



PAN Localization Cambodia



Licensing and Distribution of Resources and Applications

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- Licensing is one of the major issues in Cambodia and many countries in Asia
- PLC I, had chosen to work on Windows platform based on the practical fact that most of Cambodian use MS Office applications are in Windows. Last year NiDA had done the SME survey and the result is 94% is Windows Applications and the rest is OSS, Mac, and others...



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- In general I believe that we should make both platform available to users and up to the users' choice.
- PLC II, had done that but it is hard to convince them to change to the Unicode applications due to the fact that they are hard headed or do not want to break their old habit to use the better one and also the lack of PLC in Marketing, Promotion and Distribution.



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- **What should we do?**
- Keep on Presenting and Demonstration the Applications Again and Again.
- Lobbying, Lobbying, and Lobbying.
- User Friendly Product Improvement.
- Make the Applications available everywhere.



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THANK YOU VERY MUCH