



Holy Land Christian Ecumenical Foundation



13th INTERNATIONAL CONFERENCE & 2nd INVESTMENT and BUSINESS CONFERENCE Friday - Sunday, October 28-30, 2011

CONFERENCE EVENTS

- **IT Sector Forum** Friday, October 28- 10am - 4pm, includes Lunch, Washington Marriott
- **Youth Conference** Friday, October 28, 9:00pm to 3:00pm – National Presbyterian Church
- **Awards Banquet** Friday, October 28 - 6pm - Reception; 7:00pm-Dinner, Washington Marriott
- **13th International Conference** Saturday, October 29 - 8am -7pm, National Presbyterian Church
-Political, Business, Interfaith, Peace and Justice and other panels-
- **Business and Investment Forum** Sunday, October 30 – 10am – 5 pm, Washington Marriott
-International and domestic Banking, Financial, Real Estate, Manufacturing, IT and other sectors.

IT SECTOR FORUM SPECIFICS

Introduction

HCEF is conducting its 2nd Annual Investment and Business Conference, which will be held in conjunction with its 13th International Conference. The first annual Investment & Business Conference resulted in successful partnerships, as well as numerous and varied investment business transactions between the Palestinian Business people and Palestinians in the Diaspora.

To capitalize on this success, this year's Investment and Business Conference will include a variety of business sectors, and involve more business persons, corporations and institutions with interest on both sides. Additionally, more focus will be placed on the information technology (IT) sector to provide the forum with a platform for developing and promoting the growth of the IT sector, and feature business opportunities in technology in Palestine through the participation and showcasing of Palestinian start-ups, entrepreneurs, and corporations covering a broader spectrum of the IT sector.

Mission

Leverage a highly educated IT workforce in the Palestinian Territories to offer competitive and reliable IT services to clients globally.

Vision

The Conference is to focus on the Palestinian professionals in the IT sector, and intended to facilitate creative partnering between Palestinians in Palestine and in the Diaspora for the purpose of strengthening economic advances in the Palestinian IT sector, including increased foreign direct investment, the creation of professional technology job opportunities, social networks, and advocacy initiatives. Additionally, it will enhance the quality of technology education and develop the physical infrastructure in a techno-park to host technology businesses and the like.



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INVESTING IN OUR COMMUNITY
BUILDING OUR FUTURE

GOALS:

- Build new relationships and make new connections with the IT sector's leaders inside Palestine and the Diaspora.
- Attract and encourage Palestinian in the Diaspora to invest in the Palestinian market
- Improve the quality of the IT education and develop the technical workforce as well as entrepreneurial competencies
- Participate in building the physical infrastructure of the State of Palestine
- Form business ventures and service entities to continue developing and overseeing the development of new business and investment ventures.
- Outline best practices for dealing with Palestinians and their IT business sectors.
- Form a Steering Committee to assume the follow-up, facilitation and orchestration amongst the interested parties, and to plan future IT activities in Palestine.

Conference Format:

HCEF is inviting IT Palestinian professionals and business leaders from Palestine and the Diaspora to the conference for a round table discussion and presentations for brainstorming, exchanging experiences and ownership of activities, and to further develop and define roles and responsibilities to achieve the mission, the vision and the goals of this conference.

Abundant IT and Business Process Outsourcing Opportunity:

- Full inventory of competitive services and solutions
- Call Centers Services
- Software Research, Development and Testing as well as Arabization
- Research and Development Projects
- Tech Park Development
- Back office Work/Customer Services
- Web Design and Development.
- Value Added Resellers of ERP and Financial Products
- Mobile and Tablet Applications for Apple iOS and Android
- Multimedia and Animation
- Business Process Outsourcing in Engineering, Accounting and Insurance clusters.



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Palestinian IT SECTOR at a Glance

Markets

High growth in local IT market, regional markets, and targeted European and American markets-

- Local IT market growing by 25%, to 5% of Palestinian GDP
- Regional IT markets forecasted to grow to \$30B by 2025
- 300+ million Arab consumers in MENA
- European and American markets potential under development

Opportunities

Growing local and export opportunities-

- 90%+ of Palestinian households with mobile phones, and 142k DSL subscribers
- Increased Export Sales for outsourcing services
- Growing BPO/ITO markets in MENA, and globally
- Growing digital Arabic industry
- Multinationals recently are investing in the IT sector in Palestine

Capabilities

Growing ICT penetration in Palestinian society is driving increase in IT skills and education-

- 10,000+ persons employed in IT related jobs
- 3,500+ persons directly employed in the IT sector
- Advanced education system and reliable supply of high quality graduates, with 10,500+ students in the IT field
- English and Arabic language proficiency
- IT related income is significantly higher than average income, which is driving size of Palestinian IT community
- Local IT companies grew by 45% during the period of 2006-2010 to 300+
- Strong project management and team lead skills.
- Representative skills:
 - Development technologies- Java, JavaScript, JSP/J2EE, XML, Visual Basic
 - Databases- Oracle, SQL Server, MySQL
 - Operating Systems- Windows, Unix, Linux, Solaris, AIX
 - Mobile Applications



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A) IT Forum Steering Committee

- Dr. Jad Daniel, *Vice President & Partner, IBM*
- Rula Dababneh, *Financial Consultant*
- Elias Saboura, Esq., *Attorney at Law*
- Hatim Sahouri, *CIO, Medcor.*
- Laith Kassis, *CEO, Enter Ventures.*
- Abeer Hazboun, *Executive Director, PITA*
- Rafiq Masri, *President Network Management, Inc*

B) IT Sector Conference in cooperation with Palestinian IT Association (PITA)

C) PARTNERS



All events include lunch, coffee breaks and conference materials

Register by October 15, 2011

To register for the 13th International Conference and Events
please visit us online at www.hcef.org/register

To REGISTER: BY PHONE, call 301 951 9400 Ext 219

For more information the about the 13th International Conference and Events or HCEF and its programs,
please contact us by email at conf@hcef.org or call 301 951 9400. Thank you!

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