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10 Annexure

10.1 Model Questions used for senior managers

Infrastructure

- How would you rate the Sri Lankan Infrastructure with regard to Software Development?
- What aspects of infrastructure do investors look for when investing?

Communication

- What do you think of the communication systems in Sri Lanka? Is it adequate for software development?
- Any Positive factors/ Negative factors in Sri Lankan telecommunication?
- Possible causes for the negative factors?
- What are the possible improvements to assist software development?
- Information on cost bared for data and voice channels.
- Expected cost for a 1Mbps guaranteed bandwidth leased line



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Roads/ Transportation

- Do you see any relationship between Roads and Software development Investments?
- Is there any possibility to attract new SWD investments through better planed highways?
- & how in your opinion?

Power/ Electricity

- How sensitive is the software industry to power/ Electricity?
- What Advantages / Disadvantages does Sri Lanka has in terms of Electricity?
- Any suggestions to facilitate software development investments through improvements of power & energy sector?
- Cost bared for electricity by each company?

Industry Trends

Open source Development

- What is the role of open source development in the SWD industry in Sri Lanka.?
- Can Open source development bring in Investments to Sri Lanka?
- What should be done to reach the strategic window?

Software Quality

- What is the impotence of software quality when it comes to SW development?
- Software Development and Quality in Asian countries and possible advantages for Sri Lanka?
- Steps which can be taken to enhance Quality aspect of SW?

IT Parks

- DO IT parks serve its purpose, and does it have any bearing on Software development Investments?
- What are the main reasons for the failure of the Malabe IT parks?
- What is expected from an IT Park and any expected improvements for the IT Parks to attract Investments?

Trade Zones

- Does this act as a positive point in attracting software development Investments in particular.?
- Any additional improvements to attract software development Investments?

Supportive Policies/ Acts

Intellectual Property Right Laws

- What do you think of the IPR laws in Sri Lanka?
- Will it act as a motivator for investors?
- Positive/ Negative impacts of enforcing IPR laws?
- Any additional requirements in IPR laws to be reformed?

Communication Act.

- What is the relevance of the communication Act for SWD?
- What are the amendments to the communications act which will assist SWD Investments?
- What needs to be done with the present communications act?

Practices

- Do you think the BOI plays a major role when it comes to Investments?
- What do you think of the practices adopted by BOI?
- What amendments are necessary in your opinion for BOI practices?
- Any other practices apart from BOI which will assist SWD Investments?

Legal Reforms

- Does Sri Lankan Legal systems facilitate Foreign Investment?
- Are there any specific acts that investors look in to?



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Labor Laws

- How appealing are the labor laws in Sri Lanka for the Investors? And what do Investors look for?
- Are there any concerns with Sri Lankan labor laws?
- What are the possible amendments?

ICT Legal Framework

- What is your opinion about the Sri Lankan Legal Framework?
- Is it sufficient enough to facilitate software related investments?
- Are there any amendments that can be done to make it more attractive for investors?
- What are the required measures?



Education

- Does our education system cater the industry needs in general?
- Any general issues of the education system
- Budget allocations for education.

University Education.

- Does this go in line with the industry trends? Do we get the right people from the universities?
- Can this be a positive factor for the investors?
- What lacks Sri Lankan university education?
- How can this be made more attractive to facilitate Investments in software development?
- Budget allocation for university education/ idea of separate budget for software stream
- Amount of allocations for both university + software budget

Skill Development



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- Do we have the right type of Skill to attract new investments in SWD?
- What do our skill development centers lack?
- How can Skill development be increased to attract new SWD Investments?
- Are there any specific area that we as Asians should focus in Skill Development to attract SWD investments?
- Separate budget for skill development, amount?

Professional Qualifications

- Are Professional Qualifications a concern for the Investors?
- What are the Professional Qualifications that the SWD industry is looking for?
- Do we have the necessary Professional Qualifications/ Institutes to provide them?
- What are the possible advances in Professional Qualifications development when it comes to attracting SWD investments?

Perks

Duty Concessions/ Tax Concessions & Incentives/ Benefits

- Are Concessions and Incentives/ Benefits considered as a main motivate for investment when it comes to SWD?
- Will the existing Concessions act as a motivator to SWD?
- Are there any specific Incentives/ Benefits which can be aimed at SWD?

Brand Name

- Does the concept Brand Name go along with SWD?
- Where does Sri Lankan SW stand when it comes to Branding? Do we have a place when compared to the industry giants?
- What are the areas we should look in to in Branding? eg. quality, cost etc.
- What are the measures which can be taken to Introduce Branding to Local SWD?
- Will a branding policy for Sri Lanka software industry work?

10.2 Model Questions used Investors

Infrastructure

Communication

- Are you satisfied with the telecommunication infrastructure in Sri Lanka?
- Was it an attraction at the time of investing?
- Any issues related to the telecommunication infrastructure?
- What are the possible improvements to assist software development?

Roads/ Transportation

- Do you see any relationship between Roads and Software development Investments?
- Is there any possibility to attract new SWD investments through better planned highways?
- & how in your opinion?

Power/ Electricity



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- Is power/ Electricity a major concern when it comes to SWD investments?
- Any Advantages / Disadvantages Sri Lanka has in terms of Electricity?
- Any improvements to assist Investments?

Industry Trends

Open source Development

- Open sources resources, is it an investment attractor?

Software Quality

- Is Software Quality a concern at the time of Investment?
- Has Quality of Sri Lankan Software act as a motivator when investing?

IT Parks

- At the time of Investments are IT/ Software Parks important?
- Are you aware of the IT - Park in Sri Lanka?
- Any comments on the Sri Lankan IT Park at Malabe.
- If you are to start up operations inside the IT-Park, what will be your concerns, and requirements?

Trade Zones

- Does this act as a positive point in attracting software development Investments in particular?
- Any additional improvements to attract software development Investments?

Supportive Policies/ Acts

Intellectual Property right laws

- Is IPR laws a concern when investing?
- What do you think of the IPR laws in Sri Lanka?
- What additional measures are looked at by investors in IPR laws.

Practices

- What do you think of the process/ practices of the Sri Lankan BOI?
- What amendments are necessary in your opinion for BOI practices to attract investments?
- Any other practices at government level apart from BOI which will assist SWD Investments?

Legal Reforms

Labor Laws

- Was Sri Lankan labor laws considered at the time of investment?
- How appealing are the labor laws in Sri Lanka for the Investors?
- Are there any special laws which Investors look for?
- What are the possible amendments to Sri Lankan labor laws ?

ICT Legal Framework

- What is your opinion about the Sri Lankan Legal Framework?
- Is it sufficient enough to facilitate software related investments?
- Are there any other required measures which investors look for?

Education

University Education.

- Is it a matter for the investors?
- What is expected by investors from university education

Skill Development

- Do we have the right type of Skill to attract new investments in SWD?
- What do our skill workers lack?
- Are there any specific area in Skill Development to attract SWD investments?

Professional Qualifications



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- Are Professional Qualifications a concern for the Investors?
- What are the Professional Qualifications that the SWD industry is looking for?
- Any area which Sri Lanka could develop on?

Perks

Duty Concessions/ Tax Concessions & Incentives/ Benefits

- Are Concessions and Incentives/ Benefits considered as a main motivater for investment when it comes to SWD?
- Are there any specific Incentives/ Benefits which investors specifically look for?
- Suggestions for additional perks?

Brand Name

- Does Sri Lanka have a Brand Name in international arena? And is it a concern for investors?
- Will a brand image act as a influencing factor for investors to come in?

