



WITSA Board of Directors Meeting Minutes

08:00 – 11:15EST

Monday, December 1, 2020

Virtual

Yannis Sirros, Chairman

BOARD MEMBERS PRESENT

| | Country | Name | Organization |
|-----|-----------------------------|-----------------------------|----------------|
| 1. | Greece | Mr. Yannis Sirros | SEPE |
| 2. | Malaysia | Mr. Sean Seah | PIKOM |
| 3. | Egypt | Eng. Tarek Abd-elmonem Taha | EITESAL |
| 4. | Mexico | Mr. Santiago Gutierrez | CANIETI |
| 5 | Belarus | Dr. Boris Komrakov | INFOPARK |
| 6. | Hong Kong | Mr. Francis Fong | HKITF |
| 7. | Romania | Dr. Vasile Baltac | ATIC |
| 8. | Spain | Mr. Antonio Cimorra | AMETIC |
| 9. | Argentina | Mr. Alberto Patron | CESSI |
| 10. | United Kingdom | Mr. Julian David | techUK |
| 11. | Nepal | Mr. Hemant Kumar Chaurasia | CAN Federation |
| 12. | Bangladesh | Mr. Md. Shahid-UI-Munir | BCS |
| 13. | Republic of North Macedonia | Mr. Zoran Lazarevski | MASIT |
| 14. | Nigeria | Mr. Matthias Ifesieh | ITAN |
| 15. | Brazil | Mr. Robert Franz Janssen | ASSESPRO |
| 16. | Taiwan | Mr. Brian Shen | CISA |
| 17. | Canada | Ms. Angela Mondou | TECHNATION |
| 18. | Costa Rica | Mr. Alexander Mora-Delgado | CAMTIC |

IN ATTENDANCE

| | Country | Name | Organization |
|----|-----------|---------------------------|--------------|
| 1. | Myanmar | Mr. Kelvin Khine | MCIA |
| 2. | Myanmar | Mr. Aung Kyaw Moe | MCIA |
| 3. | USA | Mr. Doug Johnson | CTA |
| 4. | Indonesia | Mr. Tegun Prasetya | ASIOTI |
| 5. | USA | Dr. James Poisant | WITSA |
| 6. | USA | Mr. Anders Halvorsen | WITSA |
| 7. | USA | Ms. Molly Waldron Poisant | WITSA |
| 8. | USA | Ms. Alicia Standridge | WITSA |

REGRETS

| | Country | Name | Organization |
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| 1. | Bermuda | Mr. John Kyle | Business Technology Division of the Bermuda Chamber of Commerce |
| 2. | Japan | Mr. Toshio Iwamoto | JISA |
| 3. | Republic of Korea | Ms. Min-Hee Choi | FKII |
| 4. | Armenia | Mr. Alexandr Yesayan | UATE |

INTRODUCTIONS/CALL TO ORDER

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| 1. | <p>Chairman’s Remarks / Introductions</p> <p>I would like to congratulate the newly elected members of the Board and I wish the best of success. During these unprecedented times, that we are all experiencing, the COVID-19 crisis has affected global and local economies and societies, all over the world. It has challenged and changed drastically the way we work, move, socialize, think, and live.</p> <p>There is no doubt that the current crisis of COVID-19 has brought in the global forefront the necessity of digitization in every sector of the economy, in every aspect of our life. I believe we can do so much more. For our future, for our homelands, for the technology’s role in the global economy, for each one of us.</p> <p>This can only be achieved if we join our forces and synthesize our views and strategies. The time is now to set digital technology as a leading industry globally. Position digital technology and digital economy as the new strategic pillar for bringing growth and driving the new production model worldwide. WITSA must become the leading industry's voice, trying to breach gaps, identify areas of cooperation and promote win-win partnerships. WITSA should become a global digital ambassador and accelerator introducing a new digital future.</p> <p>Dear colleagues, we all must work closely together to increase the capabilities of WITSA. The ideas and proposals of each of you are crucial and vital if we are to succeed and strengthen our role.</p> |
| 2. | <p>Roll Call</p> <p>Mr. Anders Halvorsen proceeded with the Roll Call. <i>Please see Roll Call at the front of this document.</i></p> |
| 3. | <p>Call to Order</p> <p>Dr Poisant called the meeting to order.</p> |
| 4. | <p>New Committee Formation: Strategic Planning and Business Development Committees</p> <p>Chairman Yannis Sirros – Introduced and described the two new committees.</p> <p>Dr. Jim Poisant – Explained there will be a Chairman for each committee. The rest of the committee members are standard on all committees. Non-board members can be on any committee.</p> <p>Discussion:</p> <p>Dr. Jim Poisant: Email to all members explaining new committees and asking members to join.</p> <p><i>[ACTION]</i></p> <p>Mr. Alex Mora-Delgado – Asked for more in-depth explanation of each committee.</p> <p>Mr. Tarek Taha – Wants WITSA to create interest to country associations.</p> <p>Chairman Yannis Sirros – Asked if WITSA wanted government members, big players of industries? He</p> |

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| | <p>said he would like to attract new members with new practices.</p> <p>Ms. Angela Mondou – Asked if the committee is limited to the persons/positions listed in the description?</p> <p>Dr. Jim Poisant – Not only the core persons/positions listed, but other members can and will be added</p> <p>Mr. Tarek Taha – Members and non-board members to each committee – Yes.</p> <p>Mr. Santiago Gutierrez – Once the committee is formed, will they define their scope? Committee should be autonomous from the management of WITSA.</p> <p>Mr. Sean Seah – The discussion to establish the new committees was started about six months ago as WITSA faced financial decisions. WITSA does not have a country association signed up for WCIT in 2023. Please get involved and make WITSA strong again.</p> <p>Vote:</p> <p>Dr. Jim Poisant called for a motion to approve the addition of both committees.</p> <p>Ms. Angela Mondou – Made motion</p> <p>Mr. Tarek Taha – Seconded the motion</p> <p>All WITSA Board Members – Aye (Approves the addition) <i>[ACTION]</i></p> |
| <p>ELECTIONS</p> | |
| <p>5.</p> | <p>Review of WITSA Executive Leadership Officers</p> <p>Dr. Jim Poisant – Explained each position.</p> |
| <p>6.</p> | <p>Review of Meeting Voting Procedures</p> <p>Ms. Molly Poisant - Explained the voting procedures for non-contested, group being a verbal vote. Explained the presentation process for contested positions and then the voting process. The process is similar to the virtual General Assembly meeting held just two weeks prior.</p> |
| <p>7.</p> | <p>Election of Deputy Chairman</p> <p>Dr. Jim Poisant – Indicated only one candidate, Mr. Sean Seah. No vote is necessary. Congratulations Sean!</p> <p>Mr. Sean Seah – Thanked the voting members and promised to support Yannis’ position. He said he will help focus on growth and on WITSA’s global position. Involvement is the only way to make WITSA stronger.</p> <ul style="list-style-type: none"> -Will share the TechFest/WCIT 2022 digital platform with WITSA - Wants members to know WITSA is here to help them. |
| <p>8.</p> | <p>Election of Treasurer</p> <p>Dr. Jim Poisant – No nominations were submitted.</p> <p>Mr. Tarek Taha – Position needs new blood.</p> |

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| | <p>Dr. Jim Poisant – Suggests keeping the position open until management gets together to discuss.</p> |
| <p>9.</p> | <p>Election of Regional Vice Chairman (8) Candidates: Africa: Mathias Ifesieh Middle East & North Africa: Tarek Taha Europe (EU/EEA): Julian David Europe (Non EU/EEA): Zoran Lazarevski & Dr. Boris Komrakov Latin America: Alberto Patron & Robert Janssen North America: Angela Mondou Asia Pacific: Md. Shahid-UL Munir & Mr. Hemant Kumar Chaurasia Caribbean: No Nominations All WITSA Board Members – Aye (for Regional Vice Chairman in Non-Contested Regions) <i>[ACTION]</i></p> <p>Europe (Non EU/EEA) Presentations: Mr. Zoran Lazarevski – Described activities for period 2020 – 2022 in the ICT sector Eastern Europe Events/Activities localized for Eastern Europe (example of this is WCIT Congress to have a parallel event in the region)</p> <ul style="list-style-type: none"> • Policy papers on the topic of public procurement – best practices • Access to worldwide /regional ICT market reports • Increasing cooperation between WITSA members in Eastern Europe <p>Workforce and education in the ICT sector</p> <ul style="list-style-type: none"> • Problem of labor shortages and properly qualified workforce is particularly evident in EU?? countries <p>Actions:</p> <ul style="list-style-type: none"> • Policy papers, global/regional surveys – research on the skills and ICT positions needed, educations and trainings for the ICT workforce skills demand topics in the local (regional) context • High technology education for ICT staff and companies • Retraining of staff with non ICT education <p>Dr. Jim Poisant – Asked for any questions for Zoran Dr. Boris Komrakov – Described Main Problem Digital Economy in Europe</p> <ul style="list-style-type: none"> • Europe is experiencing a lack of programmers – the main creators of a digital economy • High rate of Youth unemployment • Europe is spending more than 3 billion euros on youth unemployment <p>How to Solve</p> <ul style="list-style-type: none"> • Statistics show training should begin no later than 12 • Train from 12-15 • Work starting at 15 years old <p>Target audience for the program</p> <ul style="list-style-type: none"> • Countries, provinces, states, regions, towns, universities, training centers, schools, individuals |

Dr. Jim Poisant – Asked for any questions for Boris

Dr. Jim Poisant – Thanked Zoran and Boris for their presentations

Ms. Molly Poisant – Reminded everyone how to vote

Dr. Poisant – Transitioned to the next group of presenters, with Yannis announcing all winners later in the meeting.

Latin America Presentations:

Mr. Alberto Patron: Told the board that he had spoken with Mr. Robert Janssen offline. Both would like to hold this position jointly to support Latin America. Alberto would be Regional Vice Chairman and Robert would be Regional Deputy Vice Chairman.

Dr. Jim Poisant – confirmed that this Latin America is no Non-Contested and no presentations are required.

Asia Pacific Presentations:

Mr. Hemant Kumar Chaurasia – Shared Action Plan for WITSA in the Asia Pacific Region

Digital Transformation

- Major factor for WITSA: Transformation and growth for our industry can be accelerated. Examples: agriculture, tourism, e-commerce in developing nations can be done
- Developed countries need industrial transformation in relation to modern technology

Policy Making

- Policy safeguard ensures right action will be taken. Coordination with Governments, Organizations as UN, ITU, ADB and so forth.
- Policy to overcome digital challenges, promotes digital economy is necessary

Bridging the Gap

- Bridging the gap between industry, academia is the key challenge
- Industry requires skilled manpower, which is lacking. Many jobs are not performed due to lack of skills.
- Required skills training and support, evaluation and proper governance.

Climate Change

- Through electronic waste management
- Collect electronic waste, proper disposals of e-waste, recycling of e-waste

Possibility

- Finished his presentation saying “Together We Can”

Dr. Jim Poisant – Are there any questions for Hemant?

No Questions

Mr. Md. Shahid-UI Munir

- Involved with WITSA for 20 years
- Asia Pacific has 25 countries but only 20 WITSA members – increase membership
- Add more programs
- Increase business

Dr. Jim Poisant – Asked for any questions of Munir

Ms. Molly Poisant – Instructed to send all votes to her through the Chat function or WhatsApp for Asia Pacific

10. **Election of Committee Chairmen (6)**

Dr. Jim Poisant - Called for Nomination

Finance Committee Nominee – Mr. Sean Seah

Committee on Education, Training and Human Resources Nominee: Dr. Boris Komrakov

Global Policy and Action Committee Nominee – Ms. Angela Mondou

Nominating Committee: Mr. Tarek Taha

Strategic Planning Committee Nominee – Mr. Santiago Gutierrez

Business Development Committee Nominee/s: Mr. Brian Shen & Mr. Alex Mora-Delgado

Dr. Jim Poisant - All WITSA Board Members – Aye (for Committee Chairman in Non-Contested Committees) *[ACTION]*

Mr. Brian Shen: Received the *Potential Source of Revenue* document which shows detailed revenue sources and estimated income for each.

1. Awards Categories

WITSA is dedicated to fight the digital divide. Therefore, ICT Excellence Award is suggested to separate two categories for public sectors and private sectors nominated to respective awards in order to diversify the nominees' pool. The purpose of creating awards for public sectors is to raise awareness of digital transformation while private sectors' solutions are to be encouraged for industry application. Through this, the public sectors from WITSA economies members are able to network openly on international platforms resulting in building a comprehensive ecosystem for industries.

2. Awards for Private Sectors and Public Sectors

These need to be categorized with current awards and planned for the new awards.

3. Marketing Packages

3.1 Entry fee upon nomination is to be charged as the funds is supporting the additional professional judges invited for the proposals from the public sectors.

3.2 Marketing plan to winner, runner-up and merit awardees respectively are suggested.

Above is proposed by Business Development Committee chairman only and need to be further discussed subject to WITSA Business Development committee and WITSA BOD.

Dr. Jim Poisant – Asked for any questions for Brian

Mr. Santiago Gutierrez – Asked Brian for his first action items for business development?

Mr. Brian Shen – Brian indicated to change ICT solution Alicia -is there more here?

Mr. Alex Mora-Delgado: WITSA is a means not an end. Digital technologies and its enabled services are and will be at the heart of economic, social and political debate to restore economic growth and the new normality. WITSA must be realistic for the next two years; at least, business development initiatives should be devoted to accelerating economic dynamics at all levels. Business development should be established as a function inside WITSA and WITSA members and the implementation of this function is required to be adjusted top to bottom and bottom to top.

Chairman Yannis Sirros – Announces all Regional Vice Chairman and Committee Chairman

○ Regional Vice Chairman

- Africa: Mathias I. Ifesieh

- Middle East& North Africa: Tarek Taha
- Europe (EU/EEA): Julian David
- Europe (Non EU/EEA): Zoran Lazarevski
- Latin America: Alberto Patron
- North America: Angela Mondou
- Asia Pacific: Md. Shahid-UI-Munir
- Caribbean: VACANT
- Committee Chairman
 - Finance Committee: Sean Seah
 - Committee on Education, Training and Human Resources: Boris Komrakov
 - Global Policy and Action Committee: Angela Mondou
 - Nominating Committee: Tarek Taha
 - Strategic Planning Committee: Santiago Gutierrez
 - Business Development Committee: Brian Shen

OTHER BUSINESS

11. **2021-2022-2023 Budget Presentation**
 Mr. Sean Seah – Spoke about/explained specific line items in the Income, Expenses and Operations in the 2020-2021 and 2022 draft budgets.

- 2020 Activities were low due to the pandemic
- Activities will increase in 2021, which will increase revenue
- Spoke about money allocated for the update to the website. WITSA website does not meet current standards [ACTION]
- Noted payroll reduction in 2021 and 2022
- Noted Dr. Jim Poisant is stepping down at the end of 2021, but was willing to stay on in 2022 for a reduced salary to help with the transition to the new Secretary General.

Proposal – WCIT Digital (online) platform to be shared by PIKOM. [ACTION]

Mr. Santiago Gutierrez – Asked if the suggestions Tarek made to the proposed budget had been added?
 Dr. Jim Poisant – Responded that all suggested changes from Tarek had been made to the proposed budget.

Mr. Santiago Gutierrez – Indicated that something drastic needs to happen with revenue in 2021 or WITSA will perish financially.

Mr. Sean Seah – Presents: Potential Sources of Revenue 2021 – 2023

- Dr. Jim Poisant will discuss the program options in future meetings
- Trying to do a hybrid event i.e. smart city events, or similar for the Spring board meeting in 2021

Dr. Jim Poisant – Global Partners – Economic Development wants access to WITSA members

- WITSA could allow these groups access to WITSA members
- Allow these groups to make short presentations at board meeting
- More to come.....

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| | Mr. Sean Seah – Asked for any comments or questions |
| 12. | <p>Strategic Sustainability Plan & Follow Up Meeting</p> <p>Dr. Jim Poisant - Suggested Strategic Planning meeting for December 18th or 21st, 2020. Mr. Tarek Taha – Requested December 21st , as it is a Monday Santiago Gutierrez – Agreed with Monday, December 21st</p> |
| 13. | <p>Board of Directors Meeting Schedule 2021</p> <p>Dr. Jim Poisant – Asked Munir for dates for the Spring Board Meeting in 2021 and WCIT <i>[ACTION]</i></p> |
| 14. | <p>Open Discussion</p> <p>Chairman Yannis Sirros – Asked for other nominations for Treasurer otherwise asked for Tarek to continue as Treasurer. Mr. Tarek Taha – Suggested to have someone who is not in a Chairman role get involved. Mr. Santiago Gutierrez – Suggested anyone who is a Treasurer in their own association to stand up. Mr. Tarek Taha – Agreed to work with the new Treasurer and Jim to aid in the transition Chairman Yannis Sirros – Nominated Alberto Patron Mr. Alberto Patron – Will talk to Tarek offline and make a decision <i>[ACTION]</i></p> |
| 15. | <p>Adjournment of Board Meeting</p> <p>Dr. Jim Poisant – Thanked the Board and other attendees for their participation. Chairman Sirros adjourned the meeting.</p> |
| ADJOURNMENT | |