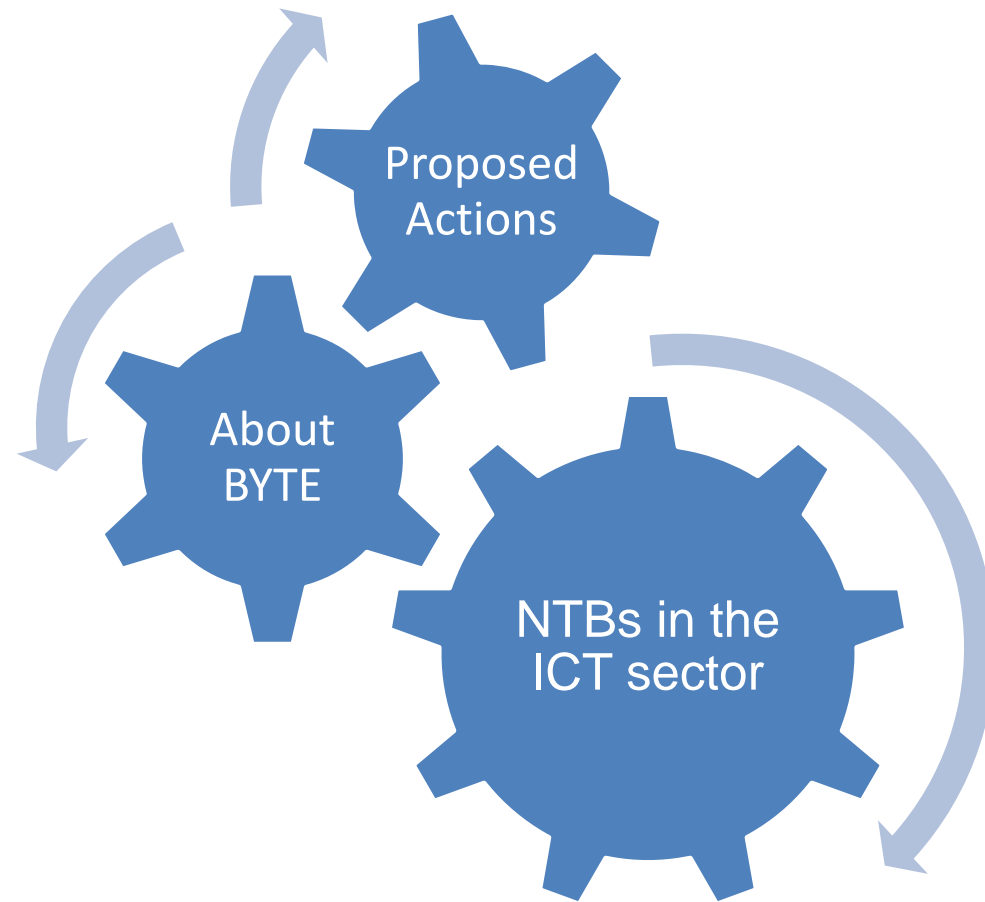




NTBs faced by ITA small
developing members –
our experience

Homero Bosch
Business Development
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Agenda



About BYTE...



Software company, with more than 26 years of experience.



World-class solutions that combine software, services and technology.

About BYTE...



- +300 employees
- Socially responsible
- Technology driven
- Industry certifications

About BYTE...



ISO9001:2008

Since December 2003

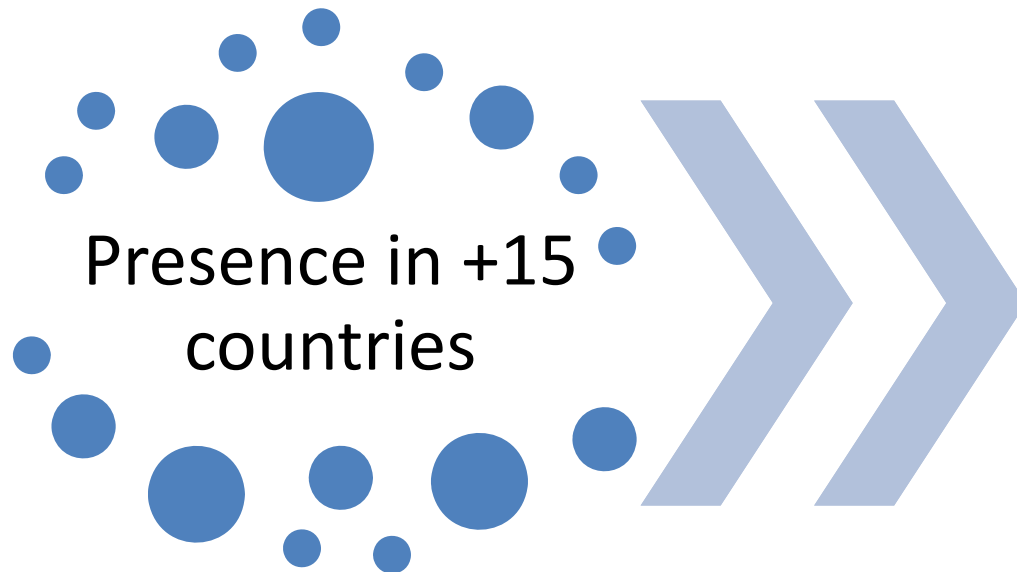


CMMi Level 3

October 2009



About BYTE



- Telecom & Utilities
- Banking / Finance / Microfinance



Industry solutions



Telecommunications & Utilities

- BSS
- Mediation / Provisioning
- OCS
- Revenue & Fraud Management



Banking / Finance / Microfinance

- Core Banking
- Teller
- Customer Service Channels



Industry challenges



Core business applications for global industries

Mission-critical solutions

Secure and robust architecture

Rapid changing environments

Real big data applications

Cloud adoption

The players



World-class players

- Vendors
- Customers
- High quality human resource



The playing field is now flat



NTBs in the ICT sector...



Vendor location

- Where are you based?
- *“This type of software must come from x or y countries”*

NTBs in the ICT sector...

HQ &
Development
Center

Guatemala



Guatemala facts...



Progress in motion

Top 10 World Progressing countries – World Bank Doing Business Report

Foreign direct investment has substantially grown since 2009

+35% of Central America GDP

Geographic location

The country of eternal spring

Location and time zone (GMT -6)

Country with the largest area

Largest population in the region +15 million

Macroeconomic Stability

Sustained economic growth

Over 13 years of Exchange Rate Stability

Human Resources

Largest number of university students (312,000 students)

Young population, more than 70% under 40 years

Highly trained bilingual staff skilled in technology with globally recognized certifications

Guatemala facts



Connectivity

First class connectivity

Multiple fiber optic connected to NAP through three separate submarine cables

Telecom

+20 million mobile phone lines

Lowest rates in the region for long distance

3 mobile operators, 2 LTE networks

19 local network operators

20 international gateway operators

Technology Companies

Formal cluster established

Cooperation between industry and academy

Successful companies like Duolingo, BYTE

Entrepreneurs like Captcha inventors

NTBs in the ICT sector...



Support Centers

Peru

Dominican Republic

El Salvador

Honduras

NTBs in the ICT sector...



Vendor location - action items

- Company presence
- Customer references
- Partners
- Certifications

NTBs in the ICT sector.....



Country focus

Country Brand



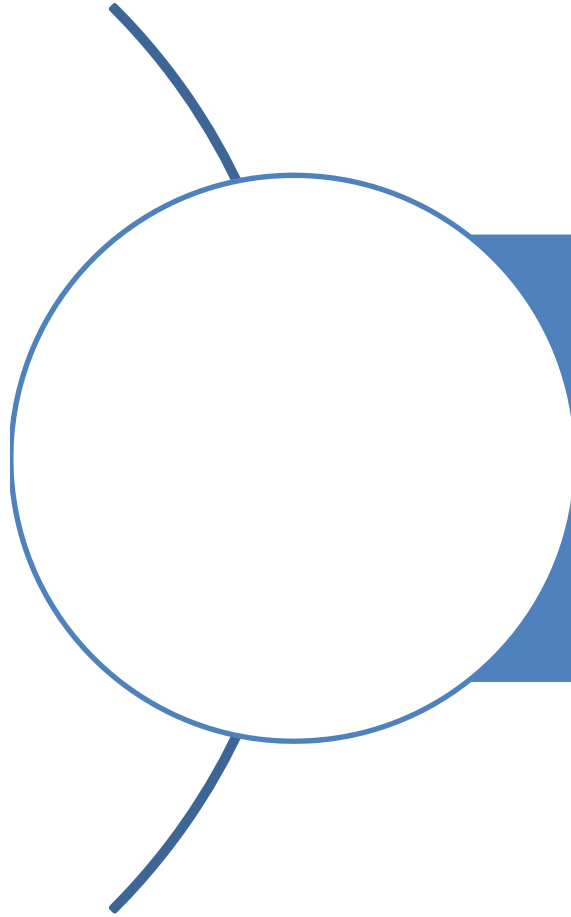
Action items

SOFEX

Government awareness

Presence across main industry events

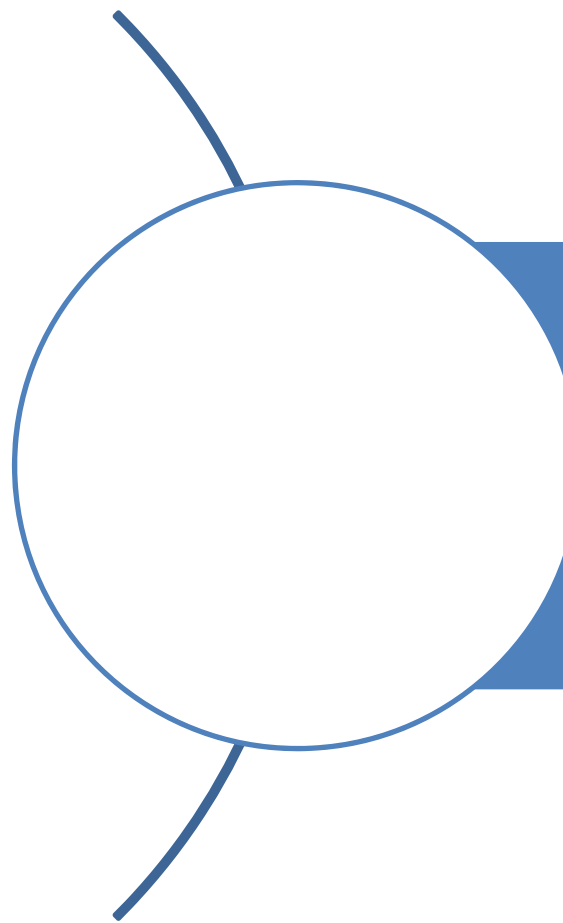
NTBs in the ICT sector..



Data-location

- Mainly on banking industry
- Physical location
- Limit cloud-based adoption

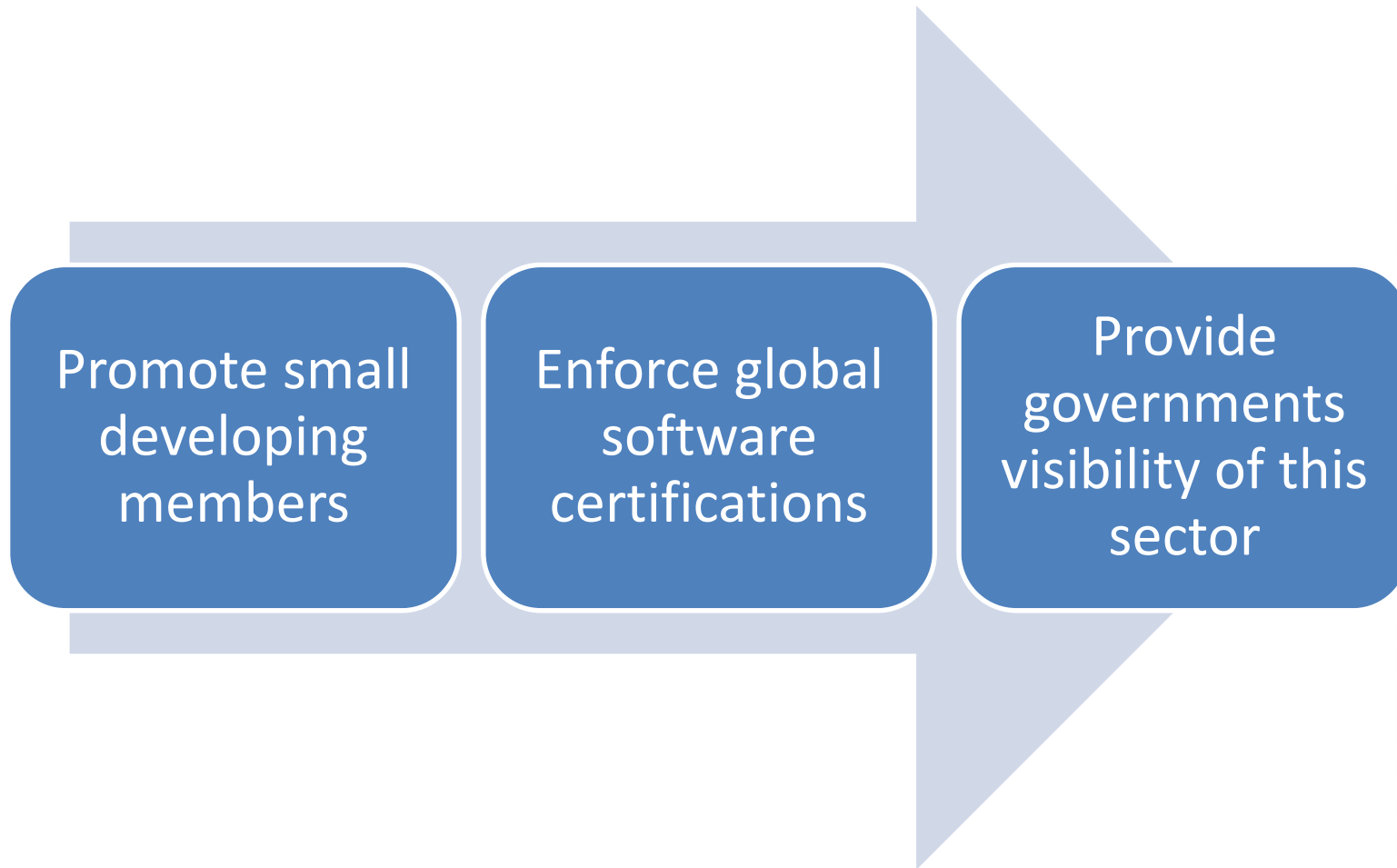
NTBs in the ICT sector



Subsidies

- Countries promoting local industry
- Advantages on projects

NTBs in the ICT sector - Proposed actions



Questions?



Thank you



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