!**

**So, Participate in EC Development.**

### **3. Singapore will be one of the world's Global Trading Hub**

**Take Advantage of Singapore's Hub  
Position**



**Thank You**

Catalyst for Change