

**REMARKS**



**HON. ANTHONY HYLTON**

**MINISTER OF INDUSTRY, INVESTMENT**

**&**

**COMMERCE**

**COLUMBUS BUSINESS SOLUTIONS' (CBS)**

**HOSTED PBX PRODUCT WORKSHOP**

**WEDNESDAY, JULY 02, 2014**

**@ 8:00 A.M**

**THE JAMAICA PEGASUS HOTEL**

## **Salutations**

- **Mr. Sean Latty, CEO, Columbus Business Solutions**
- **Mr. Grant Hume, Vice President, Columbus Business Solutions**
- **Mr. Michael O'Neil, Principal Analyst, Insights.com**
- **Mr. O'Neil Wallace, Sutherland Global Services**
- **Mr. Kevin Beckford, Quality Dealers**
- **Arnold Cooper, Director SITU, Ministry of Health**
- **Mr. Bryan Grimm, Senior Manager, Market Development Metaswitch**
- **Mr. Leonardo Litvin, Product Manager, Technology Bureau SA**
- **Distinguished guests**
- **Members of the Media**
- **Ladies and gentlemen**

It is my tremendous pleasure to join you this morning for the launch of this new Cloud-based communication solution, by Columbus Business Solutions (CBS).

I want to congratulate you on this initiative, which, based on what I have been told, is a cost-effective tool to boost productivity. And, I must admit that, anything that boosts the productivity of our

companies, indeed our country, at this time has my full and unqualified support.

## **Global Drivers**

Today, as we move towards a logistics-centred economy, our future requirements will be influenced by a number of global trends. These include:-

- Continuing globalization
- Changing competitive landscape
- Digitization
- Increasing complexity/outourcing
- Shifting centres of economic activity
- Growing infrastructure congestion

## **New Technologies**

New technologies, such as the one being launched today, are also emerging, and these will create for us many exciting new business opportunities.

### **Among these new technologies are:-**

- Next-gen mobile: smart devices and tablets
- Internet of Everything
- In-memory computing

- Social Business & Enterprise
- Mobile applications, and
- Cloud-based marketplaces

All of these trends and technologies will create new ways of doing business, and it is within this framework that we welcome the launch of this new product by Columbus Business Solutions.

The benefits of technologies such as these include reduction of the total cost of services, costs for installations, upgrades, maintenance fees, IT resources, etc. It means greater risk reduction, globally accessible services, and easy and fast implementation, which is especially important, as we focus more and more on the ease and speed of doing business which is the essence of the Logistics Centred economy.

Globalization, the process of ever closer economic integration across the world, is mainly propelled by two powerful engines: telecommunications and logistics. For example, the technological advances in Information and Communication Technology (ICT) have transformed the lives of billions of individuals across the globe - through cellular phones, Internet, and other means of communication.

The other engine of globalization, logistics, has been equally momentous. Logistics has influenced the drive to standardize, connect and integrate procedures and physical handling of thousands of transport operations across industries and continents, involving different economies.

For Jamaican logistics players to make a mark internationally, we must be able to compete against established international logistics services providers. We cannot rely on just serving the small domestic market to grow our market share, but must aspire to compete effectively on the international stage.

## **MSME**

The creation of a logistics-centred economy will open up many new opportunities, which will result in the active participation of the MSME sector, particularly within the Special Economic Zones. Why are small businesses so important to the building of a logistics-centred economy?

- Small businesses currently account for more than 80% of employment in our country;
- Small businesses are more nimble and better able to make rapid changes to take advantage of the many opportunities

and new industries that the Logistics Hub will bring to Jamaica; in a word innovation.

- Small businesses are also important because of the possibility for collaboration with foreign investors, who actively seek out local partners, agents, facilitators, suppliers of goods and services, who already know the market very well.

Going forward, therefore, a lot of focus will be on the identification and promotion of more business opportunities to mainstream our micro, small and medium sized enterprises (MSMEs) in the economic life of the country. The MSME sector constitutes the backbone of our economy and will continue to be one of our main engines of economic growth.

All of this is important as we continue to build on our world class infrastructure, excellent connectivity, and our drive towards making Jamaica a compelling global logistics hub and supply chain management (SCM) nerve centre.

What we are seeking is to elevate our economy to generate high-income, value-adding and innovation-driven activities, to realize the goal of becoming a logistics-centred economy.

This involve:-

- Accreditation of local laboratories to increase the capacity of our MSMEs to access markets in North America, South America, Europe, and other parts of the world. Eight accreditation certificates have so far been awarded by the Jamaica National Agency for Accreditation (JANAAC).

## **Export Max II**

- Through Export Max II, launched in April 2014, we are targeting twenty existing exporters and export-ready firms. These firms will be provided with intensive capacity-building and market penetration support, to build their internal capacities so that they can be competitively positioned to take advantage of market opportunities and increase export sales.
- Underpinning our National Exports Strategy (NES) is the leverage that the Jamaica Global Logistics Hub will provide for exporters in getting their products from home to other parts of the globe. This is critical in our efforts to move Jamaica up the global value and supply chains.

Building a logistics-centred economy also involves:

- Expansion of our port facilities, especially our sea and air assets, to offer an integrated global logistics hub to the international investor community;
- Completion of the north-south link for Highway 2000, which will reduce connection time between our rural and urban centres;
- The development of eight vertically integrated agro parks, across the country, which will bring new life and sustainability to our agriculture sector;
- Expansion of ICT-ready space, through affordable construction funding for local investors;

### **Jamaica Internet Exchange Point (IXP) rollout –**

Closely related to developments in telecommunications is the creation of the Jamaica Internet Exchange Point (IXP). Currently, all Jamaican Internet traffic is routed through the United States. This comes at an extra cost to Jamaica, its people and businesses. The current arrangement hinders effective local Internet development and stymies content development by our creators.

The Jamaica IXP will, therefore, be implemented by the end of July this year, and is expected to save the country more than US\$2 million a year.

Ladies and gentlemen, our competitiveness in the international economy is dependent, to a large extent, on the deployment of innovative communications solutions, which in turn, will be dependent on continuous network modernization or development in the sector.

Telecommunications networks play an important role in the integration of the supply chain between the producer of goods and services, and the end-user.

We see wider and more affordable access to telecommunications services, therefore, as a necessary condition for participation in domestic and international markets. Greater efficiency in the telecommunications sector will increase growth and output in other sectors. Reduction in prices and the wider availability and variety of telecommunications services will also decrease input prices, and help to spur innovation in other industries, thus resulting in improved productivity gains.

The increased efficiency of the telecommunications sector is especially important to the service-based industries, as they are the most intensive users of telecommunications services.

In all of these developments, the Jamaica Logistics Hub Secretariat under the Ministry of Industry, Investment and Commerce, continues to deliberate on logistics-related issues and to chart the way forward for the sector to enhance its efficiency and contribution to Jamaica's development.

## **Growth**

Ladies and gentlemen, our presence here today underlines the strong commitment of the Ministry of Industry, Investment and Commerce, through the Jamaica Global Logistics Hub Secretariat, to work with other companies, government agencies and industry associations, in improving productivity and achieving sustainable economic growth.

Growth, ladies and gentlemen, is the sine qua non of everything we are about today.

Ladies and gentlemen, in closing, let me once again applaud CBS for its forward-looking and innovative efforts aimed at delivering cutting-edge solutions to the telecom marketplace. This will no

doubt strengthen the operational capacity of our businesses, and drive business communications platforms to the higher standards that are critical to doing business in a globally integrated economy.

I thank you!!