Additionally the responses received were evaluated within a conceptual perspective which argues that organizations that become lead users of information technology benefit from heightened performance and distinguish themselves from their competitors. Applegate (1999) represents this heightened innovation process by creating a stage model of ICT development. As companies progress through each stage the option value (or the potential for increased innovative impact) of their ICT infrastructure grows. The three stages are:

- Stage 1: Technology investments in reusable infrastructure can lower costs (e.g., by exploiting scale economies, standardizing data etc.) and create strategic "option values" for future growth. Project C from Chinese Taipei, to be discussed later in the paper, is an example of a reusable technology investment.
- Stage 2: Technology investments in new processes or improved processes can drive profitable growth through further cost reductions and more importantly through revenue generation. The very extensive effort by Singapore in standardizing documentation, and reducing the documentary requirements for trade flowing through its economy would be an example of this in a government context.
- Stage 3: Technology investments that create competitive advantage can build barriers to entry by others, helping to sustain profitability. The Nafinsa example, to be discussed later in this paper is an example of this.

Finally, as regards the information collected, one obvious caveat concerns the fact that the collection of the information (with one exception) was not covered by Non Disclosure Agreements (NDAs). It should be borne in mind that the absence of NDAs undoubtedly constrained the amount of information that was provided by participants, particularly those in the private sector. In the case of the one entity to which an NDA applied, the information provided in this document has been agreed to by the party in question.