

AICE 2017

THE NEXT GENERATION FREE ZONES

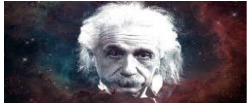


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Next Generation Competitive Free Zones Drivers

Smart - Innovation – Safe – Sustainable.



S.W.O.T. Nowadays Free Zones

Internal	External
Strengths	Opportunities
Weakness	Threats

Strengths FFZZ.

- ✚ S1. Legal Frameworks.
- ✚ S2. Incentives of FFZZ.
- ✚ S3. “Humanware” (Talent from Expatriot and locals).
- ✚ S4. Conglomerate of Focus Business.
- ✚ S5. Clusterization Process.

Weakness FFZZ.

- W1. Image of FFZZ.
- W2. Dependent on Low or Nule Taxes.
- W3. “Red Tape” Bureaucracy.
- W4. Infrastructure and Utilities availability.
- W5. Exclusion of FFZZ from FTA and payment of Import Duties.
- W6. Quality of Life (i.e. Public Transport).
- W7. After Care for Expatriates.
- W8. Lack of Knowledge of FFZZ by potential customers.
- W9. Customs.
- W10. Lack of inter FFZZ Networking.

Opportunities FFZZ.

☒ O1. Offshoring Drivers.

☒ O2. Attract FDI.

Threats FFZZ.

☒ T1. OECD Blacklist.

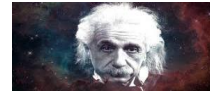
☒ T2. Taxation to FFZZ.

☒ T3. Insourcing & Onshoring “tendency”.

Competitive Next Generation Free Zones Value Proposal.

Sustainable 

Smart



Scope

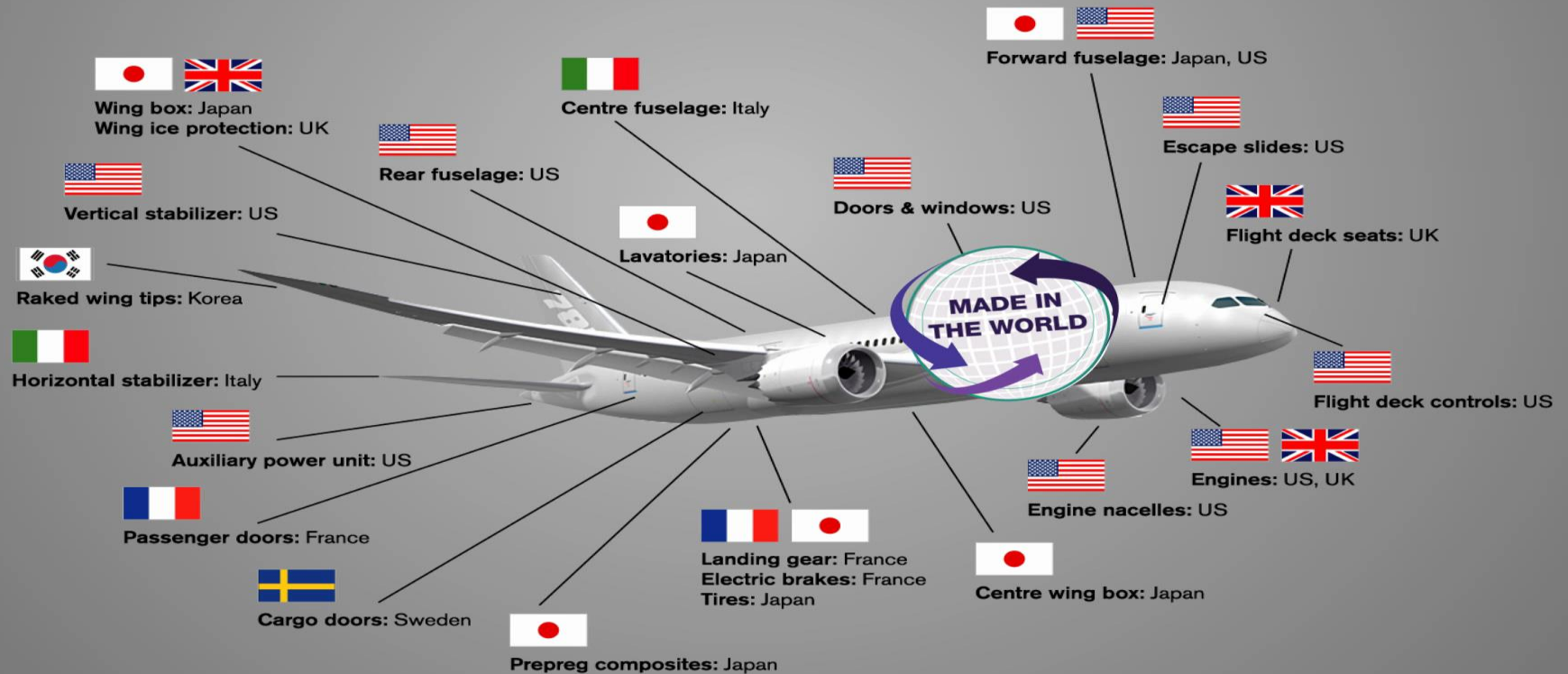


S³=

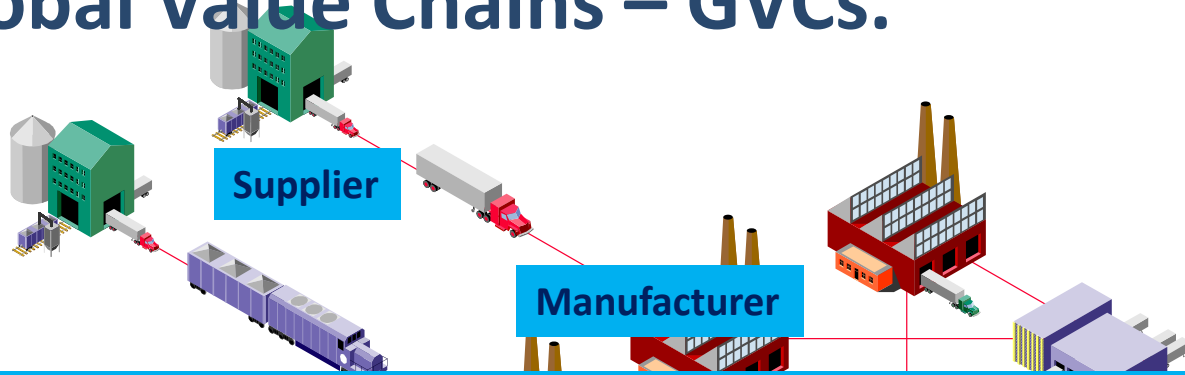
Next Generation Free Zones Value Proposal.

- VP1. High Tech & Excellence Centers.
- VP2. FFZZ as part of Global Value & Supply Chain.
- VP3. Customer Centricity.
- VP4. “Made in NG-FFZZ” (Smart, Innovation, Safe & Green).
- VP5. Focus and Specialized FFZZ and Developers.
- VP6. FFZZ integrity and ethical standards. “Know Your Customer” Process.
- VP7. Skilled Labor Force availability from Low End to High End.
- VP8. Provide Business Model to Global Players.
- VP9. Certifications (ISO, OSHAS, CMMI, WFZO, etc.).
- VP10. Networking of FFZZ.
- VP 11. NG-FFZZ Best Place to Work.
- VP 12. Access to New Markets, NG-FFZZ are FTA Business Platforms.

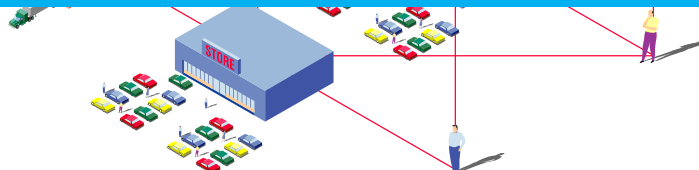
Global Value & Supply Chains – Boeing 787.



Global Value Chains – GVCs.




Global Value Chains GVCs, conceived as the competitive integration for international operations (manufacturing & services), trade and investments organizing the different stages of the manufacturing or services operation process across different countries. Globalization motivates companies to restructure their operations internationally through offshoring and outsourcing.



Scope



 Define vocation and proposal value of the FFZZ in coordination “inside the fence” and “outside the fence” of the FFZZ


“inside the

 Century 21st, inclusive cities are developed around high value infrastructure such as airport, ports and Free Zones.

added

 Free Zones companies arrives at specialized sites with “state of “plug and play” utilities to Data Centers Tier III.

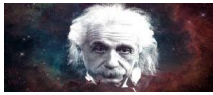
the state from

 Companies prefers to be in a “co-opettion” FFZZ (competition cooperaton” environments, where developers are “core busines”..

and
focused in their

 Offshoring through Outsourcing & Captive operations represents a key competitive response to GVCs.

Smart



 Vinculation and Alineation among academy with Free Zones.

 Develop “on site” and “off site” I+D+i.

 Strategic Alliance with Technological Park and Universities.

 Generate an Worldwide FFZZ Incubator Program with IDB, WB,
etc.

Investing Funds,

 Being the link among incubation projects and “Angel Investors”
Venture Capital.

as well as

 Generation of the “The Talent Center” for Grants.



Sustainable Next Generation Free Zones.

Economic:

- “Doing Business”.
- FDI.
- GDP Improve.
- Access to New Markets.
- Fiscal Transparency Compliance.
- “Know Your Customer & Supplier”.

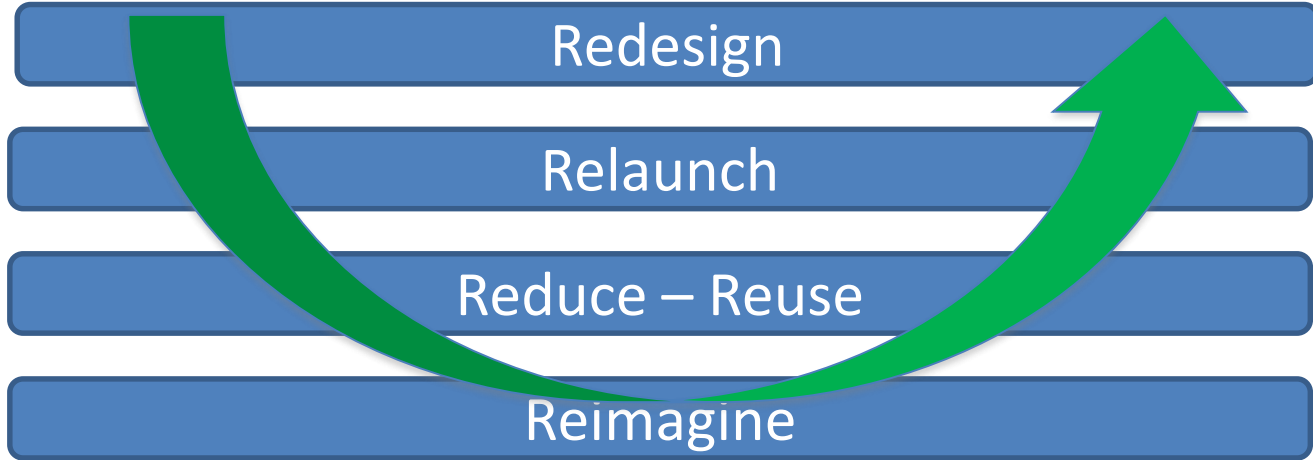
- High End & Qualified Employment.
- Social Inclusion.
- Excellence Centers.
- Working & Ethic Habits.
- Safety & Security.
- Certification ISO 9001, 26000. OSHAS 18000. CMMI 4/5.

- Sustainable.
- “Leeds” Certification.
- Carbon and Hydric Prints.
- ISO 14000.
- Compliance Basilea Convention – Reverse Logistics.
- WFZO.

Sustainable



Sustainable Next Generation Free Zones.



Wrap Up and Reflection for NG-FFZZ S³ .

Every morning in Africa, a gazelle wakes up.
It knows it must run faster than the fastest lion,
or it will be killed.

Every morning a lion wakes up.
It knows it must outrun the slowest gazelle,
or it will starve to death.

It doesn't matter whether you are a lion or a gazelle.
When the sun comes up, you better start running.

Thomas Friedman
The World is Flat
Chinese Factory 2001

Gracias!

Thanks!

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