



SURVIVING THE DOWNTURN:

GROWING INTERNALLY
GENERATED REVENUE
USING ICT AS AN ENABLER

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1

In this Presentation

- Global Meltdown and Nigeria
- Sources of IGR
- ICT as an Enabler
- Benefits
- Sample Application of ICT
- Innovations
- Next Steps

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2

The Global Meltdown

- The collapse of a global housing bubble which peaked in the U.S. in 2006, caused the values of securities tied to housing prices to plummet thereafter, damaging financial institutions globally
- International Credit crunch ensued as a consequence of the collapse of the key banking industry players
- Stock Market Crashes internationally

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3

NIGERIA

- In Nigeria the economic down turn was primarily as a result of the fall in oil revenue dues to:
 - Price of oil internationally dropped from an all time high of over US\$145 to as low as \$37
 - Niger Delta crisis affected production of oil
- States allocation from the federation account dropped as a result of the reduction of oil revenue
- Access to credit has also been adversely affected due to the recent banking reform currently being undertaken
- Derivation /revenue sharing constantly changing e.g. Cross River State
- Stock market collapse as a result of withdrawal of GDRs by International investors and margin lending

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4

SOURCES

Each State must know its current assets as well as its potential. These must be optimised.

Sources that require optimisation include:

- Markets, motor parks, schools hospitals
- Sanitation/Refuse collection services
- Taxes, Levies and Fees
- Penalties
- Permits
- Tolls
- Registrations and Civic Services

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5

Why Use ICT?

- More inclusive
- Enhanced services
- Transparency
- Accountability
- Speed
 - Real time transactions
 - Available 24x7x365

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6

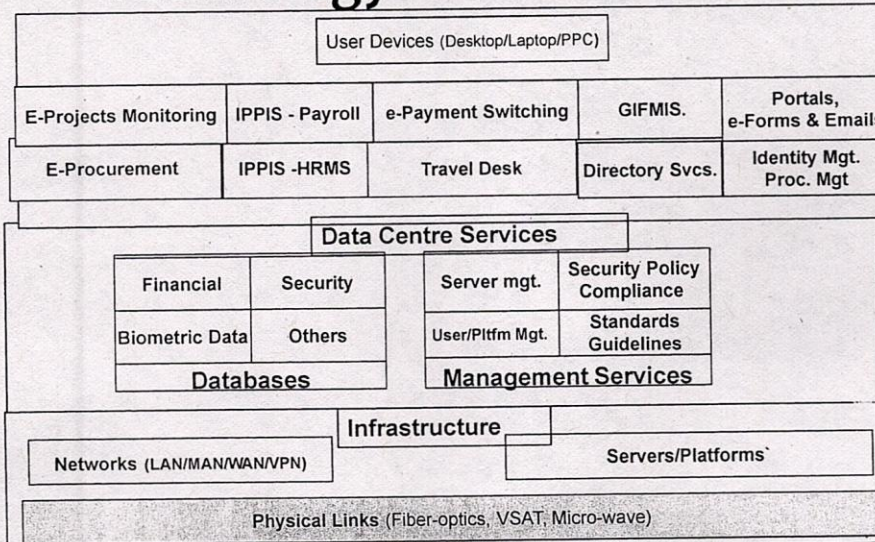
ICT as an Enabler

Phases	Examples	Enabling Technology
Revenue Generation	<ul style="list-style-type: none"> •Taxation •Delivery of Public/Social Services •Duties, Permits and other Regulatory Charges •Other Accelerated Revenue Generation Initiatives 	<ul style="list-style-type: none"> •RFID Technology – (Automated Refuse Clearing, Vehicle Tracking, Parking permits and ticketing etc.,) •Access Control Systems •Card Systems •Online Forms •Online systems
Revenue Capture	<ul style="list-style-type: none"> •Billing and Collections •Direct Debit •Denial Management 	<ul style="list-style-type: none"> •E-Payment/M-payment/Online payment •Billing Systems •Point of Sale Terminals •Card systems/SmartCard •Identity Management
Revenue Administration	<ul style="list-style-type: none"> •Accounting •Monitoring •Reporting and Records Management •Transparency management 	<ul style="list-style-type: none"> •Records management •Database technology •PKI Technology •Connectivity Technology •Computing Technology

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7

Technology Architecture



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Sample Applications of ICT

- **Mobile Money**

Allows cash to travel as quickly as a text message. Mobile-money services allow transfer of money via mobile phones. People in rural areas that do not normally have access to banks or online services can pay for utilities, taxes, fines etc through their phones

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9

Sample Application of ICT

- **Eliminate Ghost Workers**

LASG saves N200m monthly
Generates N13bn monthly from taxes

- **RFID**

Refuse collection

- ✓ Radio frequency identification (RFID) tags are installed on recycling bins, which enable them to be scanned and linked to the coordinating address.
- ✓ The recycling pickup trucks are retrofitted with a mechanical arm that includes a scale and bar code/RFID scanner. - *Ghana*

Parking Management (RFID)

- ✓ Check-ins and check-outs will be handled in a fast manner without having to stop the cars so that traffic jam problem will be avoided during these processes.
- ✓ Vehicle owners will not have to make any payments at each check-out thus a faster traffic flow will be possible.
- ✓ Since there won't be any waiting during check-ins and check-outs the formation of emission gas as a result of such waiting will be avoided.
- ✓ RFID Parking Management system can also be used to gather car information to enable vehicle management to be more efficient and safe.
- ✓ States can collect their revenue upfront

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10

Sample Application of ICT

- **Market rates (POS/PREPAID CARDS) – Ghana**
Shop owners are able to pay their tenement rates using prepaid cards, point of sale terminals and even mobile phones using an e-payment platform
- **Chile's experience with e-procurement**
Has made business opportunities with the Chilean Government more transparent, reduced firms' transaction costs, increased opportunities for feedback and cooperation between firms and public agencies, and sharply reduced opportunities for corruption.

Innovations

Technology	Innovation	Benefits
Data Centres Infrastructure and Operations	<ul style="list-style-type: none"> • Provided as Shared Infrastructure and Services. • Data Centres Deployed in 6 Geo-Political Zones and Connected by Optic fibre and VSAT information 	<ul style="list-style-type: none"> • Affordability – Reduced costs of services • Sustainability – Reduced CO₂ Operations • Security • Interoperability • Technical capacity • Disaster Recovery – and Business continuity • Reliability • Better Administration • Transparency
Network Connectivity	<ul style="list-style-type: none"> • Single Unified Network Infrastructure • Consistent and Reliable Service • Network Security 	
Websites, E-Payment, Online Forms, e-Signature, Electronic Purse, Smartcards	<ul style="list-style-type: none"> • Online presence for investments promotions and attracting investments 	<ul style="list-style-type: none"> • Agility • Security • Ease of use

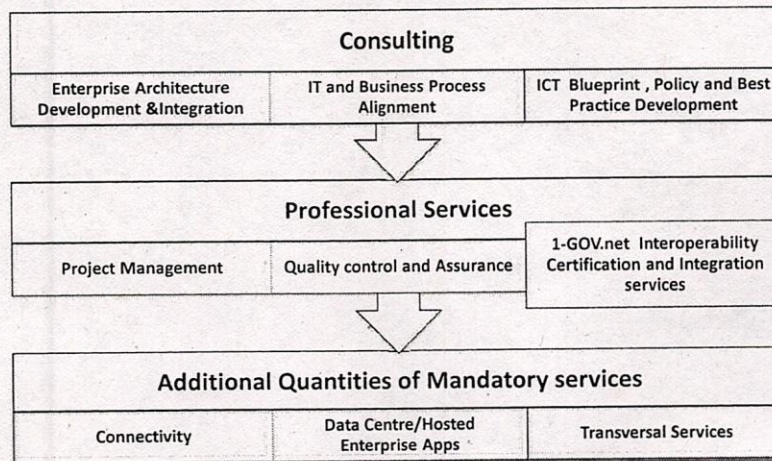
Challenges faced in the procurement and utilization of basic ICT services

- Utilization and Cost inefficiencies
- Inconsistent services
- Poor quality and reliability
- Lack of adequate support: 'Deploy-and-go'
- Lack of standards to drive inter-operability of systems
- Disparate Platforms
- Lack of Information Security

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13

Next Steps



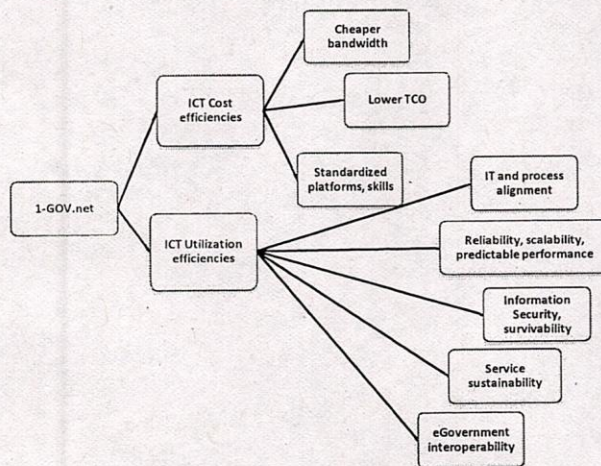
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14

Next Steps

1. PPP
2. DIRECT
3. GO WITH GALAXY

1-GOV.net services will provide the following benefits



Thank You