



***“We Bring the Future to You!”
by Florin Suci***

**The new development of the Internet of Things based on “stas network”
electronic transactions platform**

The new development of “the third industrial revolution” based on the Internet of Things need a tool that can offer a full control in real time and an integration of all the data centers to be able to be part of the future global IoT network.

We developed some module for this project and now we have the “unique tool” that can offer to any company or government to get to the “next level” in human and social business administration development into the new digital economy.

As we predicted, the future society to survive in the next human era must be able to have all four major sectors integrated:

- internet governance,
- internet communication,
- internet energy, and
- internet transportation and logistics.

We are facing now the major four future integrated markets challenges with real potential like the EU-North Africa and the Middle East with over 1 billion peoples till 2025, North America, Central America and Northern of South America with over 1 billion peoples too, China itself with a strong future close loop system but open to business for over 2 billion peoples and Russia including some former USSR countries with very poor infrastructure and complex situations with another over 1 billion persons.

We don't forget the India zone and far east Asia where some majors' players are already involved in the development of their infrastructure the major one for over 2.5 billion persons.

Our platform “stas network” can integrate only under one BIN till 1 billion accounts and based on the business, administration or country size and architecture we can adapt and develop a “proprietary structure” to be able to have a performant and integrative system for new Internet of Things society and a full e-government solution.



The companies must transformed themselves with digital technologies, when the real-time and zero marginal costs of doing business are required by clients and people who are calling on the companies and governments to follow suit.

By digitizing, companies and governments can enhance services, save money, and improve client's and citizens' quality of doing business and life by providing services that will meet the evolving expectations of citizens and businesses, even in a period of tight budgets and increasingly complex challenges.

Our estimates suggest that companies and governments digitization, using our technology, could generate over \$1.5 trillion annually worldwide. The digitalization a company or a government requires attention to two major considerations: *the core capabilities for engaging citizens and clients, and the organizational enablers that support those capabilities.*

These make up a framework for setting digital priorities. We look at the capabilities and enablers in this framework, along with guidelines and real-turn-key example to help companies and governments seize the opportunities that digitization based on our technology may offers.

With the right integration and proprietary development of our platform “stas network” can offer the pass for a new digital company or government and help companies and governments to center their digitization efforts on the main four capabilities:

- services,
- processes,
- decisions, and
- data sharing.

For each marketeer, we can develop a module to be integrated into our platform.

Services

Governments are using digital tools to improve their interactions with citizens and businesses. By digitizing a few high-volume activities.

Note: *The United Kingdom kicked off its digital-transformation program by digitizing 25 basic services, such as voter registration – we had developed that module including with proprietary equipment.*

The key to good digital services is understanding the user's perspective. For that reason, the companies and governments must be willing to remake products, processes, and policies around what citizens want.

Note: Norway's tax administration gives citizens tax returns that it has filled out for them, and more than 70 percent of citizens submit those returns. Providing services on mobile platforms – our platform does that, is another way that governments are aligning with citizens' digital preferences and behaviors.



Note: *In China, some provincial governments accept passport and visa applications on-line.*

Processes

Digitizing behind-the-scenes processes offers the most potential productivity gains, as well as tough challenges. Governments should digitize high-volume services first, they should digitize labor-intensive, costly processes before others.

Note: *Sweden's social-insurance agency began its digitization program with five products that accounted for 60 percent of manual-processing work and more than 80 percent of call-center volume.*

Digitizing processes should involve streamlining them at the outset.

Note: *Denmark after amending its tax laws, was able to create an algorithm for classifying newly registered businesses. Now, more than 98 percent of the tasks involved in registering companies take place with no human effort.*

Decisions

The public sector can benefit from big data and analytics in defense, public safety, healthcare, and other areas.

Note: *Australia's tax office analyzed returns from more than one million small and midsize enterprises to develop industry-specific financial benchmarks. It now uses those benchmarks to identify firms that may have underreported their income and notify them of possible discrepancies.*

Advanced analytics systems feed data from many sources into algorithms that adjust operations in real time. While no government has such a system yet, we offer the opportunity that based on our platform to develop the first real e-government platform.

Note: *Singapore is setting up a nationwide network of sensors that will stream data into a repository for all agencies. Like China and the US does too.*

Data sharing

Transparency can strengthen the public's trust in government and its civic engagement. A useful step toward sharing data is unifying registries of public information and managed by a proprietary future NIC – National Information Center or a CIC - Company Information Center.

To integrate our "stas network" Electronic ID cards with either the Service account or the Tax account and to have also the e-health insurance capabilities card integrated with the doctors, pharmacies and hospital and many more facilities for students, payrolls, government payments to and by population and businesses may offer a huge administration tool for the Government in having a "real-time" info and control of the economy.

Note: By using a digital tool to link more than one billion data items from 30 data center sources, the UK tax authority has claimed an additional £3 billion in tax revenue since 2008.

Information exchanges can also help with data sharing.

Note: Estonia's government has a platform, called X-Road, for securely exchanging data among agencies. Even some companies can connect to X-Road. Their platform is like 10% of our platform capabilities and they won the Most Advanced digital country in 2018!

Enabling success in digital government

Four enablers can accelerate digital transformation in e-government:

- strategy;
- governance and organization;
- leadership, talent, and culture; and
- technology.

Here is how a digital government can ensure that each enabler contributes to its future digital initiatives based on our services.

Our Strategy

We have three approaches ways that can help governments incorporate digital concepts into their strategies.

- **The first** is to align the goals for digital transformation with the government's overall priorities. Since 2007 the major European Union part of the Schengen zone countries designed their digitization strategy for 2010 to 2020 to advance a broader cost-cutting agenda.
- This helped to speed the execution of the strategy and led to cost reductions that the government had sought. Because they don't have a central platform the development is made country by country and system by system.
- **The second** is to evaluate regularly whether digital programs are performing well and to adjust them as conditions change. Governments should also be aware that digitizing services can make those services less accessible or usable to certain groups.
- Germany is leading this process by growing their productivity in 10 years for 18.5% to almost 30%! They are in close relation with France, Spain, Portugal, Denmark, and Holland to develop the internet energy by moving to green energy till 2030 the full production
- **The third** is that they developed the internet transportation and logistics in more than 3,000 points around Europe and they are still working to the find the e-government tax administration since 2009 when they launched the Monett project to develop an proprietary European Union financial platform

to bypass the VISA and MC commissions on the electronic transactions that have a cost of billions for EU yearly.

Our platform was designed exactly for that, by being the competition of “The Association” on the international market and we can solve all these problems with the necessary developments and integrations.

Governance and organization

Many government agencies prefer to operate independently. In our experience, this hamper digital initiatives. To overcome this problem at the uppermost level of government, one department can be put in charge of setting strategies and assigning responsibilities.

Within agencies, too, cross-functional collaboration can be the key to successful digital projects.

Note: *The Danish Business Authority keeps its projects on course by assembling teams of both business and IT professionals, along with vendor staff.*

Leadership, talent, and culture

Government leaders should play meaningful roles in digital initiatives. The state Authority designated to develop and integrate the i-government project (the new level of e-government solution) they must initiate a major digital program, and the chief information officer must arrange his priorities to devote more time to it, and the CEO chaired the governance team’s weekly meetings.

Leaders can also push governments to mobilize technical workers and implementation specialists, both by investing in their own human resources and by drawing on external support.

Note: *We see governments running short-term fellowship programs and staging hackathons to attract digital talent.*

Technology

Digital transformation need not involve major IT-architecture changes. Sometimes incremental adjustments to a government’s enterprise architecture suffice. We also see promising opportunities for governments to share knowledge and technology.

Note: *For the development of the IoT in EU, Finland is experimenting with Estonia’s X-Road system, and Estonia and the United Kingdom have a partnership called TechLink to exchange knowledge on topics such as cybersecurity and smart cities.*

Questions for leaders

The digital transformation of a government can be challenging, but many public institutions have discovered it is ultimately rewarding. Committing to a comprehensive vision of a digital government is the first step. Leaders then need to develop and carry out plans for digitizing the government’s capabilities and establishing the right organizational enablers.

Governments that transform in these areas can ease the budgetary strain and improve their citizens' quality of life.

Note: *The same works for companies who are looking to have their place in future digital economy.*

Making government for the people

Budget constraints and the rapid pace of technological change mean governments must not only deliver services more effectively and efficiently but also prioritize citizens' needs.

One of the biggest questions for governments around the world is how to better set priorities amid swift technological change, budget constraints, and the need to adopt more transformational mind-sets.

Governments all over the world are operating in an increasingly complex environment. They face macroeconomic uncertainty, constrained budgets, rapid social and technological change. Making e-government for people use will save a lot of work.

The private sector's response to customer demands has also raised public expectations for government services. In this context, what should governments focus on prioritizing and getting right?

- New technologies,
- new governance and
- new high-quality services for the people.

The opportunity in government productivity

Governments face a pressing question: How to do more with less? Raising productivity could save \$3.5 trillion a year worldwide — or boost outcomes at no extra cost.

Here is where our platform solve and offer the strategy for implementing and achieving “zero marginal cost process” comes in place.

For having this facility, we change the paradigms of electronic transfers and administration culture.

Our platform once integrated with a national bank will have “**zero marginal transactional cost done in real time**” for a monthly fee administrative costs that's will be determined between partners and participants to the platform.

Higher costs and rising demand have driven rapid increases in spending on core public services such as the economy, administration, education, healthcare, and transport—while countries must grapple with complex challenges such as population aging, economic inequality, and protracted security concerns.

Government expenditure amounts to more than a third of global GDP, budgets are strained, and the world public-sector deficit is close to \$4 trillion a year. At the same time, governments are struggling to meet citizens' rising expectations. Satisfaction with key state services, such as public transportation,



schools, and healthcare facilities, is less than half that of nonstate providers, such as banks or utilities.

Governments need a way to deliver better outcomes—and a better experience for citizens—at a sustainable cost. It shows that several countries have achieved dramatic productivity improvements in recent years—for example, by improving health, public safety, and education outcomes while maintaining or even reducing spending per capita or per student in those sectors.

If we match the improvements already demonstrated in these pockets of excellence, the world's governments could potentially save as much as \$3.5 trillion a year by 2021—equivalent to the entire global fiscal gap. Alternatively, countries could choose to keep spending constant while boosting the quality of key services.

The EU countries had improved the productivity of their healthcare systems at the rate of comparable best performers over the past 5 years, they would have added 1.4 years to the healthy life expectancy of their combined populations. That translates into 12 billion healthy life years gained, without additional per capita spending.

It's imperative that governments find a way to unlock that productivity opportunity.

The challenge is that, until now, there's been limited progress on measuring government productivity—even though productivity is a well-established and vital measure of the performance of national economies and private-sector businesses.

As a result, it is difficult for governments to gauge the true return on spending, and debate is often focused on how to increase inputs and not the quality of outputs.

Governments typically find it challenging to identify improvement opportunities by learning from other countries, or from other regions or sectors within the same country.

To help close this gap, STAS ACADEMY SA built a comprehensive project and methodology called “**e-Romania Digital Economy Project 2020-2030**” to start assessing the efficiency and effectiveness of government expenditure.

Note: Our “*zero marginal costs*” will help the government to get more incomes and offer new administrative solutions in the following sectors:

- healthcare;
- education primary, secondary, and university;
- public safety;
- road transportation;
- administration local, national and
- tax collection.

And more.

The initial findings point to dramatic differences in countries' relative productivity is that now the country's productivity is still between 4% to 30%. Even among comparable countries with very similar outcomes, the least-efficient government currently spends more than twice as much per unit of output as its most-efficient peer.

And while most countries have struggled to contain spending growth, in every sector there are examples of governments that have reduced expenditure per unit while experiencing improved outcomes.

To realize that opportunity, though, governments need to deepen their functional capabilities in four key areas: finance, commercial, digital technology and data analytics, and talent management.

As in our notes, pioneering countries have reimagined and strengthened these functions, so they play a more strategic leadership role in pursuing efficiency and improving outcomes. Across these areas, Western European governments have adopted an ambitious, structured approach to transforming the effectiveness of the state.

The governments must understand that **“there is NO future better economy without a ZERO marginal cost society and platforms”** and that's the starting point in bringing a raising in the productivity. ***WE can provide that!***

Our platform “stas network” can integrate a full e-government project for any country and develop the country to a future “no-cash” society and still having integrated all the businesses from the smallest one till the big transnational's corporations.

Our “e-Romania Digital Economy Project 2020-2030” will integrate the following activities and sectors of the economy and society by developing a new and full digitalized National Information Center:

- e-government- ministries, national bank, e-voting
- e-administration- local, regional and national – Electronic ID cards with Tax account
- e-economy- all businesses, VAT control, logistics and sales, registration, development
- e-finance- payments, money transfer, new proprietary card system, equipment
- e-education- CyberMentor 12k, universities, students support, payroll for teachers
- e-healthcare- health care cards, insurance, pension funds, doctors, pharmacies
- e-transportation- network, tickets, payments, insurance, travelers' cash, logistics



-e-energy- new green energy network, integration, new hubs, logistics, technologies

-e-culture and tourism- network, heritages sites, integration, marketing, restorations

These new digital improvements differences point to a tremendous opportunity for governments to boost country's productivity, save money, and achieve better outcomes for their citizens.

We are looking forward for a full presentation of our project.

Yours,

Florin C. Suciu

A handwritten signature in black ink, appearing to be 'Florin C. Suciu'.

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