

CLMVT Forum 2018
Day 2 – 17 August 2018 (14.00 – 16.00 Hrs.)
Discussion Paper for
The Duets: Inspiring Young CLMVT

Lead Discussants:

- **Mr. Song Hock Koon**, Director, Malaysia Digital Economy Corporation (MDEC) Sdn Bhd & **Mr. Patai Padungtin**, CEO, Builk
 - **Mr. Vee Charununsiri**, Head of Business Development & Senior Advisor, Grab Thailand & **Mr. Adrian Stewart**, Partner, Galaxy Venture Co., Ltd & Advisor, Sokochan Co., Ltd.
 - **Ms. Pahrada Sapprasert**, Director, 500 Startups Thailand & **Mr. Tiwa York**, CEO & Head Coach, Kaidee.com
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Background and Overview

It has never been before in the history when digital technology plays a huge role in the economic landscape, and young entrepreneurs have such promising chances to be successful and reap the benefits from digital transformation.

Digital economy creates tremendous opportunities for new talents and startups by increasing an access to new business opportunities and new market channels. At the same time, digital technology is changing the way business is operated.

While traditional companies focus on selling products or services, currently it is the platforms through which they sell the products and services that drive the change in the various industries. These new business platforms enable companies to do business differently, make life more convenient, and are a source of value creation in the digital economy. Discussants from private sector, which are Builk, Grab Thailand, Galaxy Venture & Sokochan, and Kaidee.com can share experiences of their successful business ventures as an inspiration for the young entrepreneurs, especially in CLMVT region with opportunities to leverage from digital technology.

New business models require people with innovative ideas who are agile and responsive to changes. The challenges, as a result, are how to support the new talents to grow. Leadership role from the change agent like Malaysia Digital Economy Corporation (MDEC) Sdn Bhd or venture capital firm such as 500 Startups can fulfill this role by supporting startups through various capacity-building programs.

The lead discussants in each duet will introduce their products/services and how they make life easier, then discuss necessary requirements / components for the businesses to be successful, as well as possible collaboration between each duet.

- The first duet: between public sector and construction management startup (MDEC Sdn Bhd – Builk)
- The second duet: between transportation platform and the agency that helps support the growth of businesses towards the digital economy (Grab Thailand – Galaxy Venture and Sokochan)

- The third duet: between venture capital firm and consumer-to-consumer marketplace platform (500 Startups – Kaidee.com)

Possible Points for Discussion:

- How do you envision the world 3-5 years from now, by utilising the e-commerce platform?
- What are the pain points or biggest challenges in your business operation?
- What are the ingredients in fostering new talents? What kind of capacity building will be necessary for entrepreneurial development to prepare for the opportunities arisen from new economy?
- What do you see as opportunities and obstacles for CLMVT region to leverage the power of new technology?
- What are key messages for CLMVT young entrepreneurs to leverage from digital technology?
