



SEAWORKS

**ENTREPRENEURS
AND GOVERNMENTS:
SOULMATES OR
UNCOMFORTABLE
BEDFELLOWS?**

ENTREPRENEURS



MAKE STUFF
EMPLOY PEOPLE
WE WANT THEM



SEAWORKS

RESPOND TO ENVIRONMENT

ALAN'S TVs

BILLY'S POTATO RUN

SCF

INHERIENTLY INNOVATIVE



NINE DOT GAME

THIS MEANS THEY FAIL

GOVERNMENT OFTEN WANTS TO FIX THIS!

GOVERNMENT RESPONSES



SEAWORKS

PICK WINNERS

ENVIRONMENT

FOCUSED ENVIRONMENT



PICKING WINNERS

NOT GOOD AT IT

CLUB MED

BOUNTY HUNTERS

CHANGE BUSINESS TO MATCH FUNDING



ENVIRONMENT

RULE OF LAW

ENFORCABLE PROPERTY RIGHTS

TAX

LABOUR

SIZE OF GOVERNMENT

MECHANISM FOR INVESTMENT

TRADE LIBERALISATION

INFRASTRUCTURE

LIGHT REGULATORY ENVIRONMENT

FOCUSED ENVIRONMENT



BEACHHEADS

NZTE OVERSEAS

LINK UNIVERSITIES TO INDUSTRY

INCUBATORS/EARLY STAGE FUNDING

YOU NEED TO CARE



GOVERNMENT DOES MATTER
GIVE BUT GET REWARDS
THOSE CAMELS AGAIN!