

# **Asia-Pacific Information Technology Summit**

**Electronic Commerce**

**Pacific Business Applications**

Fred Li,

CEO, The Vanguard Information Group

**20 November, 1998, Santa Clara, CA.**

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# **Electronic Commerce-Center of Attention**

**Searching the Web sites, we have:**

**Excite                    424,690**

**Infoseek                302,744                hits for “ E. C.”**

**Alta Vista              236,954**

**As compared with “Information Superhighway”**

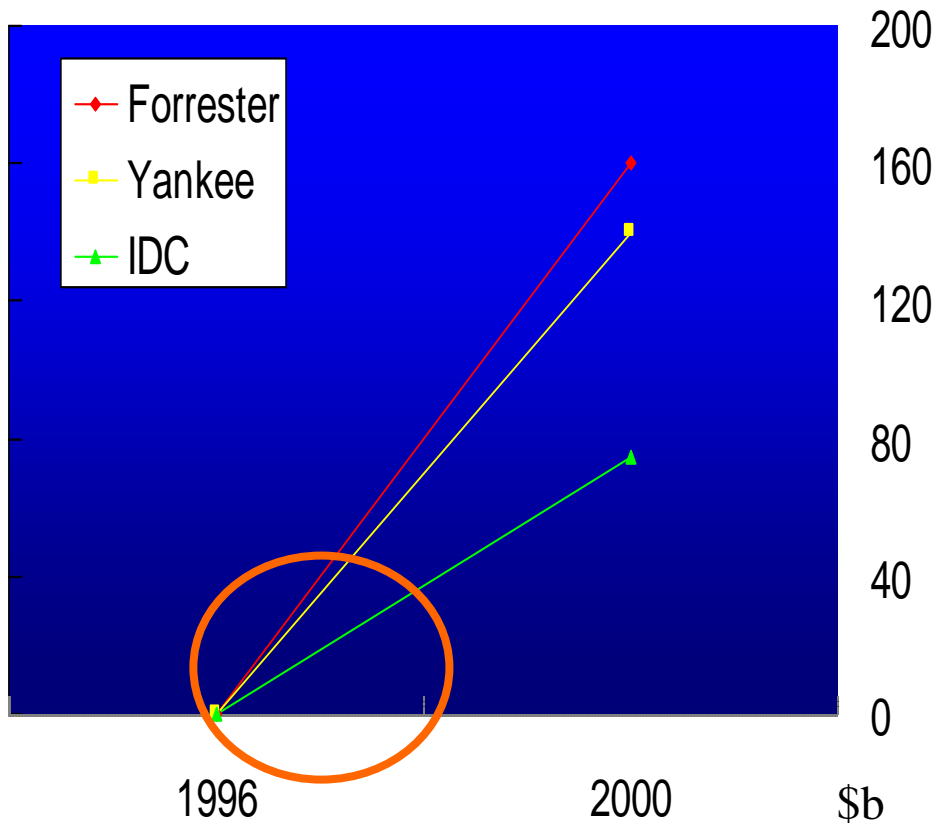
**Excite                    26,060                hits**

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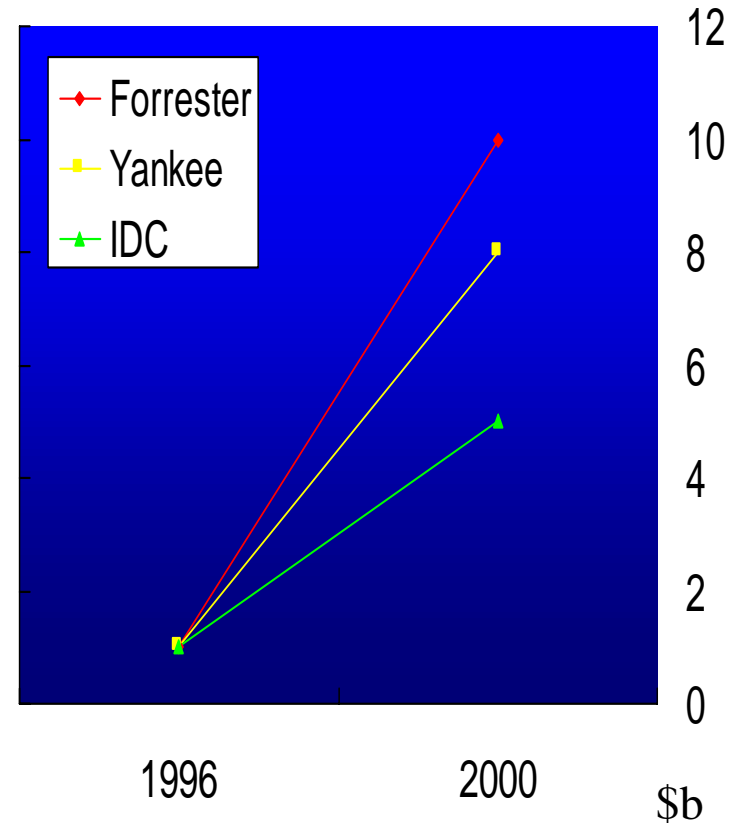
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# Forecast on Market Trend

## B2B EC Transaction Value

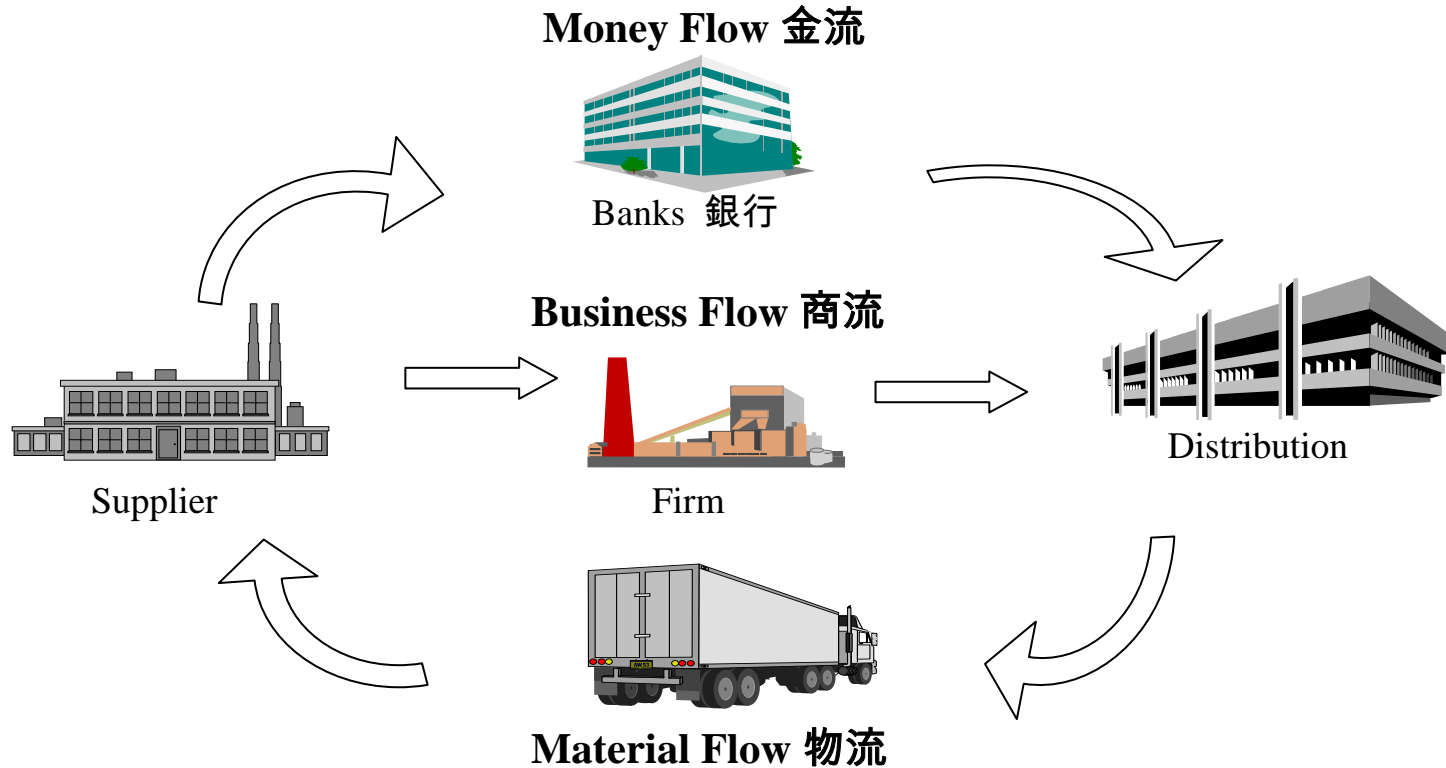


## B2C EC Transaction Value



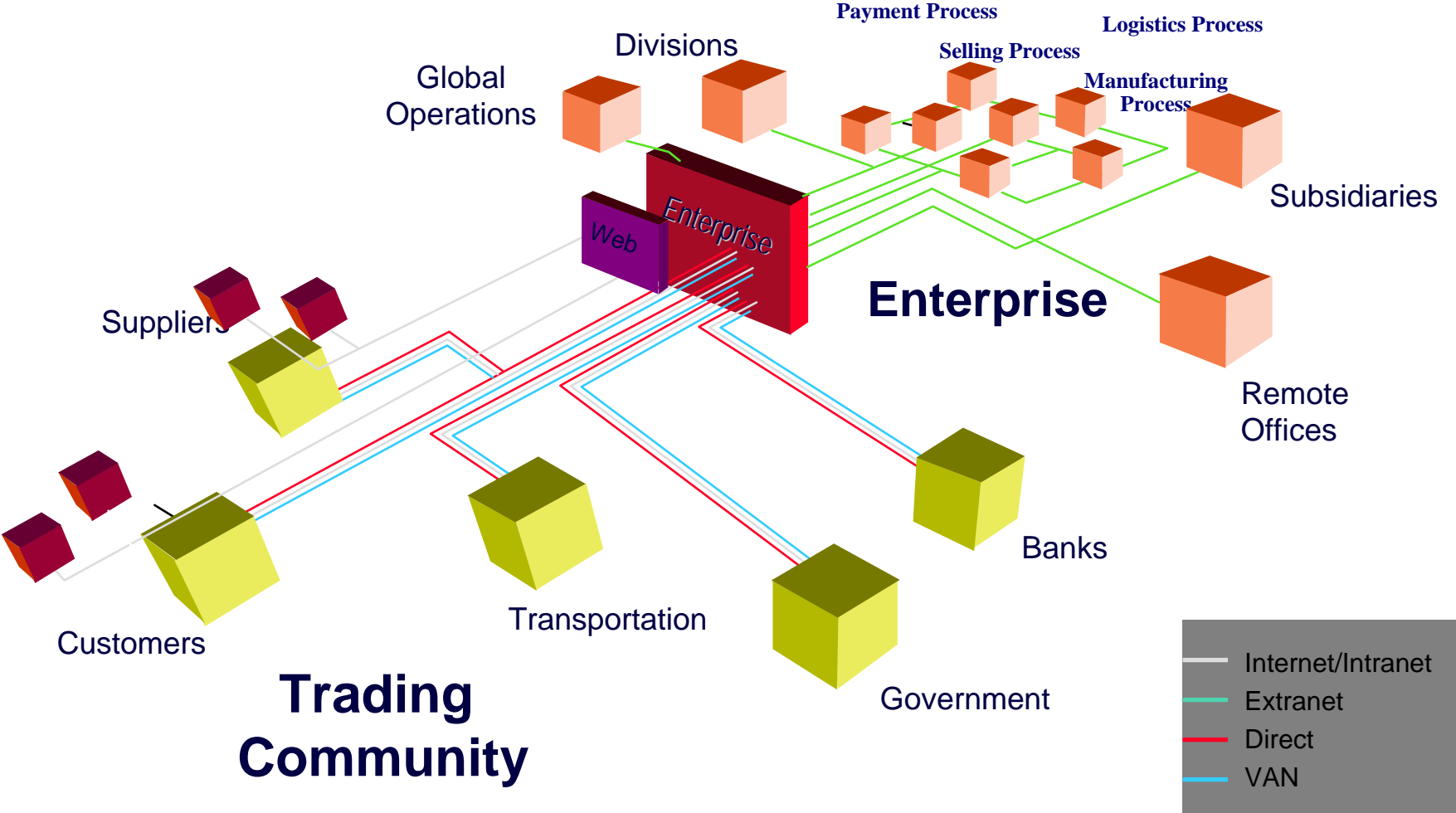
Source: The Economist, May 10th, 1997

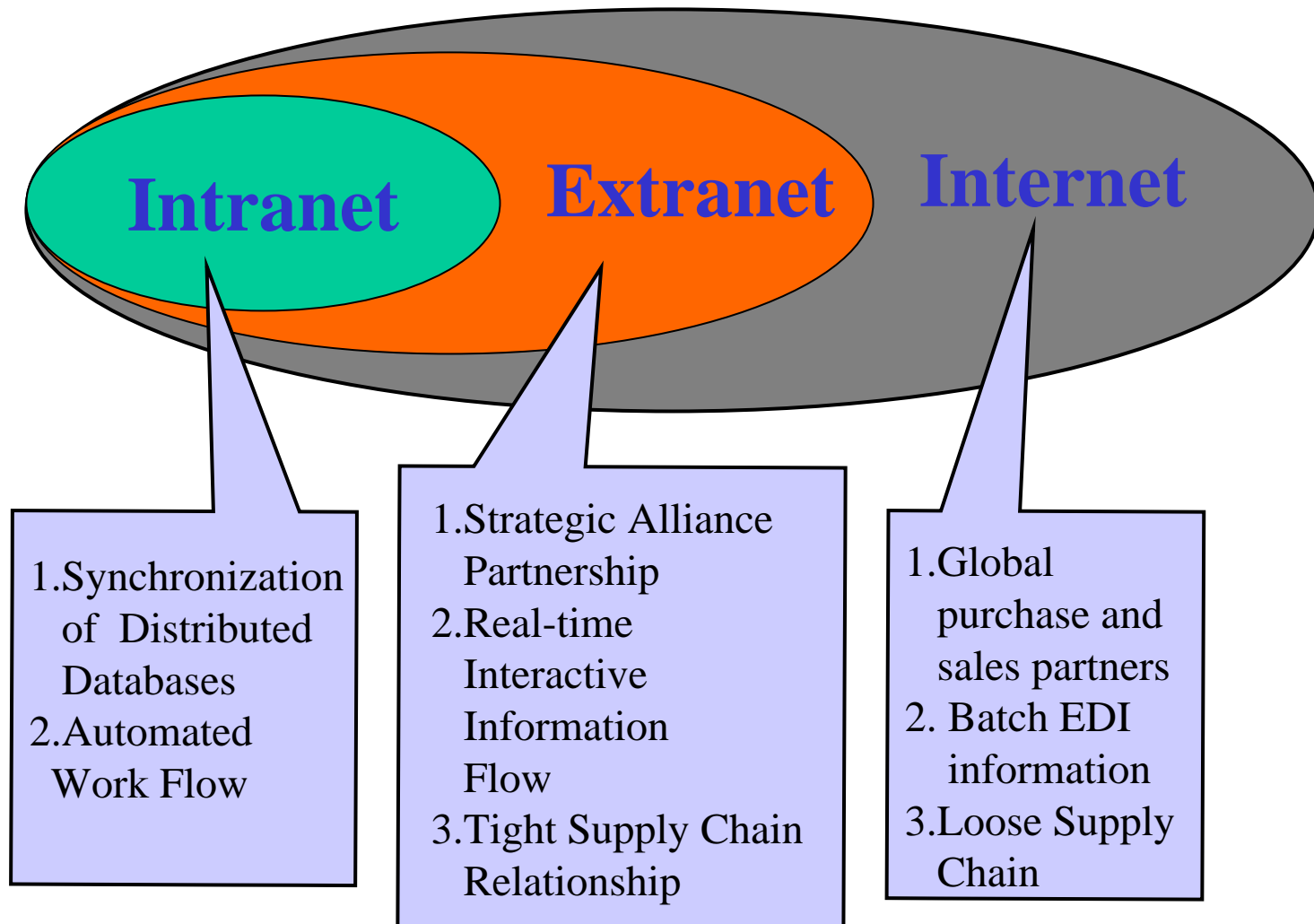
A view from Taiwan: Commerce is the interwoven flows of business, material (merchandise), money anchored upon information flow:



**Information Flow, 資訊流**

# E Commerce: Digital Information Flow





## **High-Tech Manufacturing**

### **The Challenge: Competing against Time**

- 1. Zero-Lead-Time Manufacturing**
- 2. Replacement of Inventory (Material) with Information (bytes).**
- 3. Accelerated Capital Turn-Around.**

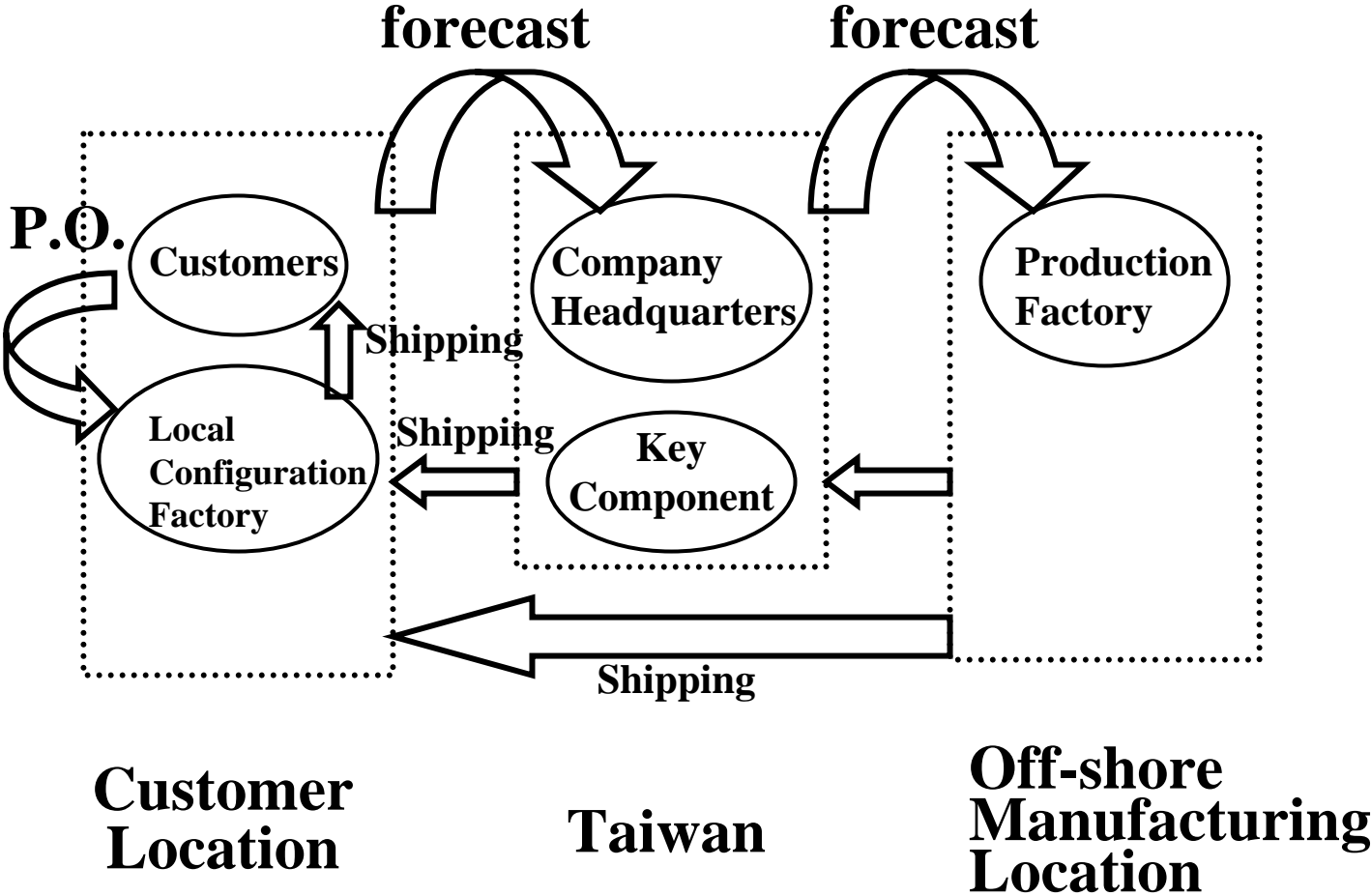
### **The Answer: New Business Model**

- 1. Build To Order (BTO)**
- 2. Configure To Order (CTO)**
- 3. Vendor Managed Inventory (VMI)**

**The Foundation: Electronic Commerce-Digital Information Flow Management for the Entire Value Chain.**

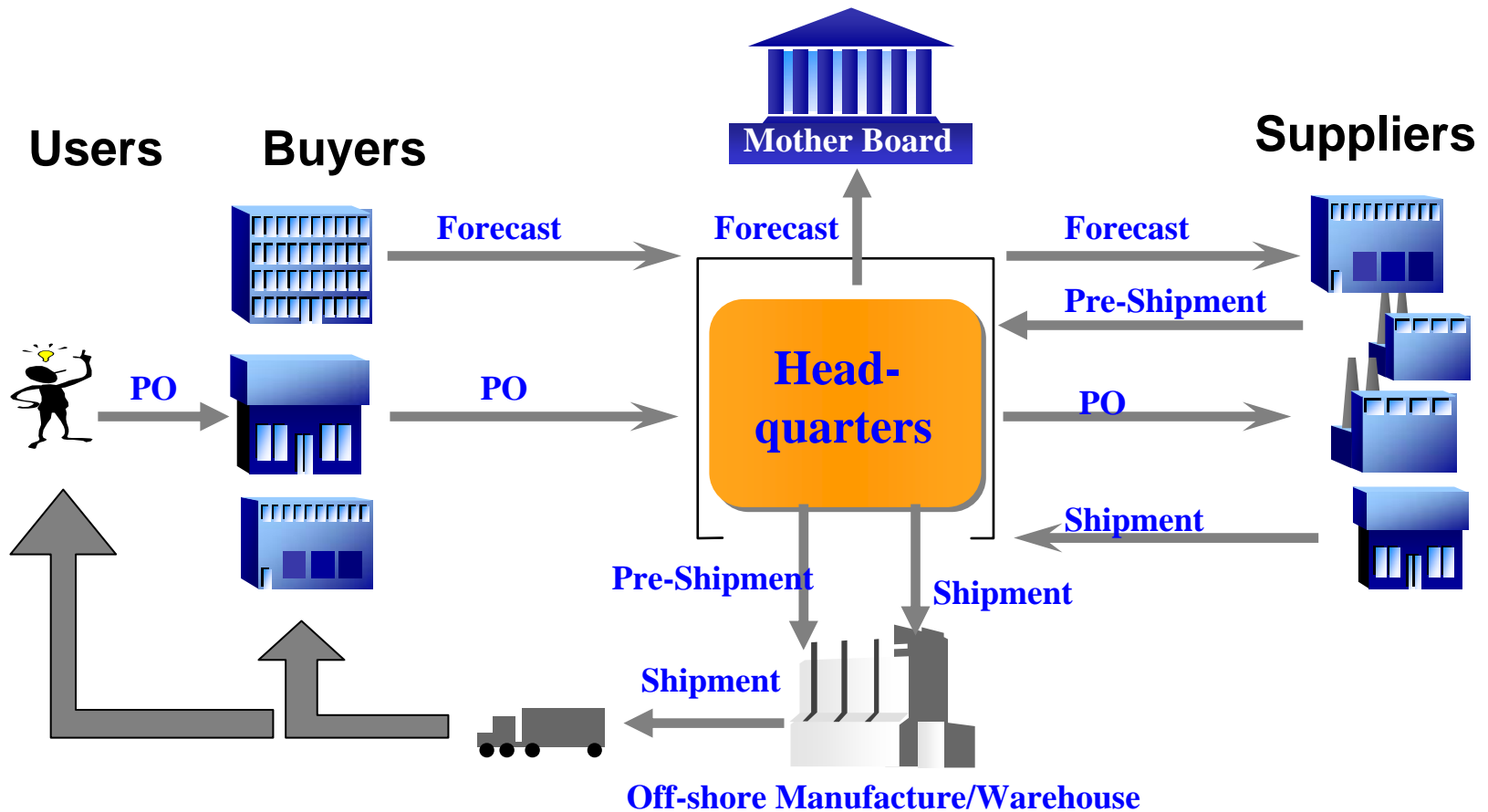
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# Taiwan Manufacturing Logistics Globalized

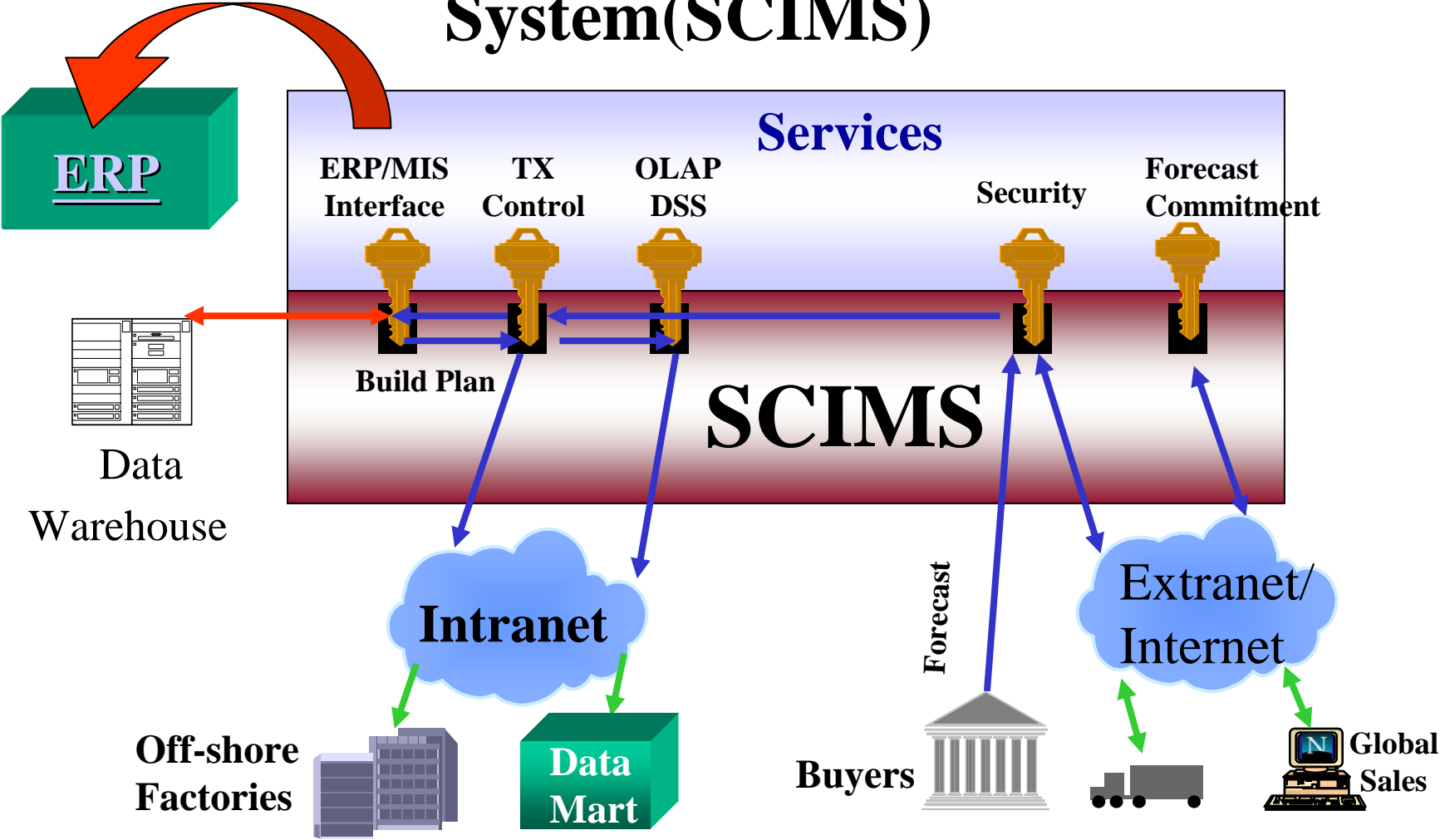




# Supply Chain Management



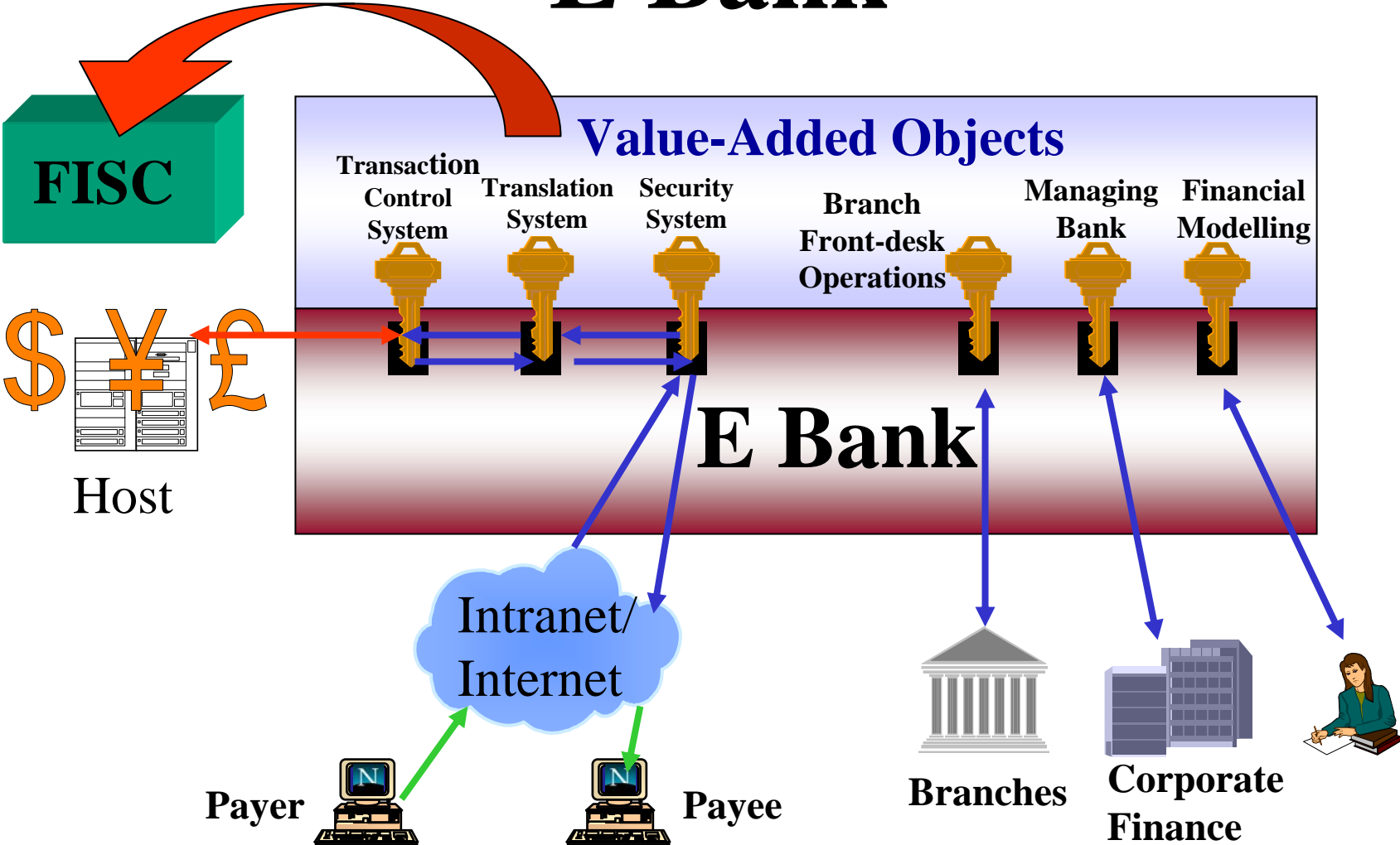
# Supply Chain Information Management System(SCIMS)



## **Banks Face New Challenges**

- Costs to provide services: Branch/Network Bank=107/1 (E&Y)
  - In Taiwan too many branches: 3500 people/branch  
Averages: 5000 people/branch
  - Digital transaction is on the increase 1995 14%, 2005 24 %  
( Price Waterhouse)
  - Electronic payment system EFT/FEDI is implemented in Taiwan(FISC) and is required by the regulator.
  - Non-bank competition, e.g., Microsoft.
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# E Bank



# **E Commerce in Asia**

- ★ **Multilingual**
  - ★ **Culturally localized**
  - ★ **Globally integrated**
  - ★ **Service oriented**
  - ★ **Cross-border transactions**
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# Q & A

# Business-to-Business Scenario

