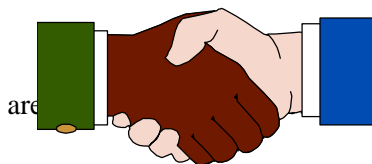


# **THE NEW ECONOMY AND WALLER COUNTY COMMUNITY EMPOWERMENT AND ENHANCEMENT THROUGH E-COMMERCE (CEETEC)**

*A Partnership to Build Wealth in the Community and the State of Texas*



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**August 19, 2000**

**Black Canyon Restaurant, Waller**

## **PRAIRIE VIEW A&M UNIVERSITY**

*A Member of the Texas A&M University System &  
An Agency of the State of Texas*



# WHY I AM HERE

**My objective is to establish a sustaining dialog with you, and formulate a strong working partnership between you and the University, leading to visible, tangible development of Waller County, its contiguous counties and the state of Texas.**



# EXPECTED SIGNS OF DEVELOPMENT

- **Stronger, expanded businesses**
- **Initiation of new businesses**
- **Business and technology incubators**
- **Better and more housing**
- **Increased standard of living**
- **New and improved educational and training programs in schools**
- **Several businesses an integral part of manufacturer supply chains and nationally recognized**




**HOWEVER**

**These goals cannot be  
achieved in a vacuum!**



# THE NEW ECONOMY

- **Fundamental changes in industrial and occupational order**
  - **Unprecedented levels of entrepreneurship and competition**
  - **Dramatic trend towards globalization**
  - **Differences in very fundamental ways in which wealth is created**
- 
- **Strong regional, metropolitan-centered economies with cities and suburbs functioning together as integral parts**



# Going Global: The Growing importance of worldwide Markets

Percentage of sales coming from outside a home market

	1993	1999
GE	16.5	30.1%
Wal-Mart	0.0	13.8
MacDonald's	46.9	61.5
Nokia	85.0	97.6
Toyota	44.6	49.5

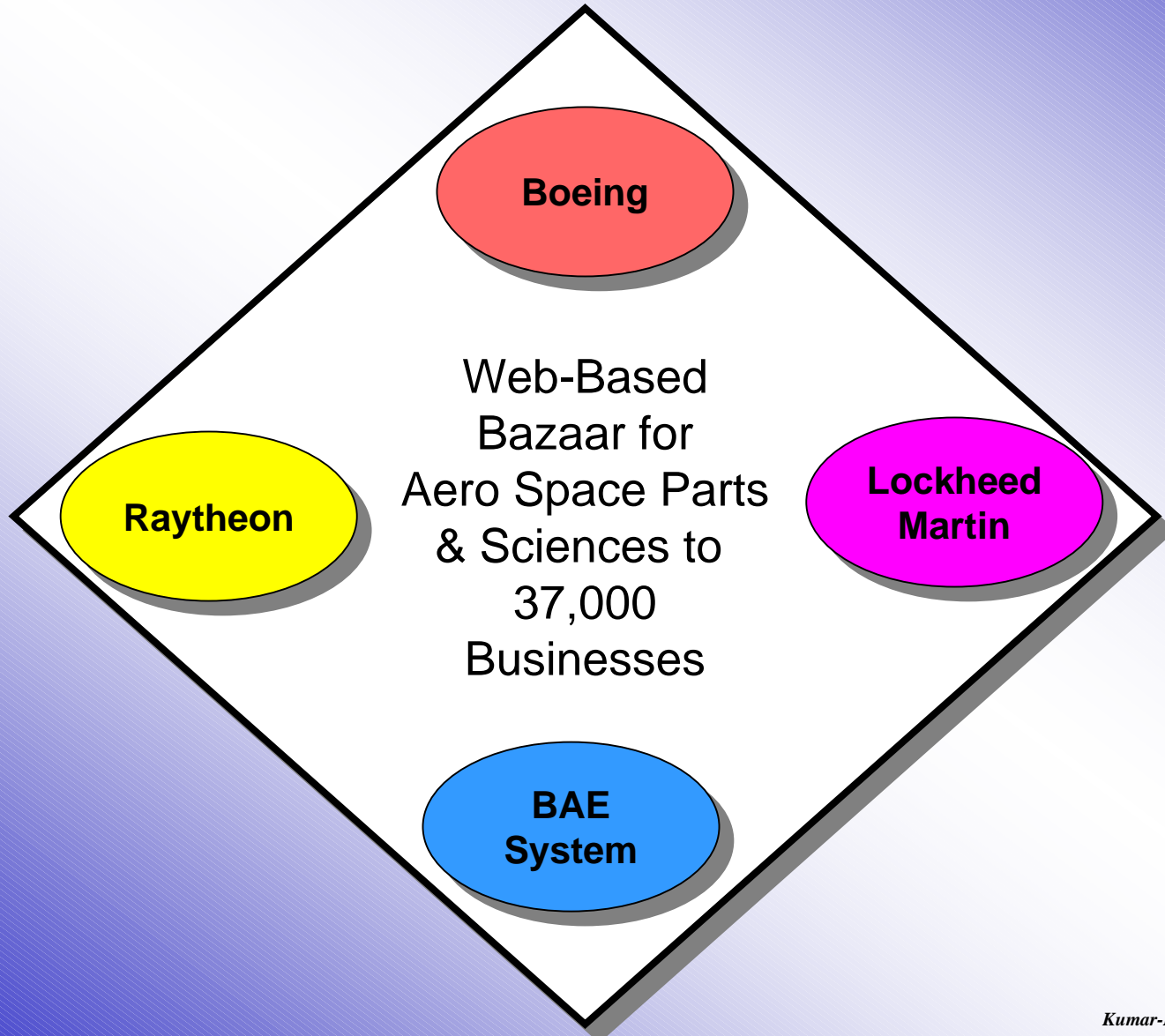


# Top Five in Percentage Growth, 1998-2000

	<b>Jobs Added</b>	<b>Percentage Growth</b>
<b>Computer Engineer</b>	<b>323,000</b>	<b>108%</b>
<b>Computer Support Specialist</b>	<b>439,000</b>	<b>102%</b>
<b>System Analyst</b>	<b>577,000</b>	<b>94%</b>
<b>Database Administrator</b>	<b>67,000</b>	<b>77%</b>
<b>Desktop Publishing Specialist</b>	<b>19,000</b>	<b>73%</b>



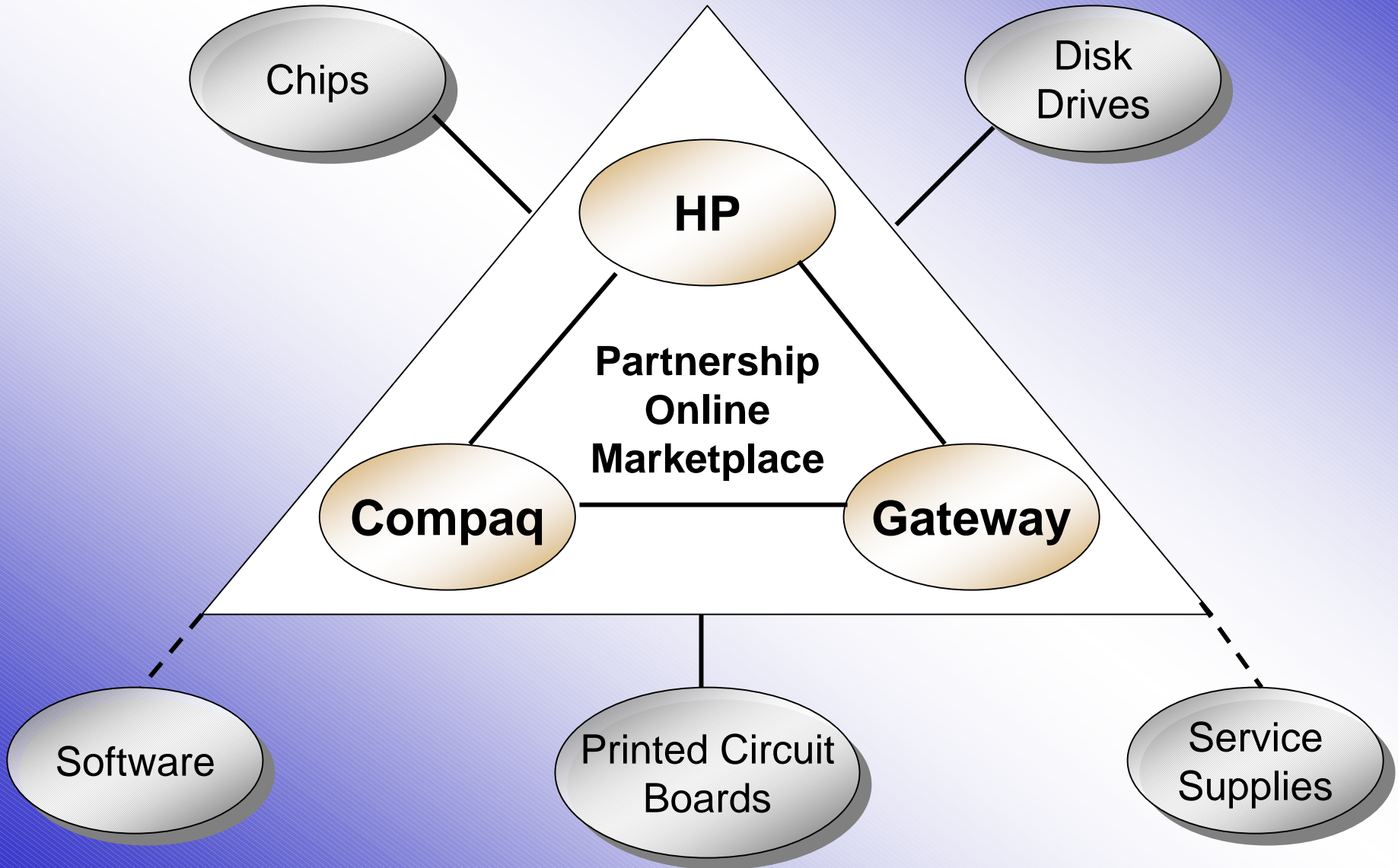
# INTERNET BASED COMMERCE B2B PROCUREMENT & SUPPLY CHAIN MANAGEMENT





# INTERNET BASED COMMERCE

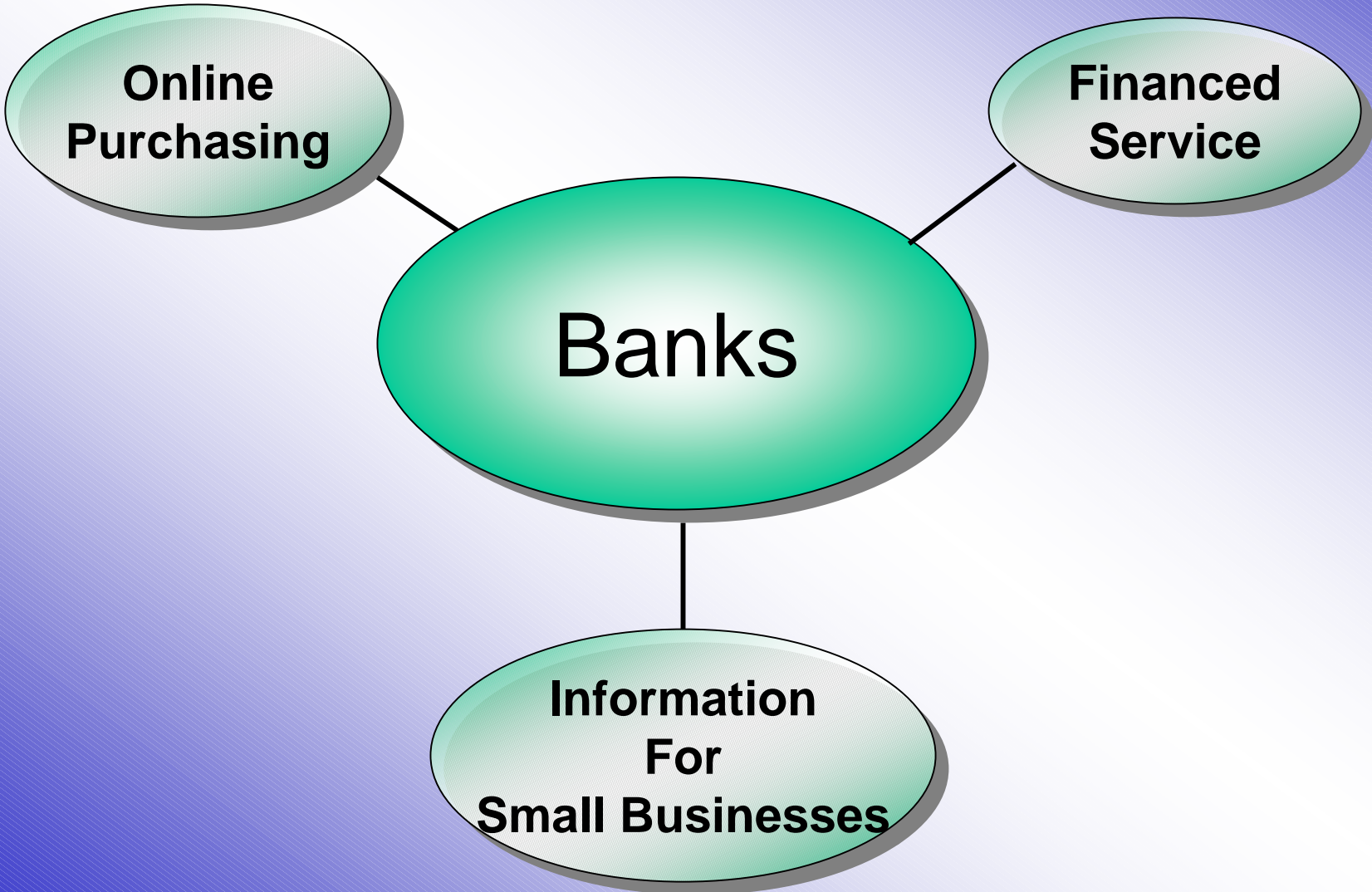
## B2B PROCUREMENT & SUPPLY CHAIN MANAGEMENT





# INTERNET BASED COMMERCE

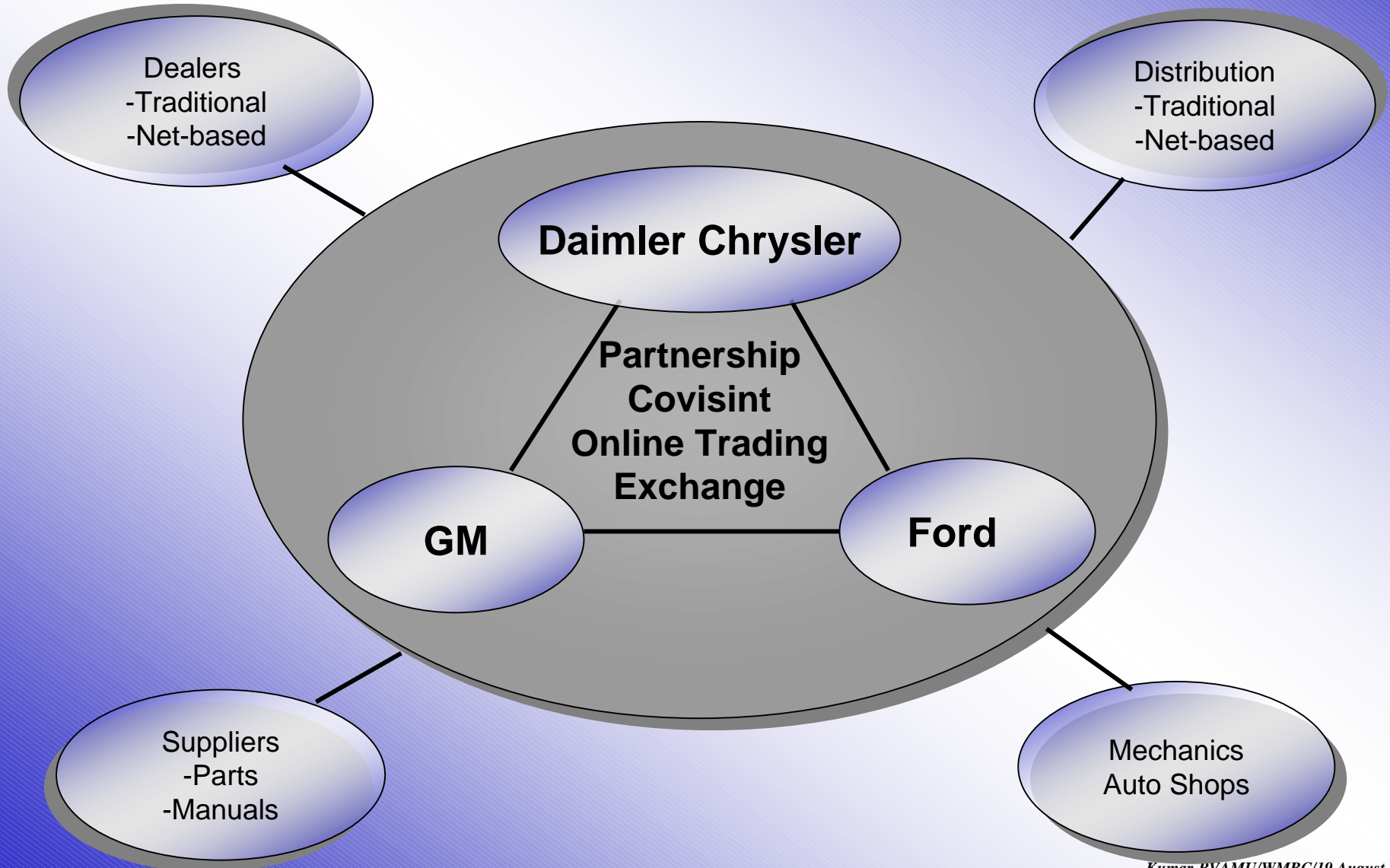
## B2B PROCUREMENT & SUPPLY CHAIN MANAGEMENT





# INTERNET BASED COMMERCE

## B2B PROCUREMENT & SUPPLY CHAIN MANAGEMENT





# WHY IS THE NEW ECONOMY DIFFERENT?

- **Companies are turning to skilled workers in English-speaking locations such as Ireland, remote regions of Canada, tiny Caribbean nations like Jamaica, and, most important because of their larger size and populations, Mexico, India and the Philippines where labor costs are at least 30% less than U.S.**
- **Jobs range from basic clerical, accounting, customer support, and legal services, to software design, scientific research, and pharmaceutical development.**
- **Estimates show that as many as 90% of today's American white-collar and clerical jobs could be outsourced over the next 10 to 15 years. Some companies, like Caltex, are shutting down operations in the U.S. or moving whole divisions to new locations.**
- **Others, such as Verizon (VZ), are farming work out to subcontractors--from small software designers to large consulting outfits like Andersen Consulting, which has 550**



# WHY IS THE NEW ECONOMY DIFFERENT?

- **The biggest profits will go to those that manage information, not physical assets.**
- **Many outfits will depend on free agents and outside contractors to develop products faster than ever.**
- **Cadence, a “business process outsourcer”, offers to manage and pay indirect operating expenses such as utilities, waste hauling and telecommunications.**
- **Winn Dixie, which used to spend millions of dollars each year on handling some 43,000 invoices from 1,300 vendors for paying such bills, is a client of Cadence.**
- **Other clients include: Blockbuster, Papa John’s and the Limited.**
- **General Electric - over 20% reduction in costs associated with sales, general and administration through the use of the Internet**



# SO WHY SHOULD WE WORRY?

- Overall unemployment rate in Texas still impressively low - 4.4% in June 2000, lowest since June 1979.
- However, averages end up being poor representations of individual communities.
- Examples: McAllen-Edinburg-Mission MSA has a 14.9% unemployment rate; El Paso is at 9.6% and Beaumont-Port Arthur is at 9.7%.
- Even the low unemployment rate does not necessarily signify sustainability in terms of local economic stability.



# SO WHAT DO WE DO?

- **Imagination drives creativity**
- **Can only create what we can imagine.**
- **See it in the “minds eye”.**
- **Only natural to plan backwards from the future.**
- **Start with “imagine if”, invent your own future and plan backwards from there.**
- **Think 5-10 years out**
- **Understand what is driving change and therefore the future**



# ACTION ITEMS

- **Catalog community capabilities.**
- **Identify and prioritize business and community needs.**
- **Identify categories of capabilities for funding potential - SBIR/STTR, corporate foundations, philanthropic foundations, and generate proposals.**
- **Identify ways in which we can assist and support each other.**
- **Establish a CEETEC Committee and hold monthly CEETEC forums to continue to exchange ideas, update available opportunities, and devise and formulate productive responses.**
- **Develop a brief but comprehensive strategic plan for the County**





# NEED TO BE PROACTIVE!

***“If you don’t even know about an opportunity before it is announced, you might as well forget it. You’ve missed the boat.” -***

**A saying among the Government services contracting industry**



# FUNDING OPPORTUNITIES

**Standard strategy - wait for requests for proposals (RFPs, RFIs, RFQs, BAAs, ...)**

**Innovative strategy - Look for applications for your capability, trade or expertise in ways that have not been thought of before.**

**Examples:**

- **Low cost, light “heating blanket”**
- **Used baby diapers**
- **Phytoremediation (PhytoTech Inc.)**
- **Software - universal applications**

**Proactive strategy - seek out opportunities even before they come out by growing on the brains (being a PEST!) of the program managers in funding agencies. Our chances of funding are significantly increased if we identify solutions to problems the customer does not know he/she has or might have in the future.**



# POTENTIAL PROJECTS FOR PARTNERSHIP

- **Community E-Commerce Tele-Center (CE-CT) - A Shared-use Facility for Providing Training in E-commerce**
- **Education/Training Center in the New Apartment Facility (Location Off 290)**
- **Broadband Telecommunications Infrastructure Development for Hempstead Business Park**
- **Workforce training and retraining in e-commerce**



# WHY DO BUSINESS WITH PVAMU

- Small, flexible, adaptive
- Affordable education
- Personalized instruction
- Naturally high awareness for social issues
- Commitment to community development

*Intelligent Collaboration*  *Effective Competition*



# A WORLD OF POTENTIAL AT PVAMU

**Excellent infrastructure  
For support services**

**Proven capability  
For research/contract  
management**

**State-of-the-art  
Laboratories for  
Testing and evaluation**

**Expert faculty/  
Research staff for  
consulting**

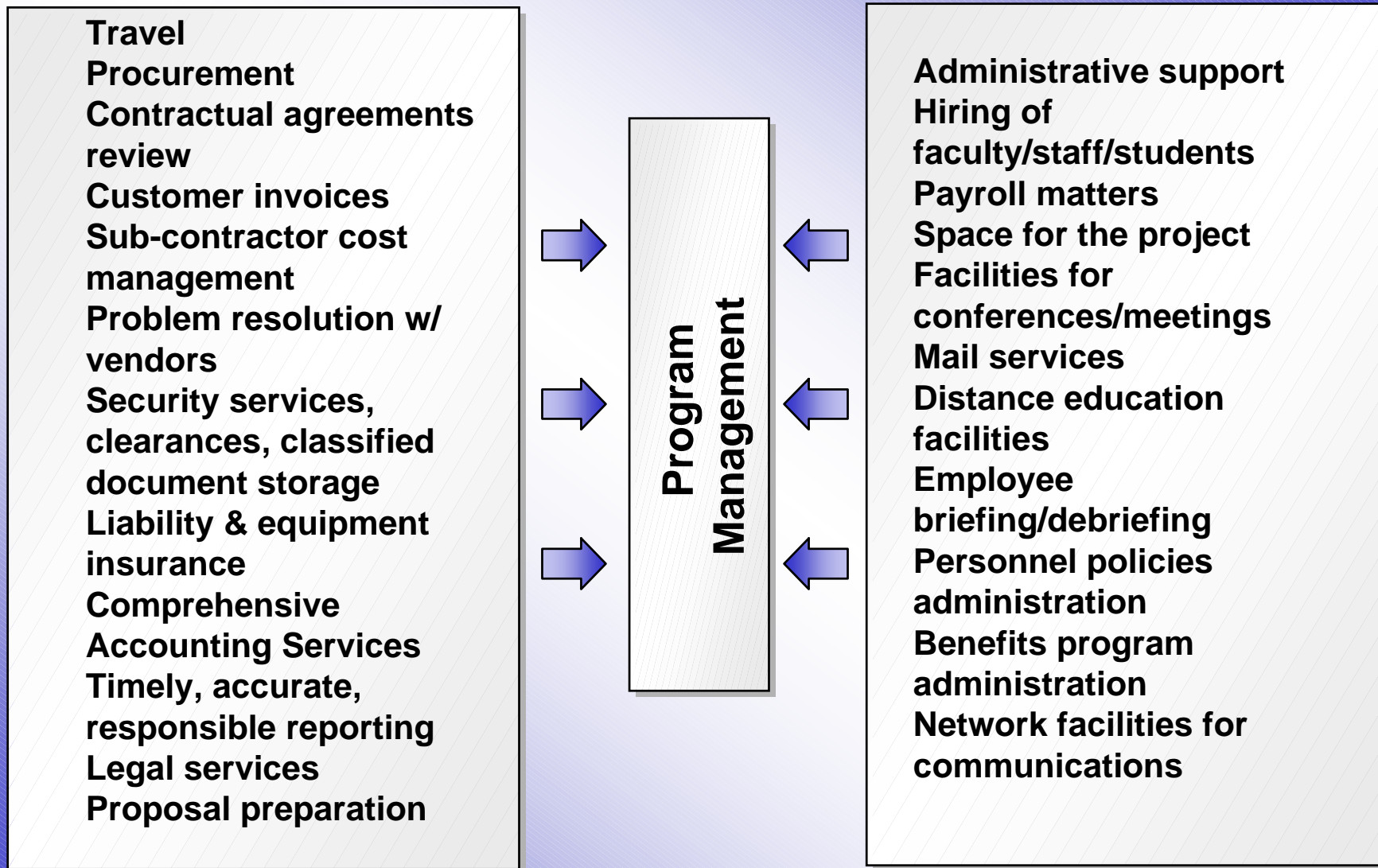
**Human resource  
availability**

**Flexibility & Speed of  
Response**





# XAMPLES OF BUSINESS DEVELOPMENT SUPPORT



Prairie View A&M Research Foundation

Prairie View A&M University



# MY BELIEF

**Waller County has an excellent opportunity to be a global player!**



# **TECHNOLOGY AND BUSINESS INCUBATORS IN BUILDING WEALTH IN TEXAS A CONFERENCE SEPTEMBER 13, 2000**

**This conference is sponsored by PVAMU, and co-sponsored by Texas Agricultural Extension Service, Waller County and the Hempstead Economic Development Corporation, supported by a grant funded by the Department of Labor-Employment and Training Administration.**

**WE INVITE YOU TO PARTICIPATE**