

**THE UNITED NATIONS COMMISSION ON SCIENCE AND TECHNOLOGY
FOR DEVELOPMENT**

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Geneva**

Contribution by

Tunisian Association for Communication and Technology

**Innovation, Research, Technology Transfer,
Entrepreneurship and Collaborative Development in
Tunisia**

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Vice-President**

The views presented here are the contributor's and do not necessarily reflect the views and the position of the United Nations or the United Nations Conference on Trade and Development



Innovation, Research, Technology Transfer, Entrepreneurship
and collaborative development in Tunisia

15th session of the CSTD
May 2012

Proximity to the major european cities



Tunisia : A Unique value proposition for Offshoring

1



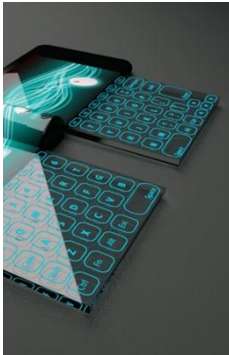
Most Competitive country in Euromed Region

4



Excellent Business Environment

2



Available High Level talents equal to European Standards

5



Excellent palmares of the Tunisian offshoring

3



World reference Infrastructure

6



Many ongoing Megaprojects representing between 2,5 and 3 million of offices

Tunisia Attractiveness based on competitiveness, innovation and Quality of life

First industrial Exporter towards the European Southern Mediterranean Countries

– Eurostat Data –

Competitiveness in the forefront of the Southern Mediterranean Countries and more competitive than twenty European countries.

– Global Competitiveness Report of the 2010-2011 World Economic Forum in Davos –

31st position in the world and first Arab and African country in terms of Innovation and Technology Transfer

– Global Competitiveness Report of the 2010-2011 World Economic Forum in Davos

First African Country in the ICT Sector

– Global Competitiveness Report of the 2010-2011 World Economic Forum in Davos

First Arab country in terms of Quality of life

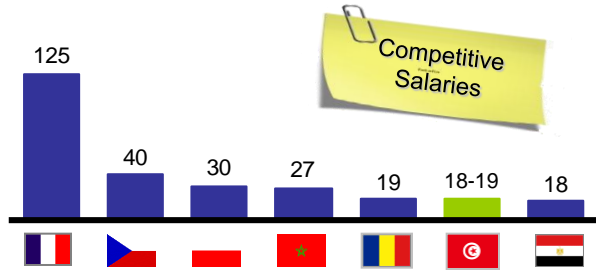
– International living, 2010–

First country for the European SMEs implementation outside Europe

– Investment Promotion Agencies of Key European partners –

Tunisia – An Added Value

Euromed Region
Cost competitiveness



Business Environment

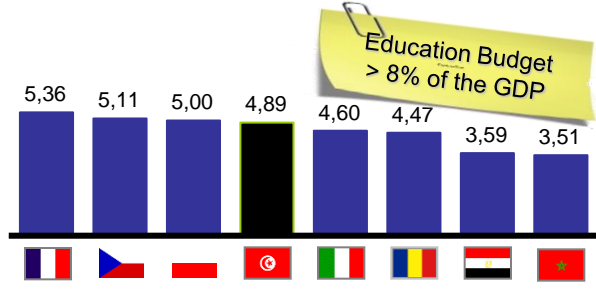


Outsourcing – One of the top Priorities

SOURCE : World Bank, 2010

85 000 + Graduates

Quality of Higher Ed: 1 = Low; 7 = High



SOURCE : Rapport sur la compétitivité mondiale, 2009

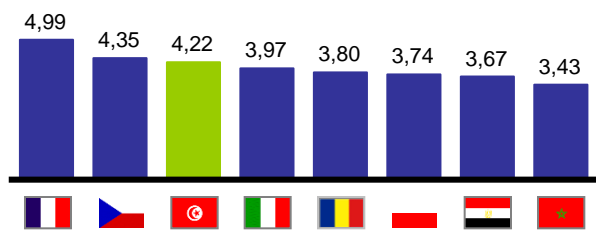
IT & Telecom Players

25 000 jobs

SOURCE : Sites Web des entreprises, 2010

Reliable Infrastructure

Network readiness index : 1 = Low; 7 = High



SOURCE : Rapport mondial sur les technologies de l'information, 2008-2009

SOURCE : Watson Wyatt 2010

Global Competitive report, 2010-2011

Competitiveness basic requirement pillars for IT Sector

Global Competiveness Ranking		
Rank	Country	Score
15	France	5,13
32	Tunisia	4,65
54	South Africa	4,32
61	Turkey	4,25
75	Morocco	4,08
76	Romania	4,16
81	Egypt.	4,00

Labor Market Efficiency		
Rank	Country	Score
60	France	4,47
76	Romania	4,32
79	Tunisia	4,26
97	South Africa	4,13
127	Turkey	3,57
130	Morocco	3.47
133	Egypt.	3.43

Annual Salary of Computer Engineers (in 1,000€)		
Country	Beginner	Senior
France	34	61
Tunisia	8	18
Hungary	11	28
Morocco	14	24

Higher Education & Training		
Rank	Country	Score
17	France	5.36
30	Tunisia	4,89
54	Romania	4,47
71	Turkey	4,04
75	South Africa	4,01
97	Egypt.	3.59
102	Morocco	3.51

Technology Readiness		
Rank	Country	Score
12	France	5.28
55	Tunisia	3,86
56	Turkey	3,85
58	Romania	3.82
75	Morocco	3.49
76	South Africa	3.48
87	Egypt.	3.32

About SunGard



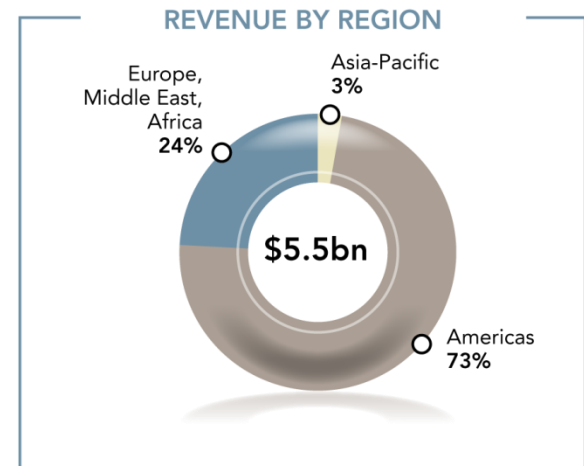
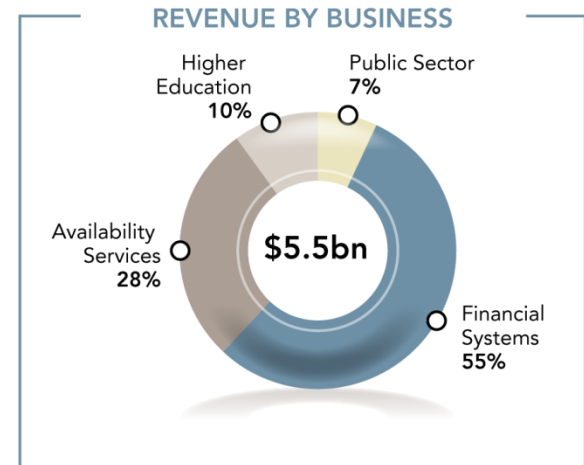
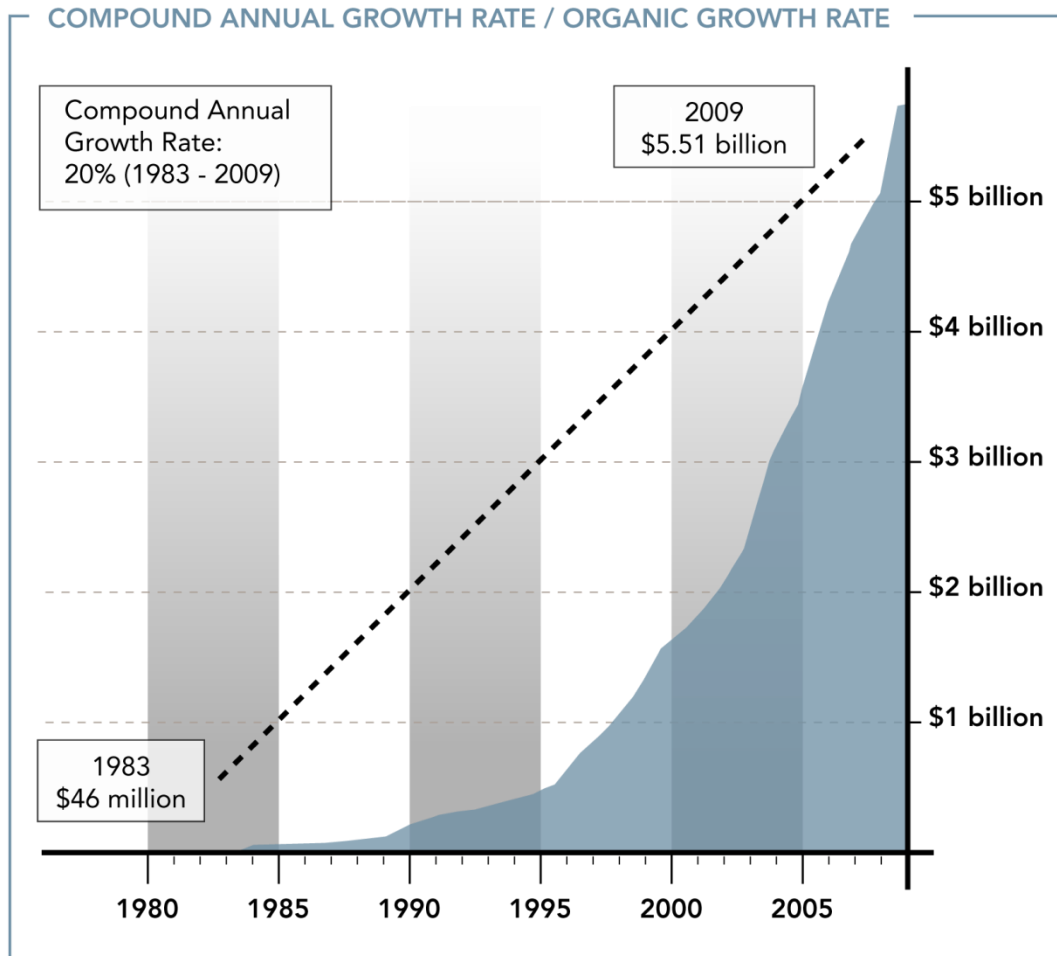
Key Facts:

- Founded in 1982
- Privately owned since 2005 LBO
- Fortune 500 company
- Growth through acquisition (170 companies in 20+ yrs)
- 20,000 + employees worldwide
- Annual Revenue of \$5 billion
- 25,000 Customers in 70 Countries
- Serves 25+ largest financial services companies
- Third largest business applications company
- Largest privately owned software organization

Key Products:

- | | | |
|---------------|---------------|------------------|
| ▪ Adaptiv | ▪ Front Arena | ▪ Mint |
| ▪ Align | ▪ GL Stream | ▪ Omni |
| ▪ Ambit | ▪ Global One | ▪ Protegent |
| ▪ Apex | ▪ Global Plus | ▪ SGN |
| ▪ APT | ▪ Infinity | ▪ Sierra |
| ▪ Asset Arena | ▪ InTrader | ▪ STeP |
| ▪ AvantGard | ▪ iWorks | ▪ Stream |
| ▪ BancWare | ▪ Kiodex | ▪ Valdi |
| ▪ Fame | ▪ Loanet | ▪ VPM |
| ▪ Fame Energy | ▪ MarketMap | ▪ Wealth Station |
| ▪ FastVal | ▪ Martini | |

Strong Track Record, Financially Stable



Where to Find us

North America



Europe



Middle East



SunGard has 20,000 employees in more than 200 cities and 30 countries.



South America



Africa

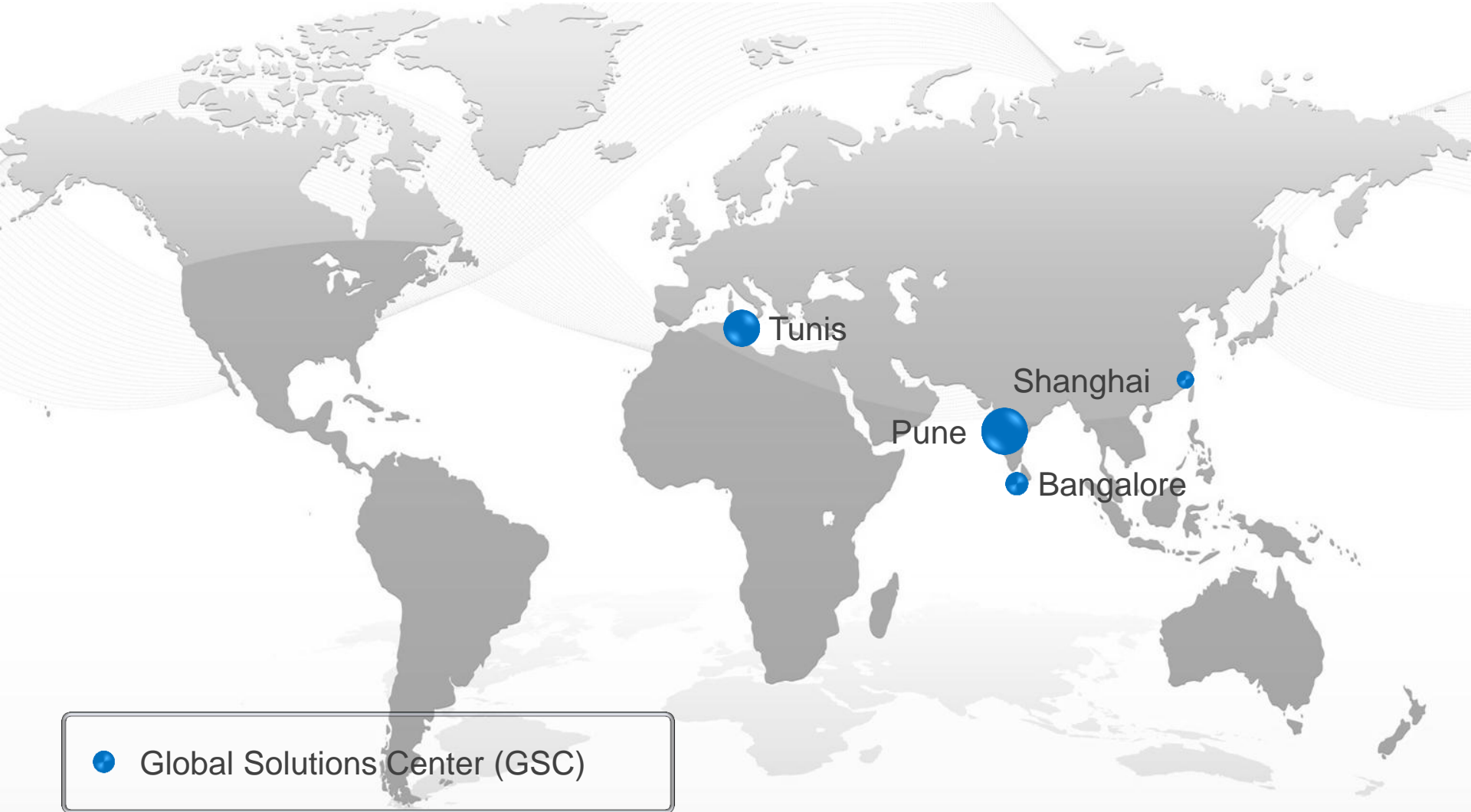


Asia Pacific



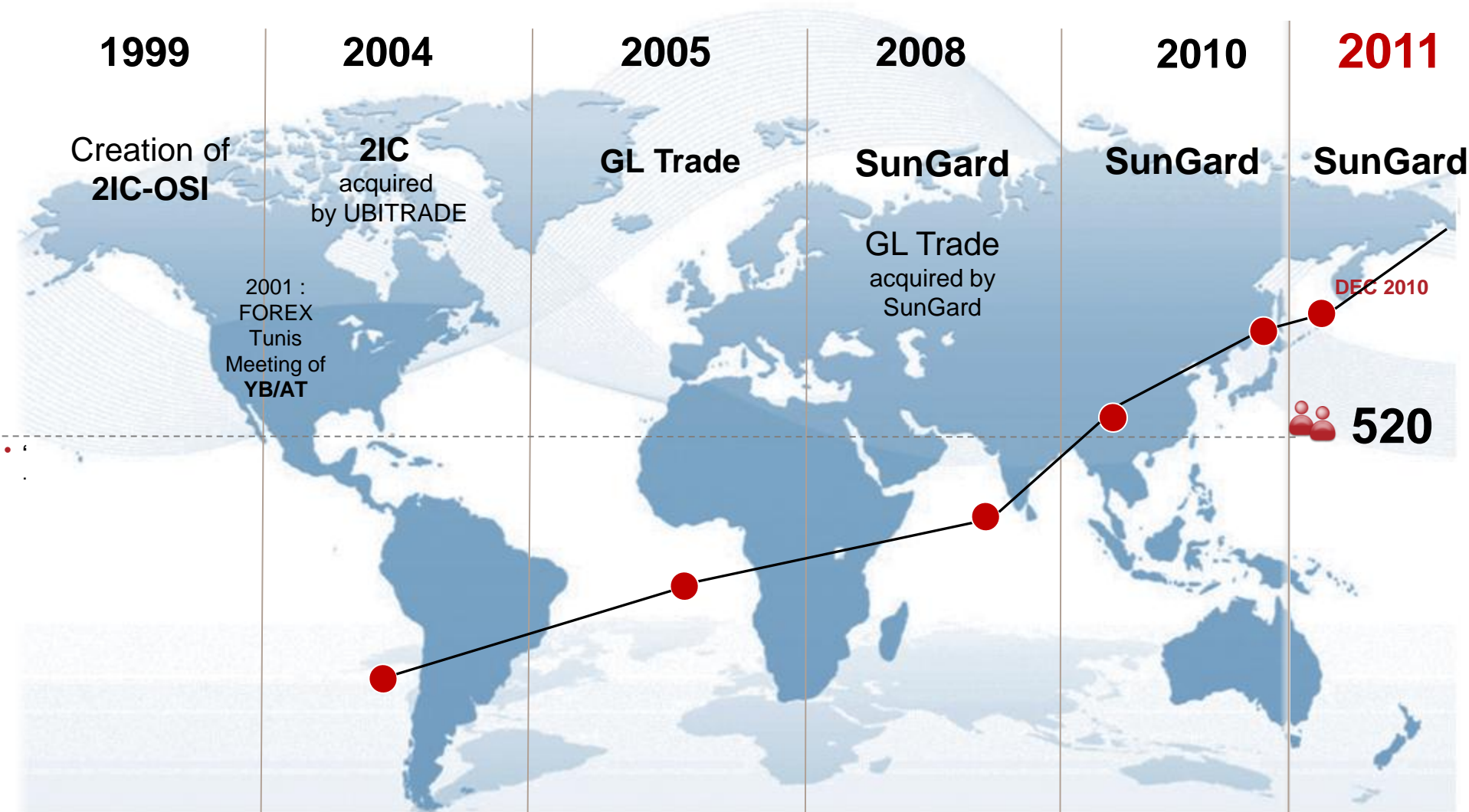
Australia & New Zealand

SunGard Global Solution Centers

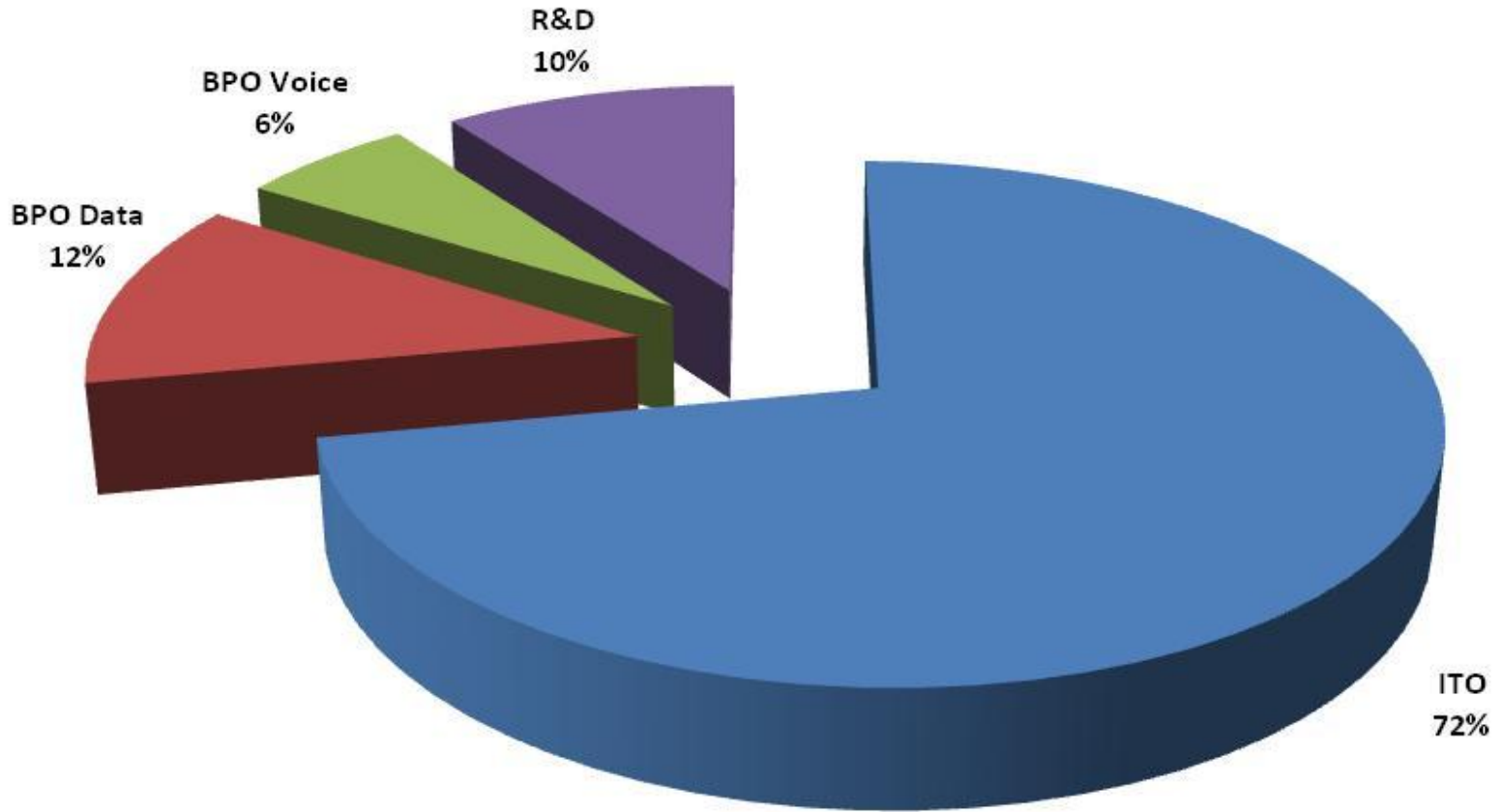


● Global Solutions Center (GSC)

SunGard Tunisia Track Record: a Series of Acquisitions



Our Skills



SunGard Contribution in Tunisia

- High educated employment with a significant growth over the last 5 years
- Large diversity in career tracks
 - R&D, ITO, AMS, IMS, BPO
 - Finance : Capital Markets, Asset Management, Banking, Trading, Wealth Management, Insurance
- Rich Talent Development program
 - Soft Skill, Finance, Management,
- BVMT is using SunGard technology
- IHEC and many other universities are including SunGard solutions in their educational program
- Raising the thresholds in terms of infrastructure standards (Telecom-SLA, Level A+ standard for buildings)
- The SunGard signed MOU with the government as a basis of a new Offshore Incentive Law (presented to the ANC)
- TACT Initiative

- TACT was created by a group of offshoring stakeholders in Tunisia, following “*Jasmine Revolution*” that was carried out by youth, largely university graduates though unemployed.
- TACT members are well established companies in the Tunisian environment, and represent over 50% of total employees in offshoring industry in Tunisia
- TACT main objective is to become the Tunisian «NASSCOM» and promote Tunisia to become the «Mediterranean Bangalore»

Ambitious Goals

- Promote Tunisia as ICT nearshore destination
- Build a strong resource base for the Government in order to consolidate Tunisia's competitiveness in this field
- Provide assistance to major global players in the sector to relocate to Tunisia.

Besides the Tunisian Government efforts through its Ministries and agencies, TACT has listed some **practical actions** that requested voluntarism from present players to :

- Ease understanding of various mechanisms already existing
- Develop the “talent pool” by anticipating next skills demand of any potential investor
- Establish a friendly meeting table for experience exchange and management interactions

Government Agreement

In collaboration with the Tunisian Gov, TACT members developed a protocol which aims to formalize the main terms and conditions of a Value Proposition for **ICT investor in Tunisia**, and the support provided by the Tunisian State in terms of incentives.

The commitments for investors will bring together:

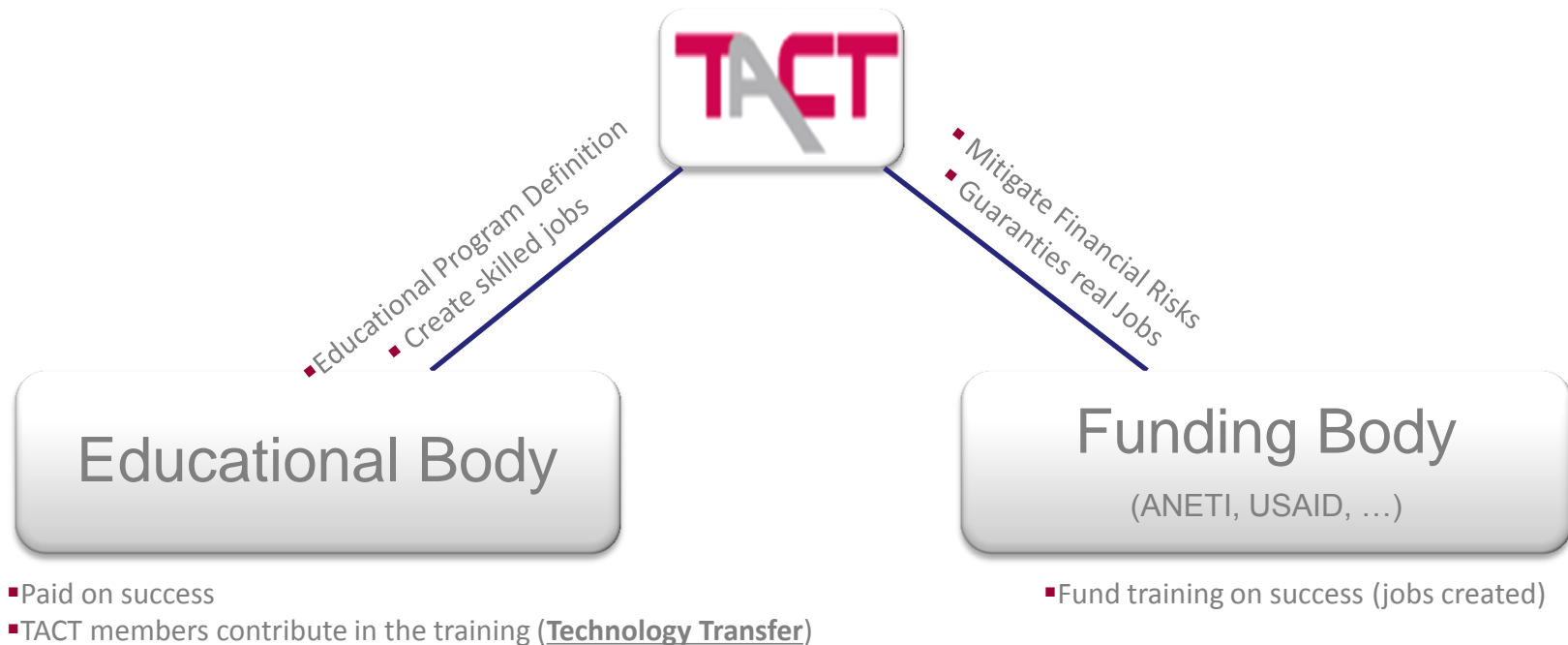
- Dedicated Services for regulators
- Infrastructure
- Telecommunications
- Training and employment aid
- Support for certification

TACT Academy

(Offshore Ready Label)

TACT Members & Partners

- Meet companies expectations in skills and certified competencies (HC,Skills)
- Commitment to recruit successful candidates



TACT Academy

- ✓ TACT Academy aims at providing pre-employment trainings for around **10000** unemployed graduates (ICT Technicians, ICT Engineers, candidates having Master degrees in computer Science and others) in the coming 5 years
- ✓ The training at TACT Academy lasts **10 months** (6 months in training and 4 months as intership). It culminates in several certifications:



- ✓ Ensure the recruitment of these trained graduates in the affiliated companies

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