

FATİH PROJECT POSITION PAPER INTERACTIVE SMART BOARD

INTRODUCTION

“The Movement of Raising Opportunities in Education and Improving Technology” (FATİH) Project has been launched in line with the targets defined in the Ninth Development Plan, Information Society Strategy and Ministry of Education Strategic Plan and with the purposes of effective use of information technology in the process of education, development of qualified human resources and fulfilling the necessities of our age. FATİH Project Commission has been established to plan the process of Project.

FATİH Project is planned to be extended to countrywide within the period of 2011-2014. It is planned with the project to provide about 570,000 interactive smart boards to primary and secondary level schools, about 11,136,752 tablet PCs to the students, 715,000 tablet PCs to teachers and establish the necessary internet infrastructure in about 620,000 classrooms in order to provide equality of opportunity in education, improve technology in schools and use the instruments of information technology effectively in the process of education.

Tablet PC's will be continued to be provided to 1.3 million students that will join the education system every year and interactive smart boards will be continued to be distributed to the 15,000 newly opened classrooms every year, following the year 2014.

OBJECTIVE: Development of the human resources equipped with the essential technological skills by means of efficient use of information technology hardware and applications in education and diversification and improvement of education materials.

STRATEGICAL TARGET: Taking into consideration the objectives stated in the National Strategy documents and the components/indicators included in the FATİH Project;

To materialize the necessary investments for the production of the technology, intellectual property rights, goods and services subject to the Project in Turkey; increasing the level of production and value-added; acquisition of technology; continuation of the research and development activities oriented to new technology and new products and transition to the information society.

CALL FOR PROJECT: It is expected that the companies/consortiums will answer the questions stated in Annex-1 in and present their work plans to the Commission in a concrete, thorough and satisfactory manner until February 1st, 2012. Although it is not obligatory for the companies/consortiums to provide answer for all the sub headings, it is important to emphasize that the final assessment to be made by the Commission about competency/proficiency will be based on the answers given to all questions.

ECONOMIC INDICATORS:

As an important market in Project related products and components, Turkey carries a potential of becoming an important production and export base within the region.

In 2010, in Turkey;

- Imports of display panels were about USD 1.7 billion,
- Exports of LCD television were USD 1.4 billion,
- Electronics industry imports were USD 14.5 billion,
- Imports of computer components were USD 2.8 billion,
- Electronics industry production was USD 11.3 billion,
- Imports of mobile phones/devices were USD 1.3 billion,
- Domestic market for information technology was USD 30 billion,
- New mobile phone registrations were 15.9 million.

Moreover, imports of televisions were about USD 29 billion in peripheral countries.

APPLICATION PROCESS: The companies/consortiums should make their applications with the information and documents specified under the heading of “**CALL FOR PROJECT**” above. The intention to attend the meetings to be organized by the Commission in February-March period should also be indicated in the applications.

APPLICATION ADDRESS:

Milli Eğitim Bakanlığı
Yenilik ve Eğitim Teknolojileri Genel Müdürlüğü
06500 Teknikokullar Ankara/TURKEY

APPLICATION PERIOD: Deadline is February 1th, 2012

Annex-1

EVALUATION: The companies/consortiums that accomplish the below mentioned points will be prioritized in the evaluation process:

- 1) The products and components that are subject to the Project are to be produced domestically with the highest possible value added.
- 2) The production under consideration is to be designed and realized not only within the scope and scale of the Project but also, concerning the needs of the domestic market and in an export oriented way.
- 3) Adaptation of investments in the products/product components subject to the Project to new technologies is to be committed.

Below questions are posed to evaluate the degree of compliance of the companies/consortiums with those three criteria. In this respect, the answers given to below questions will be assessed by taking into account of the degree of compliance with those criteria performed by the companies/consortiums.

All the answers given to the questions will only be used in assessments relating to the FATİH Project. The information that will provide unfair advantage to the rivals in case of announcement or information remarked as "confidential" will be evaluated as "confidential" and will not be revealed without the permission of companies/consortiums, to the third parties. The Commission may seek the confirmation and documentation of the information provided as "confidential" and may not take this information into consideration that is not confirmed and documented.

Questions:**A) Information Regarding Constitution of Company/Consortiums**

1. Please give information about the basics of corporate structure.
2. Please explain the companies/consortiums field of activity regarding electronic and other related sectors in Turkey and through the world in general terms.
3. Is there any tablet, TV, display panel or mobile telephone manufacturing facility or production planning of your company/consortium?
4. Is your company/consortium the trademark owner or the contract manufacturer of other trademarks?
5. Please give a brief list of patents, licenses and regarding documents about the said components and products.
6. Please give description about the manufacturing facilities about said components and products and provide information about targeted markets and your company/consortium's market shares?
7. Please give detailed information about your company/consortium's experience on overseas investments for the components and products subject to the project
8. Which essential components are manufactured by your company/consortium or your corporates? (display unit, battery, memory, CPU...) If your company/consortium does not have any manufacturing facility for the said components, is there any future planning in that area (According to your answer please answer question 9-12)
9. What are your supply resource/resources for the components that your company/consortium does not manufacture?

10. Does your company/consortium operate any display panel factory? If so, please detail the sub-components of the manufacturing? (glass, cell...)
11. Does your company/consortium operate any battery manufacturing factory? If so, for what kind of final products are these batteries used? Please provide detailed information about manufacturing by sub-components.
12. Does your company/consortium operate any other manufacturing facilities for other components? If so, for what kind of final products are these components used? Please provide detailed information about manufacturing by sub-components.
13. Is there any R&D activity of your company/consortium regarding final products and components? What is the R&D budget spending for the last calendar year?

B. Questions Regarding Company/Consortium Planning For the Project:

Does your Company/Consortium have plan for manufacturing tablet pc as well as LCD/LED interactive smart board? If so, review the tablet pc position paper and answer the questions.

1. Answer the questions below according to your investment plan in Turkey for final product.

- 1.1. Please give information about the annual manufacturing capacity by product base?
- 1.2. Please give information about targeted markets and quantities by products
- 1.3. What is the target rate of localization for final product by the start-up of manufacturing?
- 1.4. What will be the employment volume and the employment qualification distribution?
- 1.5. What are the components that are planned to be provided from Turkey during production?
- 1.6. Is there any R&D operation facility in Turkey regarding project components or has your company/consortium any planning for these objectives? If any R&D operation is being/planning to be implemented, in which areas are that operations will be realized and what kind of restraints are foreseen in that operations?
- 1.7. Please explain the Company/Consortium policy regarding the adoption of developing technologies in terms of the capability, R&D capacity, sources of finance and human resources of the company/consortium separately.

2. Is display panel investment being planned in Turkey? (Yes/No)

If not, how will the supply resources be managed?

If so;

- 2.1. What is the timeframe determined to complete the investment?
- 2.2. Which components are planned to be localized in display panel manufacturing? (Cell, glass, etc.)
- 2.3. Is there a planning for localization of touch-panel? If not, how will the supply chain be managed?
- 2.4. What is the estimated domestic value added for these components?
- 2.5. What will be total investment value and capacity to be realized?

- 2.6. Will there be any other aspects of the investment that may vertically affect other products or sectors beside tablet production? (ex. smartphone, display...) If so, how will the capacity be realized by product base in other sectors?
- 2.7. Will the investment be realized only for project requirements? If not, what are other targeted markets?
- 2.8. In which fab generation will the production be managed?
- 2.9. Please explain the company/consortium policy regarding the adoption of developing technologies in terms of the capability, R&D capacity, sources of finance and human resources of the company/consortium separately.
- 2.10. Is there any present R&D activity of the Company/Consortium regarding display panel technologies? What is the R&D budget spending for the last calendar year?
- 2.11. Please provide information about if your company/consortium owns any patent(s), license(s) in display panel technologies area especially in OLED/AMOLED displays?

3. Is investment for other components being planned in Turkey? (Yes/No)

If not, how will the supply resources be managed?

If so; please provide information for each of component respectively

- 3.1. What is the timeframe determined for fulfilling the investment?
- 3.2. What are the components planned to be localized?
- 3.3. What is the estimated added value of the components to be localized?
- 3.4. What will be total investment value and capacity to be realized?
- 3.5. Will there be any other aspects of the investment that may vertically affect other products or sectors besides tablet manufacturing? (ex. smartphone, display...) If so, how will the capacity be realized by product base in other sectors?
- 3.6. Will be the investment realized only for project requirements? If not, what are the other targeted markets?
- 3.7. Please explain the company/consortium policy regarding the adoption of developing technologies in terms of the capability, R&D capacity, sources of finance and human resources of the company/consortium separately.
- 3.8. Is there any present R&D activity of the company/consortium regarding this component? What is the R&D budget spending for the last calendar year?
- 3.9. Please provide information about if your company/consortium owns any patent(s), license(s) for other components?

4. What is the target rate of localization for the final products by the end of 2014?**5. What are the basic requirements to reach the targeted localization rate by the end of 2014?**

6. **Would you ask to attend meetings to be organized in February-March by the Commission with the companies/consortium?** It is expected that the companies/consortiums which would like to attend the meetings should be prepared to make detailed report/presentation about their position

concerning the Project and their investment plans in Turkey by covering the answers of the aforementioned questions' as well.