



DIGITAL ISLE OF MAN

VISION 2020 AND MISSION SCOPE

IDENTIFIED SECTORS, SALIENT FEATURES AND OPPORTUNITIES

HOW TO GET THERE – STRENGTHS, WEAKNESSES AND THREATS

ON THE HORIZON

GM - THE LAST TWO YEARS

VISION 2020 AND MISSION SCOPE

OVERRIDING OBJECTIVE. The vision and scope of the agency is to support Island people and businesses in the fulfilment of a prosperous economy and way of life.

SPECIFIC SCOPE. How will the sectors represented by the agency look in 2020 with a focus on the opportunities and challenges they will face and how the agency will respond?

GOAL SETTING AND PROJECT PLANNING. It is difficult to crystal ball gaze and determine a definitive answer to the above question. Although steered by the agency the answer will largely be determined by technological advances and the entrepreneurial activities realised by the individuals and businesses attracted to/existing on the Island and assisted by the agency rather than by the agency itself. But the public and private sectors can continue their successful collaboration and we can be selective and set goals for the opportunities presented to us, plan for their delivery and be held accountable for our success or failure just as in any meritocracy. The following slides set out one possible outline for how the overriding objective might be achieved.



IDENTIFIED SECTORS, SALIENT FEATURES AND OPPORTUNITIES

CONSIDERING EACH OF THE FOLLOWING SECTORS (DfE terms of reference):

e-GAMING

DIGITAL ECONOMY/ICT

DIGITAL MEDIA

e-GAMING

PROBABLY THE LARGEST SECTOR BY CONTRIBUTION TO THE ECONOMY AND STILL GROWING.

BREXIT IS PROBABLY AN OPPORTUNITY WITH REGARD TO ASIAN/ANTIPODEAN MARKETS THAT APPRECIATE THE “BRITISHNESS” OF THE ISLE OF MAN WITHOUT ANY BREXIT BAGGAGE.

GOVERNMENT/INDUSTRY LINKS WITH CHINA ARE GOOD AND PRIVATE NETWORK INFRASTRUCTURE INVESTMENT/LINKS (Domicilium/Continent 8) IS POSITIVE.

INCENTIVES THAT ASSIST LOCATION TO THE ISLE OF MAN (VAT AND VISA concessions?) NEED TO BE PROTECTED.

NEEDLESS TO SAY THIS IS A VERY IMPORTANT SECTOR TO THE ISLAND. ITS CONTINUED GROWTH WILL BENEFIT THE ISLAND NOT LEAST BECAUSE THE RESULTING ISLAND TECH SKILLS ACQUISITION SHOULD PERCOLATE INTO OTHER DIGITAL SECTORS (rather than consume all existing talent as it appears to do at present).

DIGITAL ECONOMY/ICT

THE GROWTH AREA I SEE IN THIS SECTOR IS FINTECH AND DISTRIBUTED LEDGER TECHNOLOGY (DLT) DRIVEN BY OUR WELL ESTABLISHED FINANCIAL/ACCOUNTING AND LEGAL SECTORS AND CHALLENGER BANK DISRUPTION/CRYPTO\$ CONVERGENCE ALREADY OCCURRING IN THE UK (Monzo, Revolut).

BANKS ARE EMBRACING DLT AND NOW HAVE A GOOD HANDLE ON MOBILE TECH (eg., mature HSBC, Barclays banking apps).

THE EAGLE LAB INCUBATION SPACE DEMONSTRATES INTENT AND LEADERSHIP IN THIS REGARD

DLT – IS NOT JUST ABOUT CRYPTO\$ - FOCUS IS NOW TURNING TO UNDERLYING NETWORK TECH (eg., COMPARE bitcoin – crypto\$/investment; ethereum – smart contracts/voting networks; miota – m2m economy and the IOT).

CRYPTOCURRENCY EXCHANGES, ICO V IPO MODELS, COWBOYS AND HEDGE FUNDS!

DIGITAL MEDIA

ANOTHER HUGE OPPORTUNITY!

ISLE OF MEDIA, FILM, TELEVISION, RADIO AND LOCAL MUSIC SCENE

TT, YOUTUBE (application of professional production methodology!) AND INTERNATIONAL DEMAND FOR HIGH QUALITY CONTENT.

TRADITIONAL BROADCASTING MODEL IS DISRUPTED BUT STILL HIGHLY RELEVANT

INFRASTRUCTURE - SES, MOUNTAIN VIEW INNOVATION CENTRE AND OTHERS.

LOCAL PRODUCTION - GREENLIGHT, BLOOM CREATIVE AND OTHERS.

CROWDFUNDING OPPORTUNITIES

QUALITY OF LIFE, RETENTION OF HOMEGROWN TALENT AND ATTRACTION OF NEW TALENT (personality types?)

HOW TO GET THERE – STRENGTHS, WEAKNESSES AND THREATS

STAFFING AND SKILLS GAP (Improving but nevertheless a key constraint) - **WEAK**

INCUBATION, CUBICLING AND INFRASTRUCTURE (Good and improving) - **STRONG**

LICENCING, REGULATION AND LEGISLATURE (Excellent and proactive) - **STRONG**

GRANTS AND INCENTIVES (Excellent but sometimes conflicted) - **STRONG**

ISLAND LIFE (Awesome and always improving) - **STRONG**

BUSINESS COMMUNITY/MICROCOSM/TESTBED (electric vehicles?) (Well established business sectors) - **STRONG**

PASSPORTING AND VISA ARRANGEMENTS - **STRONG**

HOW TO GET THERE – STRENGTHS, WEAKNESSES AND THREATS

... CONTINUED

ENABLING NETWORKS (Spark/Bridge/ISLEXPO/DfE and others) - **STRONG**

NON COMPLACENCY, ACCOUNTABILITY AND COURAGE (Nascent and improving) - **STRONG**

OTHER OFFSHORE JURISDICTIONS (eg., Malta and Binance) - **THREAT**

PORTFOLIO THEORY (No overreliance on one sector) - **THREAT**

ATTEMPTING TO “BOIL THE OCEAN” - **THREAT**

ON THE HORIZON

BREXIT (opportunity or threat?)

VERTICAL/HORIZONTAL INTEGRATION (manufacturing and services)

CROSSOVER INTO PUBLIC (services) AND PRIVATE SECTOR (manufacturing and services)

AI, MACHINE LEARNING, CYBERSECURITY (remember Invisimail?)

IOT, DLT AND TRUSTLESS NETWORKS

ROBOTICS AND DRIVERLESS CARS

QUANTUM COMPUTING, TERNARY PROCESSING

INDUSTRY 4 (manufacturing game changer)

INDUSTRY 5 (manufacturing – people and machines working together again)

GM – THE LAST TWO YEARS

SINCE MAY 2016 I HAVE BEEN AN ACTIVE MANX ANGEL INVESTOR AND CHAMPION FOR THE ISLAND. IN 2016 I INVESTED IN A START-UP - A RETAIL APP AT JISP.COM - INTRODUCED TO ME AT ISLEXPO 2016. I WAS ALSO APPOINTED CTO AND FD OF THE HOLDING COMPANY AND AM STILL AN ACTIVE INVESTOR ALTHOUGH I RESIGNED AS CTO/FD RECENTLY TO FOLLOW OTHER TECHNOLOGY PURSUITS, NOTABLY IN THE DLT SECTOR.

RECENTLY I NOTED THE CHIEF EXECUTIVE – DIGITAL (AND OTHER AGENCY) ROLE VIA LAURENCE'S EMAIL FLYER "THE ROAD TO RECOVERY" AND THOUGHT I WOULD APPLY AS I BELIEVE I CAN ADD VALUE.

OTHER VENTURES EITHER SEEKING TO RELOCATE OR LOCATED HERE THAT I HAVE WORKED WITH ARE BLINX SOLUTIONS, E-SIGN, DANGEROUS APPAREL AND ROOTS BEVERAGES TO NAME A FEW.

THESE ARE NOT EXCLUSIVELY DIGITAL VENTURES AS DUE TO MY EXPERIENCE AND QUALIFICATIONS I HAVE USEFUL BUSINESS, FINANCIAL AND COMMERCIAL EXPERIENCE AND ADVICE TO SHARE.

HOWEVER, DIGITAL IS WHAT REALLY INTERESTS ME.

MORE INFORMATION, IS AVAILABLE AT GILESMORRIS.COM AND ALSO VIA MY BLOG AT GILESMORRIS.ME

A decorative graphic on the left side of the slide consists of white and light blue lines forming a circuit-like pattern. The lines are vertical and horizontal, with small circles at various points, resembling a stylized tree or a network diagram. The background is a gradient of blue, darker at the bottom and lighter at the top.

THANKS FOR LISTENING!