The Third APEC SME Technology Conference and Fair Selects IT E-Strategies President, David Scott Lewis, as the Featured Speaker on Global IT Sourcing

IT E-Strategies Recognized for IT (Information Technology) Sourcing Leadership

QINGDAO, Shandong, China and MENLO PARK, Calif., June 1 /PRWeb/ --

IT E-Strategies, the only consultancy focused on matching the needs of CIOs and U.S. systems integrators with systems integrators and software developers based in China, is pleased to announce that the Asia-Pacific Economic Cooperation (APEC) has selected Mr. David Scott Lewis, President and Principal Analyst of IT E-Strategies, as their speaker on global sourcing and IT outsourcing at this week's Third APEC SME (Small and Medium Enterprises) Technology Conference and Exhibition.

Mr. Lewis has been selected alongside three other speakers, including the heads of IBM and EDS/UGS PLM in China, for the session on IT issues which will begin on Wednesday, 2 June, at 14:00 (2:00 pm) in the coastal city of Qingdao. Qingdao is home to two of the top three brands in China, Haier and Tsingtao, and will be the host of the sailing events for the 2008 Summer Olympics.

"The bulk of my presentation will explore opportunities for China's SIs (systems integrators) in the United States, and the business models and due diligence criteria that must be considered by American CIOs (chief information officers) and SIs," stated Mr. Lewis.

"Many U.S. SIs are looking for partners in China and many U.S. CIOs have selected China as their top spot for IT (information technology) outsourcing after India. Also, many U.S. firms are looking to develop captive software development and R&D centers in China. On the other hand, China's SIs have been practically invisible to U.S. SIs and CIOs, even though the margins for sub-contracting work are three times the margins for domestic (in China) contracts and 50% higher than for sub-contracting work done for Japanese SIs. The U.S. is the largest and most profitable market for China's SIs; Japan and Korea pale in comparison. My mission is to help bridge this gap," replied Mr. Lewis.

Prior to starting IT E-Strategies and relocating to China, Mr. Lewis was a VP, E-Business Strategies at the META Group, the world's fourth largest IT advisory service. One of Mr. Lewis' coverage areas was the systems integration space; he was META's only analyst focused on global IT sourcing issues. He also covered a wide range of enterprise software applications, including wireless enterprise applications, as well as emerging technologies.

Prior to META, Mr. Lewis was Director, E-Business at Oracle Corporation and Manager, New Market Development at Microsoft Corporation. He was also the CEO of the largest Web systems integrator in Southern California circa mid-1990's.

About IT E-Strategies

With offices in China and Silicon Valley, IT E-Strategies is the only IT sourcing advisory and management firm with a focus on joint Sino-American opportunities. IT E-Strategies focuses exclusively on assisting China's systems integrators with their expansion efforts and go-to-market strategies targeting the United States, and on advising American CIOs and SIs on their IT sourcing options in China.

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