Demand Side Innovation Policies

Creation of Local IT Technical Capacities through the use of Public Procurement & Others

A Sri Lankan Perspective

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Reshan Dewapura
CEO, ICT Agency of Sri Lanka

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Sri Lanka

Land Area:	*65,610 Sq. Km*
Population:	*20,300,000*
GDP/capita:	*US$ 3000 +*
Currency:	*Sri Lankan Rupee*
Time Zone:	*GMT +5:30*
Languages:	*Sinhala, Tamil, English*
Capital:	*Colombo (Commercial)* *Sri Jayawardenepura (Admin)*
Exports:	*Garments, Tea, Gems,* *Rubber, Tourism, IT/BPO*
Administration:	*9 Provinces, 25 Districts,* *325 Divisional Secretariats*
Telephone:	*125% penetration*
Internet :	*6 million users*
Broadband:	*1.75 million connections*

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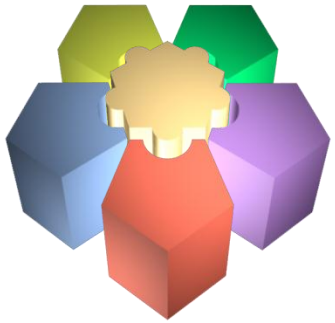
e-Sri Lanka – The Vision

" Take the dividends of ICT

- to every village,
- to every citizen,
- to every business and also
- transform the way government think and works "



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e-Sri Lanka

An Integrated e-Development Model

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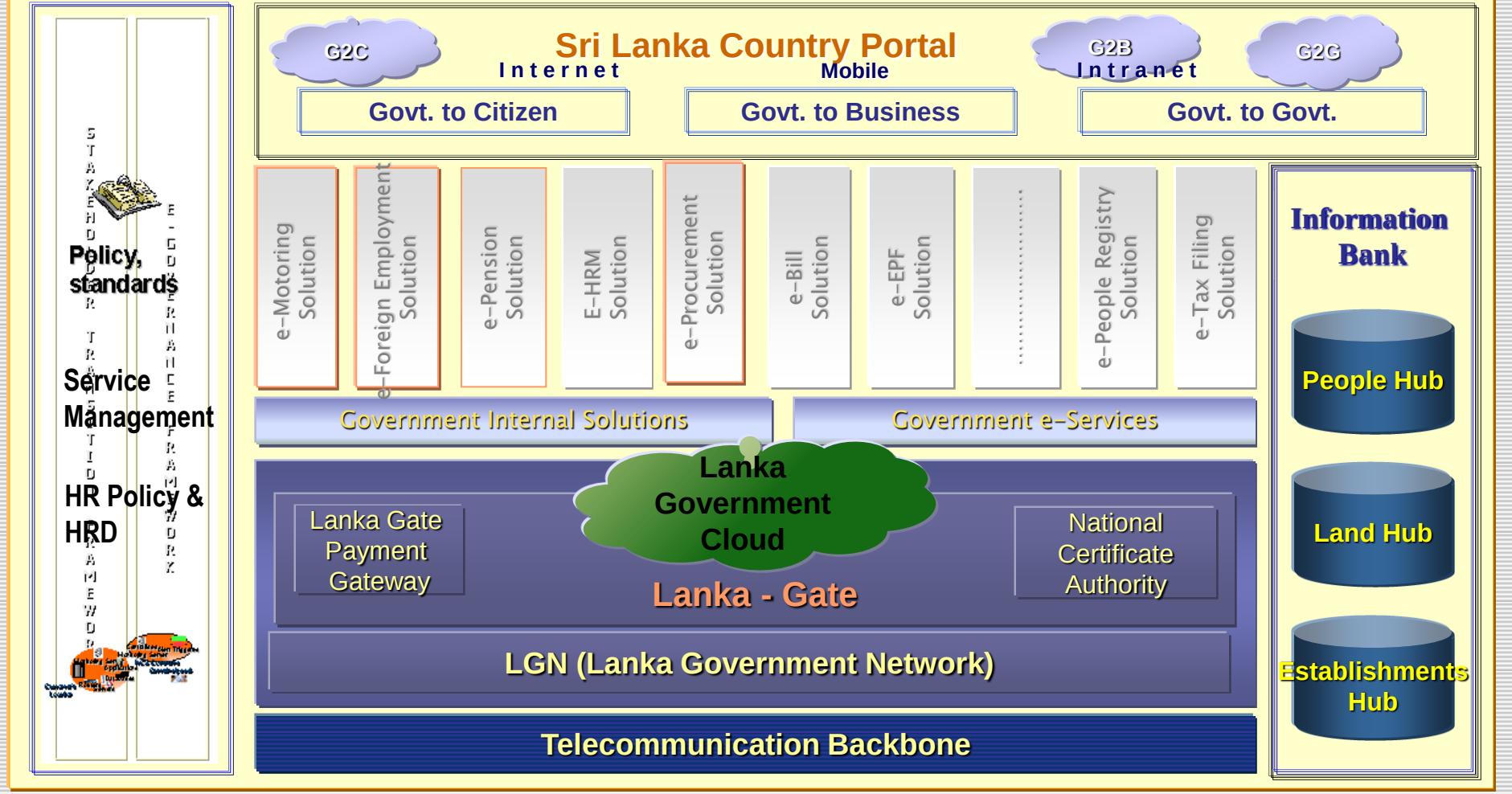
e-Government



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Demand Side Innovation Activities

Local ICT Industry Development & Technical Capacity Building

1. Public Procurement Process
2. National Enterprise Architecture
3. Societal Applications & Content

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1. Public Procurement Process

- Process used
  - World Bank Guide-lines
  - GoSL: NPA Guide-lines
  - Development of IS Procurement Documents
- Transparent Process
  - Procurement Information on Web-site
  - Transparent Bid-Openings, Bid Clarifications
  - Strictly no deviation from basic guide-lines
- Number of Contracts signed - 1029
  - Local Firms - 997 (96.9%)
  - Foreign Firms - 32 (3.1%)

1. Public Procurement Process

- Opportunities for Local Industry
  - Domestic Preference
  - Creation of JVs with Foreign principals
  - Prospects for Large Established Entities as well as SMEs
- Technology Standards
  - Technology Agnostic & permitting FOSS & Open Standards
  - Clearly documented Technology Data Standards
  - Turnkey Solutions, Modular approach and Resource Augmentation
  - Agile Development & Quality Assurance
- Industry Education
  - Procurement Workshops for ICT Industry – 6 Workshops held

2. National Enterprise Architecture

- Lanka Gate – Government e-Service Delivery Platform
  - Service Oriented Architecture
  - Based on Open Standards
  - APIs for plugging services / applications
  - Availability of Common Services
    - Payment Gateway
    - Identity Management
    - Access to Databases / Registries

- LIFe – Lanka Interoperability Framework
  - Stakeholder agreed common Data Standards for each domain

3. Societal Applications & Content

- Community Assistance Project (CAP) Grants
  - Grants to CBOs for ICT based solutions to everyday problems
  - 151 Grants awarded
- Partnership Assistance Project (PAP) Grants
  - Grants to public or private entity, entrepreneur or NGO to develop ICT applications benefitting multiple communities
  - 35 Grants awarded
- Replication & Sustainability Assistance Project Grants
  - Grants to replicate and sustain successful CAP & PAP projects
  - 59 Grants awarded

245 Projects – over 75,000 people benefitting every month

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3. Societal Applications & Content

- Sample of Projects
  - Wiki-Goviya: Agriculture e-learning system
  - e-Farms: e-Learning content for value addition to produce
  - Crop price tracker for farmers
  - HHIMS: Hospital Health Info Management System
  - Fishing Lanka: Information to fisherman via SMS
  - Sri Lanka Jobs Net: On-line job bank for rural societies
  - ViduNena: e-Learning system for A/L science students
  - Rural BPO's: Serving blue chip companies
  - SME Portal for small businesses
  - Happy Life: Sexual & Reproductive Health Info system
  - A day in the life of the Jethawanaramaya Monastery
  - Bhasha Guru – Language Learning & Translation tool

3. Societal Applications & Content

Economic Impact:

- Access to Market Prices / Agri. Information
- Access to Marine / Weather Information
- Access to Employment Opportunities
- Access to Additional Educational Opportunities
- Access to Business Opportunities
- Access to Communication Opportunities
- Availability & Usage of Mobile Money

Social Impact:

- Equal Opportunities (Urban v Rural)
- Access to Health Care Services
- Access to Comms Opportunities
- Access to Educational Opportunities
- Removal of Traditional Barriers
- Uplifting the Quality of Life / Poverty Reduction
- Benefits to disadvantaged communities
- Benefits to differently-abled communities
- Solutions to societal problems
- Conflict avoidance (access to info)

Support Activities for Better Results

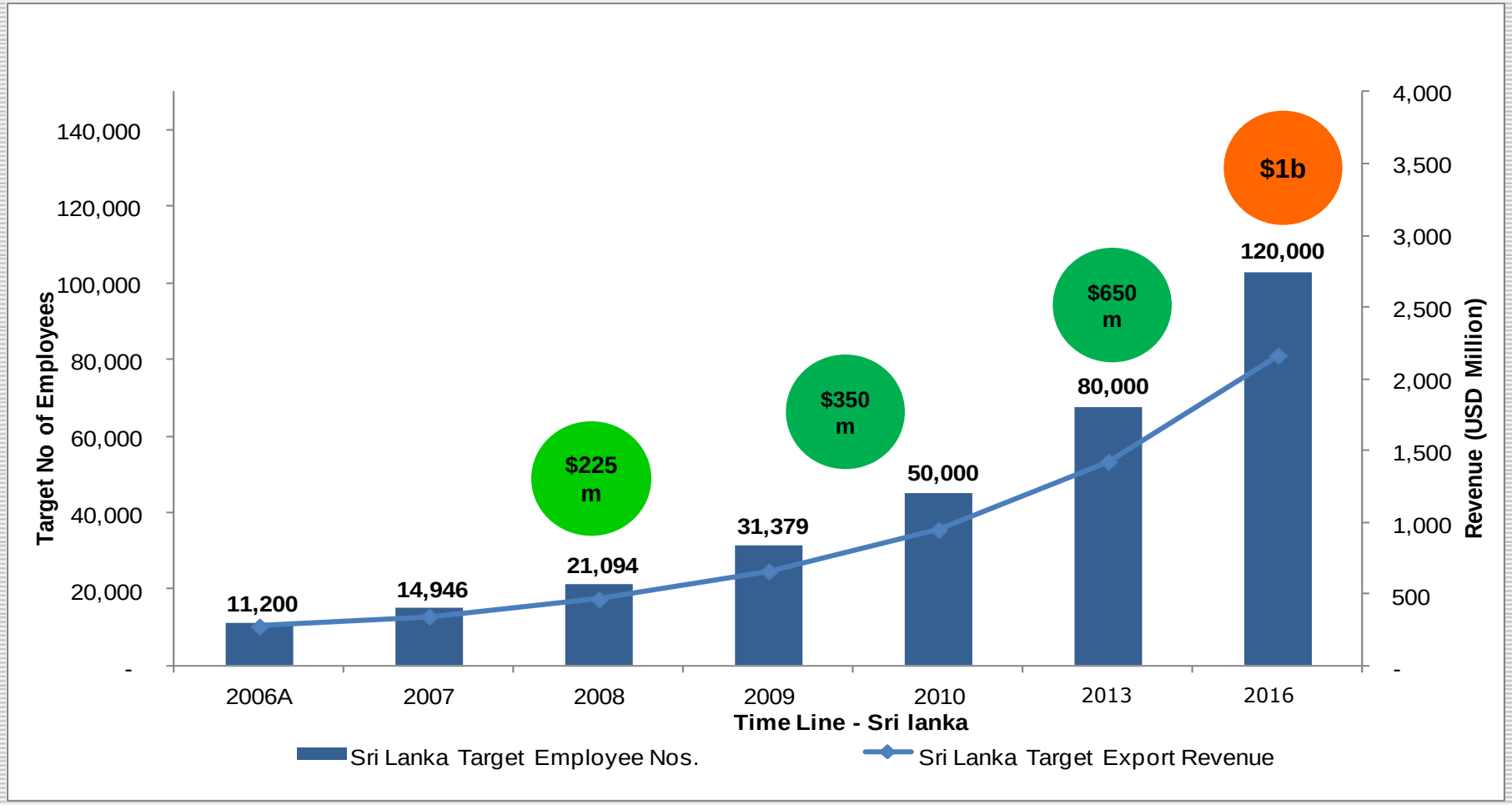
- Conducting of Quarterly Private Sector Forums

- Quality Certification of Local IT Industry Companies
- Capacity Building of IT Industry resources
- Project Management Capability Improvement
- Promoting IT/ITeS as new-age career among youth/students

- Spiralation program – Incubator for new start-ups
- Breeding of Small & Medium IT Enterprises

- Encouraging e-Content (& m-Content) Development
- National contest, awards and recognition
- Enabling e-Content eco-system
- Hosting South Asia Mobile Content conferences

IT/ITeS Industry Development



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Thank You

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