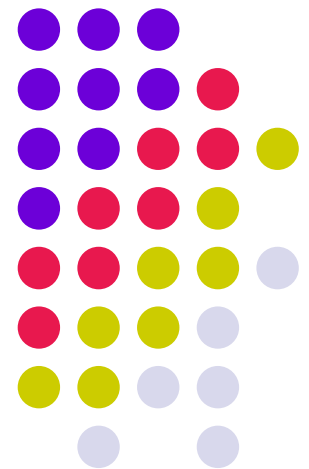


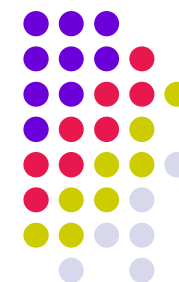
# Business Development Services (BDS) for women - owned entrepreneurs in the digital economy

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**Dr. Pham Thi Thu Hang**  
Vice-President  
Women Entrepreneurs Council  
VCCI

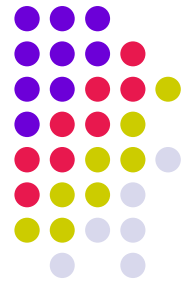


# Rate of women-owned/led enterprises in Vietnam



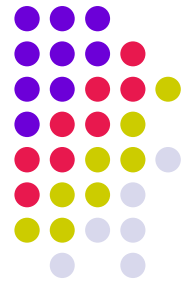
Sectors	Women-owned enterprises	Total of registered enterprise	%
Agriculture, forestry	40	925	4.3
Aquaculture	446	2453	18.2
Mining	41	427	9.6
Production	1956	10399	18.8
Electricity, water, gas	10	112	8.9
Construction	243	3999	6.1

# Number of women-owned/led enterprises (2)



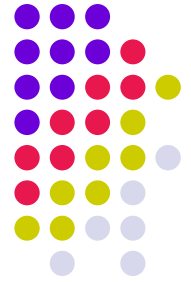
Whole sale, retail, motor repairing etc.	5978	17547	34
Hotel, restaurant	909	1919	47.4
Traffic, communication, storage	218	1796	12.1
Financial services	79	935	8.4
Science-technology services	1	6	16.7
Housing, immovable property and business service	284	1375	20.7
Education, training	43	77	55.8

# Number of women-owned/led enterprises(3)



Welfare and health services	5	25	20
Sport and culture	12	120	10
Others	37	173	21.4

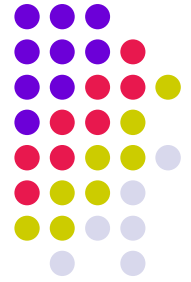
# Figures on women-owned/led enterprises - Dec.2000



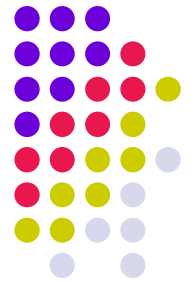
<b>12/2000</b>	<b>Number of business</b>	<b>Profits</b>
<b>Total</b>	42,288	809,786 (billions VND)
<b>women-owned enterprises</b>	10,302 (~24%)	95,428.487 (billions VND) - 11%

Sources: General Statistics Office (GSO), 2000

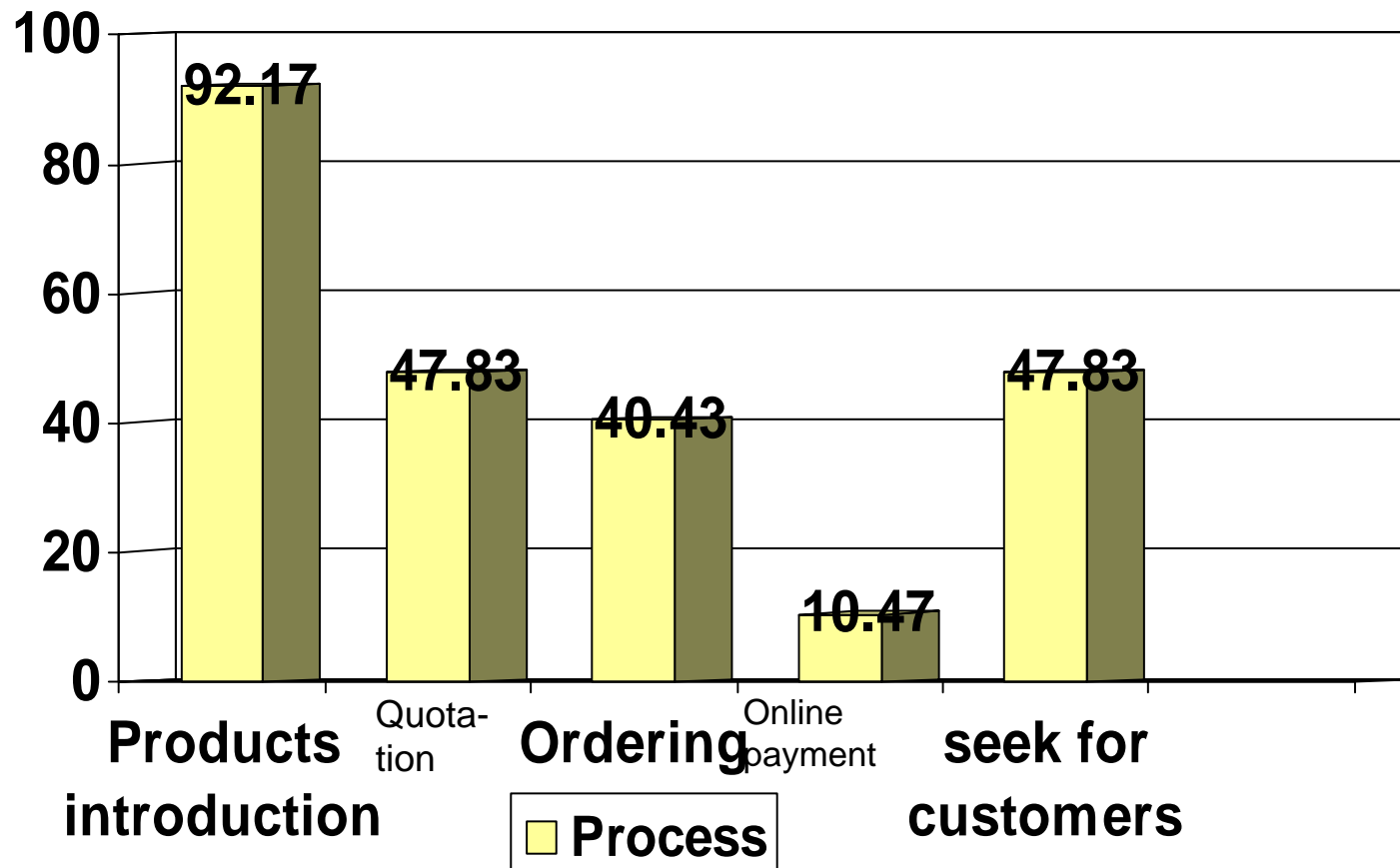
# Enterprises with computers and e-business



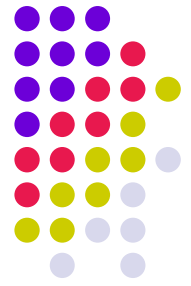
- General survey by GSO in 2002:
  - using computers: 52.730 (2%) enterprises
  - having website: 2.366
  - using e-business: 3.760



# Application of e-business



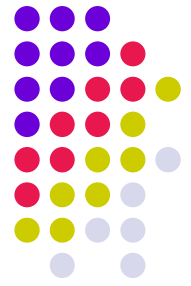
# The necessity to develop e-business services for women-owned enterprises



## **Help women entrepreneurs to apply e-business to :**

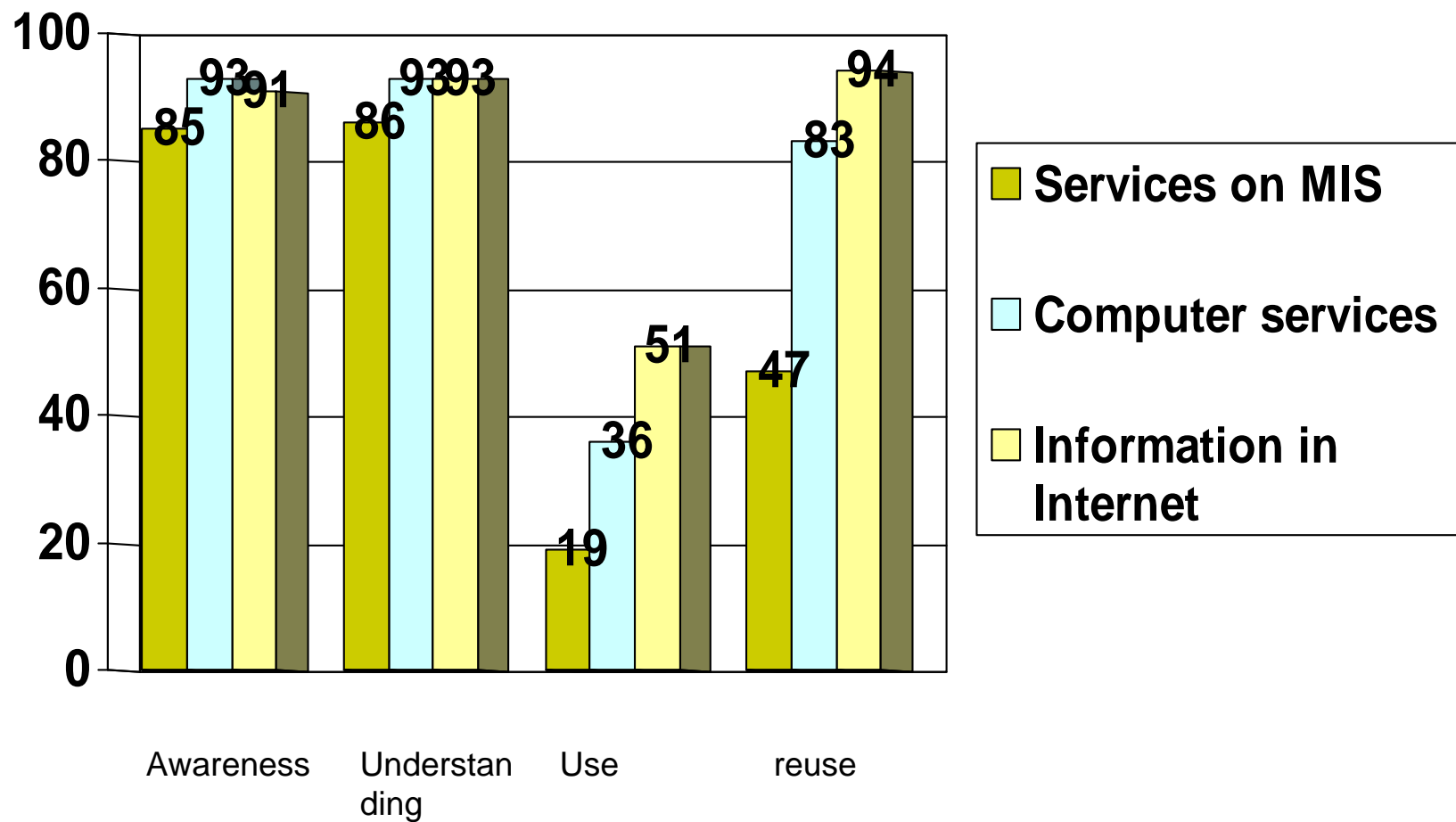
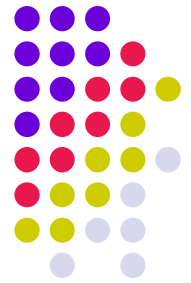
- Extend market, strengthen cooperative relations
- Reduce costs
- Improve the quality
- Save on resources
- Support for international economy integration
- Access to advanced achievements

# Obstacles for Vietnamese enterprises in ICT application

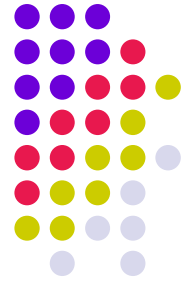


- ❑ Insufficient awareness
- ❑ Inadequate investment
- ❑ Lack of CIO
- ❑ Lack of manpower that directly accept e-business services
- ❑ Limited capacity of education organizations in Vietnam on e-business training
- ❑ Inadequate policy environment
- ❑ Big IT programs and projects are at the 1<sup>st</sup> stage
- ❑ Lack of training program on ICT in general and e-business application in particular

# Use of e-business service in enterprises

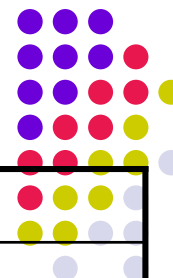


## Difficulties for WE to use e-business



- ❑ Limited understanding on e-business
- ❑ Lower education level and foreign language skill compared to men
- ❑ Issues of web facilities and security remain new
- ❑ No specific program and support policies for WE in e-business
- ❑ Poor appropriate services/products for WE

# Use of computers in Vietnamese enterprises

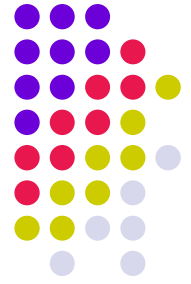


	No	Yes
<b>To access internet</b>		
<b>Enterprises owned by men</b>	<b>279 (51%)</b>	<b>263 (48.5%)</b>
<b>Enterprises owned by women</b>	<b>71 (51.8%)</b>	<b>66 (48.2%)</b>

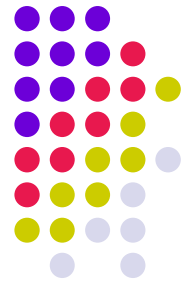
<b>To send and receive email</b>		
<b>Enterprises owned by men</b>	<b>246 (45.4%)</b>	<b>296 (54.6%)</b>
<b>Enterprises owned by women</b>	<b>66 (48.1%)</b>	<b>71 (51.8%)</b>

<b>Using computer for e-learning</b>		
<b>Enterprises owned by men</b>	<b>532 (98.2%)</b>	<b>10 (1.8%)</b>
<b>Enterprises owned by women</b>	<b>133 (97.8%)</b>	<b>4 (2.2%)</b>

# Initial efforts for WE in Vietnam



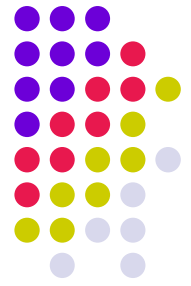
- ❑ **National program on ICT application** for integration and development, approved by the Prime Minister on 29 July 2005 and VCCI has been assigned to implement from 2005 – 2010
  
- ❑ Training on ICT application for women-owned enterprises:
  - In coordination with AWINPC
  - Sending staff to participate in training program of APWINC
  - Encourage WE to follow training program on e-business by fees incentive.
  
- ❑ **APEC Digital Opportunities' Center ( ADOC) in VCCI**



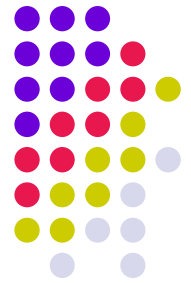
## **Recommendations to meeting of APEC minister on SME: Support to WE, taking full advantages of the digital economy**

- ❑ Conduct surveys, research on the situation and needs for BDS by women-owned enterprises
- ❑ Introduce the application of ICT in order to enhance competitiveness of training content on e-business.
- ❑ Develop IT products/services that are suitable with WE, especially areas with high representation of WE (commerce, service..).
- ❑ Enhance capacity for services providers, set up Remote Training Center in the Internet.

**Recommendations to APEC ministerial meeting on  
SME : Create the application environment for E-  
business**



- ❑ Gender integration in survey, research programs, plans supporting WE to use e-business
- ❑ Recommend Governments on the promulgation of policies and e-business development for enterprises in general and women-owned enterprises in particular
- ❑ Develop legal framework in order to regulating ICT services
- ❑ Promote linkage between computerization programs of Governments, agencies and locality and business computerize programs
- ❑ Strengthen international cooperation, especially among APEC economies, enable enterprises to learn new and updated training contents.



**Thank you for your attention and contribution!**