



Luncheon Seminar
Department of Information and Systems Management
School of Business and Management, HKUST

Date: Saturday, 9 December, 2006

Time: 1:00 - 2:30

Venue: Lecture Theatre C

Speaker: Mr. Stephen Law, Chief Executive Officer, WisageTech

Topic: Leveraging China's IT Resources & Market

China has over 900,000 IT professionals today and is projected to have 2,500,000 in 2010. How to capitalize on China IT resources is a worthwhile topic for Hong Kong entrepreneurs to explore and how to combine strength is also a topic that Hong Kong IT professionals should have a better understanding. Based on our previous experience in managing IT resources in North America, Europe, Australia and Hong Kong, my partners and I have successfully combined the strength of U.S. and Hong Kong IT professionals and China mainland's IT resources to work together to create software products that can be sold to North America, Europe and Japan. Our success didn't come easy. We first had to understand the IT skill set gap in China. We then needed to overcome a fair number of technical and managerial issues that popped up expectedly and unexpectedly. We have concluded that motivation is the most important factor in overcoming these difficulties. If we did not have a good understanding of the business rationale behind capitalizing on China's IT resources upfront, we probably would not be able to overcome what we had. On the business side, our initial analysis indicated that China's IT market had some major problems (e.g., low corporate spending, illegal copies) and it would be a difficult market for us to sell into. But we finally discovered that it has been changing quickly and all the problems that we identified previously are becoming lesser and can be solved. China now actually offers us a fairly large homogeneous IT market to sell into.

Bio-sketch of Mr. Stephen Law:

Stephen Law is currently the CEO of WisageTech in China. Prior to co-founding WisageTech, he was the Head of IT/Systems at HK Exchange. Prior to his return to Hong Kong in 2001, he had worked over 20 years in the software/IT field in the U.S. and has held executive level positions at companies such as Concurrent Computer, DEC, Citibank, Perot Systems™ and InterWorld™. At WisageTech, he is responsible for leading the company in the development of a new generation of project management tool products and the global e-channel strategy.

Stephen started his career as a researcher in Bell Labs. As part of his successful business career, he has been associated with several start-up businesses, prior to being the co-founder of WisageTech. His first experience with a start-up business was when he was employed by DEC and worked for its Image, Voice and Video Business Unit. He also joined Perot Systems and InterWorld™ during their initial stages.

Stephen is experienced with both the software product business and the IT service business. His business philosophy is founded in the belief that the software product business is a global business and entrepreneurs should find the best talents in the globe to produce the most innovative products and sell them at the lowest possible prices.

Stephen is the author of the book entitled “8thManage – How to Surpass India and U.S. in Software” published by Tsinghua University Press in China and Cosmos Books Ltd. in Hong Kong in 2006. Stephen holds a Bachelor of Arts degree in Computer Science and Mathematics (double majors) from the Southern Illinois University at Carbondale in 1978 and received a Masters degree in Computer Science from the University of Wisconsin – Madison in 1979.

All are welcome!

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