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# **The Internet And Networks In Asia: Accelerating Wealth Generation**

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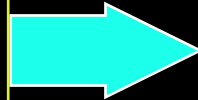
**President**

**Oracle Asia Pacific**

# Managing A Crisis: What You Need....



- **Market Dynamics**
  - Regional Economic/Market Swings
  - Governmental Counter Measures
  - Customer/Market Condition
  - Competition
  - Business Strategies
- **People**
- **Funds**
- **Technology**



***INFORMATION***



***SKILLS***



***CAPITAL***



***TOOLS***

# Getting The Desired Results Out Of IT: An Equation



**People (Information X Technology)**

----- = **Desired Result**  
**Time (Costs X Implementation)**

# In Better Times.....



**People (Information X Technology)**  
-----  
**Time (Costs X Implementation)**

**= Desired Result**

Diagram illustrating the relationship between inputs and the desired result:

- People (Information X Technology)** (Top input)
- Time (Costs X Implementation)** (Bottom input)
- = Desired Result** (Output)

Three blue arrows point upwards towards the equals sign and the result, indicating that both inputs contribute to the desired result.

# The Risk In Bad Times...



**People (Information X Technology)**

----- = **Desired Result**

**Time (Costs X Implementation)**



# Asia & Its Need For Internet Computing



- **Lower Cost Computing Model**
- **Reducing Complexity**
- **Adding Professionalism**
- **Better Control, Better Information, Better Processes**

# Asia Inc. On The Internet And Asia



- Internet Growth in Asia defies the economic crisis.
- **Registered Users:**
  - China topped 1.1 million
  - Hong Kong and Malaysia each will double this year to 400,000
  - Singapore, India and Thailand should each double to 200,000.
- But ISPs pay U.S. dollars to lease lines into the US.
- Interactive TV To Drive E-Commerce in Asia.



# Asia's Leading IT Trends Are Network-Dependent



- **Customer Care**
  - Call Centre & Computer Telephony
- **Electronic Commerce**
  - Supply Chain
- **Enterprise Resources Planning**
  - **Financial Management**
  - Business Intelligence/Knowledge Management
  - Self Service
- **Information Management**
  - Internet Computing
- **Y2K & EURO**

# Y2K -- Another Major Crisis?



- 25% of companies around the world have not started Y2K Compliance
- Companies encounter unexpected Y2K problems
- Y2K issue to disrupt food-supply chain
- **Power companies blackout on Y2K**
- Large enterprises Y2K far from complete
- US Dept Of Health to spend \$290m on Y2K
- Pentagon to spend \$2.9b on Y2K
- **ATM/Tellers stop dispensing CASH!!!**

# Oracle's Commitment To Asia Pacific



- **Oracle is 100% committed to the Asia-Pacific region for the long term**
- **Continued R&D investment**
  - India and Australia
- **Active in support of AP Governments**
- **Promote Internet Computing Across Asia Pacific**



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