Message from the Board :

The 16th Anniversary of EXPOTECH

EXPOTECH is an event that is dedicated to the information and communication technology in Palestine, hence spotting the lights on the latest technological trends and opportunities happening on both local and global levels. The focus this year will be on start-ups; by which existing companies will embrace start- ups in order to help them developing their projects, in addition to holding Expotech Shopper.

Palestine Tech Week focuses on the importance of start-ups and innovation to secure the consistency of development in the Palestinian ICT sector; by promoting creativity, establishing economical partnerships, investing more in entrepreneurs and pioneers, thus enabling Palestine to reach international and global markets.

WHY EXPOTECH?

- It emphasizes the need for government to competently manage and monitor the ICT sector.
- It's a platform for sharing the Palestinian experience in the ICT sector on both the local and international levels.
- It helps in harnessing and benefiting from a network of external ICT experts.
- It creates a platform for all the ICT players from ICT companies and potential investors to start-ups and entrepreneurs; to make valuable connections.

Thus; it is important to have all the possible support from the Palestinian economy to encourage investment inside Palestine by attracting companies and entrepreneurs, especially with a such a vital and large ICT sector.

Startups and PITA " A State of Mind"

Startups and entrepreneurs are becoming the backbone of our nation's economy, they are the driving force of growth and the spirit of innovation and the key drivers of economic growth and the key for increasing job opportunities hence reducing unemployment and transforming communities into ones with successful human capital. They have a critical role to accelerate the growth and development of nations through innovation and creativity.

The Palestinian ICT sector is gaining more and more recognition both within the Palestinian territory and around the world because this sector has the potential to make a major effect in having a sustainable growth and development.

In the last few years, there has been an increase in the number of the start ups and companies as well as gaining more support in this field. Here comes the significant role PITA plays; PITA has formulated its strategic direction towards the inclusion and empowerment of women entrepreneurs and start-ups in their societies.

The Palestinian Information Technology Association of Companies represents more than 150 major ICT companies in Palestine's emerging technology and startup ecosystem. PITA has become the driving force in advancing the ICT sector's interest, and the leading information source about this sector in Palestine.

A new generation of forward thinking entrepreneurs with a heritage that takes them back thousands of years in history is bringing together a profound change to the technology and start-up landscape.

Through its programming, events and global outreach; PITA is now poised to not only continue advance its mission towards innovation, but also serves as the region's drive for its start-up ecosystem.

PITA's management team has its pulse on Palestine's emerging ICT and startup economy. In doing so, it helps to promote a culture of collaboration, mentorship and education – all aimed at advancing our region's economic and social capital.

Promoting and Strengthening the Information Technology Sector Conference (Tech-Sector); as one of the main economic sectors in Palestine

For decades, The Palestinian economy has been subjected to many restrictions; imposed by the Israeli Occupation that prevented its ability from achieving sustainable development. These restrictions include blocking the movement of both individuals and goods, taking over the borders and the lands, preventing the Palestinians from developing and benefiting from the resources in Area C, preventing the importation of goods under the pretext of dual-use. As a result of the Occupation policies and forcefully connect the Palestinian economy with the Israeli economy; the Palestinian economy activities focus on non-competitive, low value- added industrial sectors, and low productivity traditional services in the fields of internal trade and public sector, therefore; it is difficult to rely just on these sectors to achieve economic growth that can improve the living conditions and reduce the unemployment levels under the Israeli Occupation control.

Therefore, it is essential to find a high added value economic path that does not get affected (even partially) by the occupation constraints in contrast to the traditional sectors. In this regard; through the expansion of the technology sector; the focus should be on the knowledge economy; since it is considered a way of enhancing the economic growth. Therefore; we seek to hold a national conference to make suggestions regarding the required policies that can strengthen the Palestinian ICT sector so it can be one of the main economic sectors in the country.

The Organizing Parties:

- Palestine Economic Policy Research Institute (MAS).
- Palestine Telecommunications (Paltel) Company.
- The Palestinian Information Technology Association of Companies.

The conference proposed date:

- October – 2019

The conference suggested topics:

1. **Justification of the importance of the Palestinian ICT sector:**

   - Brief information on the nature of the development of the Palestinian economy towards the production of traditional goods and services with low productivity; due to its strong connection with the Israeli Occupation and its control over the Palestinian resources and the different restriction the occupation imposes on the economy.
   - The effects of strengthening and expanding the ICT sector on the Palestinian economy.

2. **The economic returns of the ICT sector:(International Experiences):**

   - Explaining the role of the ICT sector in enhancing the gross national income and in reducing the unemployment and in increasing the productivity and the efficiency of other economic sectors.
   - Presenting one or two case studies for countries that have developed the ICT sector; the case study should include the challenges they have faced and how they overcame these challenges and what are the lessons learned from their experiences. The focus should be on developing countries' experiences due to their similarity with the Palestinian situation.

3. **The ICT sector in Palestine:**

   3.1 A Presentation of the reality and the main characteristics of the Palestinian ICT sector:

   - An overview of the number of companies and workers, and the development of these indicators over time.
   - The nature and the distribution of the technological activities.

3.2 The interrelationship with the Israeli market:

- The model of cooperation that could lead to the development of the ICT sector.
- Explaining the nature of this connection.

4. The Challenges that the Palestinian ICT sector faces:

- Regulatory constraints (government laws and regulations)
- The availability of required skills, and the role of educational institutions.
- The Israeli constraints.

5. Possibilities and areas of development of the Palestinian ICT sector:

- Areas of development and investment in the ICT sector in the medium and long term.
- Enhancing and stimulating the demand side of the government sector and the private sector (Banks) to digitize the related services.
- Networking with major international technological companies to promote the foreign investment.
- Strengthening the investment in the human resources.
- Strengthening the investment in funds and portfolios.

6. Identifying the required policy interventions for the advancement of the ICT sector:

- The educational level and the role of universities,
- Investment
- Infrastructure
- The role of Palestinian expatriates in diasporas.
- Spending priorities by the donors.
- The role of the private sector

After the conference ends, the proposed policies will be defined and summarized and presented to the government; and then an implementation plan will be adopted by joint committees of the government such as the private sector, and networking with donor countries, international institutions and large companies to provide the necessary support and funding.

Palestinian
Information
Technology
Association
of Companies

Branding and Promotion of the ICT Sector

Based on the national policies agenda for the years 2017-2022; in which the Palestinian Government undertook the responsibility of developing an independent national and sustainable economy that relies on enhancing the different economic sectors, and focuses on promoting these sectors internationally, and creating export opportunities in order to open new markets and to create sustainable development. One thing to mention is that the ICT sector is considered to be one of the most vital economic sectors that can be developed and invested in, and has the chance of increasing the gross national income; where the last statistics indicated that the GDP of this sector in the last three years has exceeded 7%.

This sector has a range of features that enables it to overcome the local and global restrictions. With the expansion of the occupation policies that aim at destroying the Palestinian economy and link it with the Israeli economy in a radical way; finding a new special economic orientation is a must, this orientation should focus on developing the knowledge economy due its importance on the economic growth. The Palestinian ICT sector has several features; notably: lower labour costs compared to other countries in the region and the rapid and continuous development for this sector; where the current size of the ICT market is estimated at $ 270 million by 2017.

Human resources and capabilities are the most important features of this sector; more than 2500 students from different Palestinian universities have graduated annually with distinctive skills and abilities. They are IT experts and they are qualified for the latest techologies, therefore; this can help in developing and expanding this sector. In addition to creating innovative,

intellectual and industrial ideas and products among young generations. Furthermore; it is considered to be one of the most important opportunities for investing in start-ups through different technological programs. It is also one of the widest possible sectors that can increase and create job opportunities whether these opportunities are in the same sector or in other economic sectors. We aim to maximize the Palestinian exports and the outsourcing projects contribution first by enhancing the competitiveness in the export field, building and promoting the idea of Palestine as a provider of high quality services and products, creating a supportive business environment, setting out laws and policies that support and enhance innovation and investments in this sector and finally opening new markets. The purpose is to establish a brand for the Palestinian ICT sector through building a real partnership with the Palestinian Government so it can be the supporting hand in the promotion and the branding of this sector, and to help in putting this sector on its permanent agenda in the Arab and International markets.

Suggested Actions:

As mentioned before, the Board seeks in cooperation with all stakeholders and partners to implement several activities that aim at promoting this sector and improve the investment environment; such as:

- Activating and promoting investment packages that are approved by the investment promotion authority.
- Forming a national team to review the laws governing this sector and try to set new laws that improve the working and the investment environment.
- Welcoming delegations and forming a plan to visit ICT export Palestinian companies which have the ability to do projects with international companies.
- Sending businessmen with several delegations to other countries around the world to promote this sector and conduct B2B meetings.

Branding and Promotion of the ICT Sector

- Activating the embassies to promote this sector and to try creating job and investment opportunities in the country.
- At the level of companies, the government should hold a Palestinian pavilion in different exhibitions in this sector to strengthen its image.
- Promoting the sector at the international level through placing banners in vital places such as airports, and publishing different articles that promote the ICT sector in Arab and International economic magazines.
- Using all media and social media to promote the ICT sector.
- Organizing business delegations' visits and holding B2B meetings with Palestinian companies.
- Implementing advanced training courses in latest trends and technologies.

Therefore, we seek all partners' cooperation and contribution to help put this sector on the top of your priorities, and to support and adopt all the proposed activities; in order to promote this sector and strengthen its investment, export and outsourcing opportunities. God may help us all in building a strong Palestinian economy that depends on the knowledge economy to penetrate the international markets.

Saeed Zeidan,

Chairman

A Special Invitation for ICT Start-Ups

If you have a start-up in the ICT sector and have been licensed for less than a year; we invite you to join the Palestinian Information Technology Association of Companies – PITA. In which you can have the membership advantages which in turn will help you in reaching project developers, funders, investors as well as experts who can provide you with consultancies and guidance.

To learn more about the benefits of becoming a member; you can click on this link

Terms of Accession:

- The company license shall not exceed more than one year.
- The company should be specialized in ICT field.
- Membership fees are paid for the first two years for 100$ per year.

So come and join us, be a member with all major players in the Palestinian Digital Sector!

دعوة خاصة

للشــركـات الـنـاشـئـة فـي مجال تكنولوجيا المعلومات

يدعوكم اتحاد شركات أنظمة المعلومات الفلسطينية

بيتا

للانضمام إليه

شروط الانضمام إلى الاتحاد:

1 ألا يزيد ترخيص الشركة الناشئة عن عام واحد

2 أن تكون الشركة متخصصة في مجال تكنولوجيا المعلومات

يتم دفع رسوم عضوية لأول سنتين بقيمة 100$ لكل سنة

www.pita.ps   +970 22958447/5 | +970 8 2881110

Palestinian
Information
Technology
Association
of Companies

Why Participating is important ?

- Knowledge-sharing
- Keep pace with the changing world
- Strengthen the professional ties
- Challenge and grow
- Identify needs and challenges in ICT sector
- Essential factor for economic growth
- Creating Opportunities and enhancing capacity and understanding

Upcoming Events

1. "**Required Policies for Strengthening and Enhacing the ICT Sector" Conference, October-2019, Ramallah;** MAS in cooperation with Paltel and PITA will hold a national conference to make suggestions regarding the required policies that can strengthen the Palestinian ICT Sector and help it in achieving sustainable development and fighting the local and the regional constraints; so it can be one of the main economic sectors in the country .

2. The Forth National Forum for the Forth Industrial Revelution, 9-10 September,Ramallah ; The HCIE is organizing the 4th National Forum about the 4th Industrial Revolution, under the auspices of H.E. Mr. President of the State of Palestine "Mahmoud Abbas". The forum aims to raise awareness of the Palestinian community about 4IR and the importance of keeping update, exchange of national and international experience on the use of the technologies that related to the 4IR, follow up the methods, strategies and mechanisms related to the 4IR and its implementation in Palestine, and analysis of the existing situation and bridge the current gaps.

3. GITEX, Dubai, 6- 10 October; It is a must attend event for who believe in the power of innovation, and event where the world's ICT leaders, experts, enterprises, startups, technology enthusiasts, students and consumers gather to present the future of business and converging sectors and industries that will impact our lives.

4. **GSMA MWC19, Shanghai, 26-28 June and GSMA MWC19 Los Angeles 22-24 October**;It boasts and represents the interests of mobile operators worldwide and companies in the mobile ecosystem. The GSMA works on projects and initiatives that targets the collective interests of the mobile industry (handset and device makers, software companies, equipment providers and internet companies).

5. **GESS, Indonesia 18 – 20 September 2019 / Istanbul, 2 - 4 April 2020 / Dubai, 25 - 27 February 2020**; A platform to launch products and ideas in the Middle East education market and reach out to the widest target audience. It is a 3 days of inspirational talks dynamic, hands-on workshops from global industry leaders and influential local experts to enable educational suppliers to access and make connections with decision makers in the education sector.

PITA Latest Activities

- **22/6/2019, Gaza**

A delegation from Paltel visited PITA's headquarters in Gaza Strip; to affirm the following objectives; cooperation towards achieving sustainable development to strengthen the Palestinian ICT sector, and discussing the main challenges the companies face because of the siege on Gaza strip which in turn lead to the delay in developing the internet services infrastructure in Gaza and proposing solutions for this issue.

- **19/6/2019, Ramallah**

The Board met with a high- level delegation from the German Ministry of Economy to discuss prospects of cooperation and future projects funded by the German government; in addition to discussing the challenges that the Palestinian ICT sector faces, and proposed projects which the delegation promised to discuss them with the concerned authorities; especially the GIZ.

- **17/6/2019, Ramallah**

During a pivotal meeting; a memorandum of understanding and cooperation was singed between PITA and Palestinian Computer Society (PCS), in the presence of the Mr. Saeed Zeidan and Dr. Radwan Tahboub and Dr. Musa Erfa'eyeh. They expressed their interest in working together to improve the ICT sector in Palestine and they pointed to the importance of creating a professional society that promotes sustainable development plans of the ICT sector.

- **15/6/2019 , Ramallah**

PITA participated in a meeting with his Excellency the Minister of Communications and Information Technology and a delegation from the German Parliament and the German National Digital Agenda Committee. They all emphasized the importance of cooperation and creating networks and connections between the Palestinian and the German Companies.

- **13/6/2019, Gaza**

PITA met with a delegation of ICT experts from the Japanese International Cooperation Agency (JICA). During the meeting, they were briefed on the most important interventions and priorities. In addition to emphasizing the importance of cooperation and creating opportunities for developing the Palestinian ICT sector and penetrating international markets.

- **12/6/2019, Ramallah**

The Board held a meeting with the a delegation from the World Bank. During the meeting; the plan and the new strategic objectives of the current board were presented, the World Bank also summarized all its programs and projects they are currently implementing which serves the ICT sector. The two parties agreed on another meeting for further discussion regarding the activities and the programs that could benefit the Board and the World Bank.

- **12/6/2019, Gaza**

A delegation of PITA members in Gaza Strip participated in a training program as a part of a scientific trip to Italy and Germany and other countries in Europe. The program included visiting some universities and incubators and business centers. The program aimed at solving the gap between the academic and the private sector and promoting the cooperation between the Palestinian and the European universities and the private sector.

Board of Directors Decisions

Third Meeting Minutes

Membership

The members discussed the membership and its divisions; as follows:

- Active members and members who paid
- Members who did not pay
- Non-member companies
- Start-ups
- Member of honor

During the meeting, they discussed the above-mentioned items within the board main goals of rebuilding the trust among the board, activating the members' role, strengthen the membership base and presenting the sector at all levels.

The following decisions were made:

1. Extension of the previous board decision until 1/9/2019 regarding the exemption of the members companies from the unpaid membership fees by the half for the last years. Providing that this decision does not include this year fees – 2019.
2. The board expresses their gratitude for active members and the ones who paid. The board approved on 50% exemption for those who pay their subscription fees for the next year- 2020 before the date 1/9/2019 to achieve the principle of quality among all members.
3. Starting a campaign of activating and facilitating the start-up companies to join PITA; as stated in the revised rules of procedure.
4. Encouraging the accession of the non-affiliated companies to pay membership fees only for the first year.
5. The board approved to cooperate with all concerned parties to activate an honorary member of PITA to include corporate figures and managers from diaspora Palestinians.

Nomination of PITA's representatives in different institutions and committees:

The board decided the various committees represented by PITA and identified the current representatives as the following:

- The Coordination Council for the Private Sector: Mr. Saeed Zeidan
- The Innovation Council: Mr . Kamal Ratrout
- The Financial inclusion committee – FinTech : Mr. Mohammad Al-Bitawi
- The Procurement Policy Council: Mr. Jameel Thaher

Forth Meeting Minutes

Brief of previous meetings:

- The Coordination Council for the private sector: the board discussed the Bahrain Conference and the position of the private sector towards this issue. The discussion included the suggestion of bringing 1500 business men at the same day of the conference in solidarity with the Palestinian leadership; to affirm the rejection of any decision that can harm the Palestinian people.
- The Coordination Council for the private sector held a meeting with the Minister of Finance, in which it affirmed the difficulty of the current situation and the future prospects of the Palestinian authority and of Palestine in general.
- The board met with the World Bank to discuss means of future cooperation between the two parties. The discussion focused on the projects that the world bank implements which targets the ICT sector.

Suggested activities for the next phase/ stage step

- The chairman will visit Hebron during the next week to meet with a group of companies from the south in order to discuss ways for expanding the membership base in the south and suggesting activities that could be implemented in that region.
- The chairman proposed the idea of signing a memorandum of understanding and cooperation between PITA and Palestinian Computer Society (PCS).

Suggestions:

- The board discussed the received suggestion from members for establishing an arbitration committee in the board to resolve the disputes that may occur between the members and other governmental and private bodies, and between the members themselves. The board will study this issue in a deeper manner, therefore lawyers and special authorities will be consulted to determine the possibility of implementing such a proposal.

EXPOTECH

The board made several suggestions regarding Expotech:

- The board suggested that Expotech Shopper can be held in Hebron; and as for Gaza, it can be held in an area but outside Gaza city. This suggestion will be submitted to Expotech Committee to decide if is it accepted or not.
- The form of this year exhibition will be that existing companies will embrace a group of start- ups in order to help them and to develop the whole sector in general.
- The Gala Dinner will be a long session before the opening ceremony, which will include speeches of the sponsors and pioneers in the ICT sector and some international guests.
- Expotech shall be held during November.
- Inviting all members to form Expotech Committee. The board has set different tasks for this panel such as; identifying the themes and ideas of the exhibition, sponsor packages, time, place, participation standards and sponsors and their roles.

Information Technology Association of Companies

PITA's New Members 2018 – 2019

(Gaza and Ramallah)

Auxilium Technology	Synergy Company
اضغط هنا	**اضغط هنا**
HYPER TECH	**ORCAS**
اضغط هنا	**اضغط هنا**
Rwad Al Tayseer Company	**Wegroup**
اضغط هنا	**اضغط هنا**
Tatwer	**Hexa For Information Technology**
اضغط هنا	**اضغط هنا**
Inspire IT Solutions	**Tweets Tec**
اضغط هنا	**اضغط هنا**
IT Venue	**Shift ICT**
اضغط هنا	**اضغط هنا**

Be A Member ! http://home.pita.ps/wp/join-pita/

Palestinian
Information
Technology
Association
of Companies