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LNW Community Newsletter #7

July 31, 2013

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This Week's Insight: What Are You Selling?

This week's insight comes from Antonio Oftelie, the Executive Director of Leadership for a Networked World. He writes about something that was touched on in last week's Insight featuring Teri Takai: how to sell shared services.

As leaders strategically position shared services, cost savings is not the only value point. Shared services can be the engine for economic development, sustainability and improved citizen services. Smart leaders will use these "selling points" as they position shared services. Antonio goes deeper on some of these "selling points" this week, and reminds us to look at the bigger picture.

Every month, Antonio Oftelie will be providing a new Insight for the Community. Be on the lookout for them, and be sure to add your comments to the discussion!

[Go to Insight](#)

Community Discussion Spotlight: Rajkumar Prasad

We have another community member asking for some assistance in the Discussions section on the Community. Rajkumar Prasad, CEO Commonwealth Centre for e-Governance, has asked the following:

As we are moving towards a more digital and smart world, the expectation of citizens is also increased towards government services. I believe that shared services can be a big catalyst in coming times and it will improve the quality of services in an effective and timely manner. But the question remains: how to bring more departments onto a single platform to deliver different services, so as to share all services through that single window platform, for the benefit of citizens, businesses, etc? Are any policy changes required for intra-department integration of services?

If you think you can provide some assistance to Rajkumar, then please head over to the Discussions section and post a reply!

[Go to Discussion](#)

Logging In to the Community

If you are having trouble logging in to the **Community of Practice**, never received an email with login information, or forgot your password, simply enter your email address (the same one this newsletter was sent to) into the form on the following page:

[Request New Password](#)

If you'd like personal assistance with logging in to the Community, or help resetting your password, you can contact us with the button below, and we'll be happy to help you!

[Seek Login Assistance](#)

Questions, Comments and Concerns

If you have any questions at all, problems logging in, or comments about the site in general, you can always reach us at info@lnwprogram.org. Don't be afraid to reach out. We are here to help!

Thank you, and we look forward to seeing you in the Community!

The Leadership for a Networked World Community Team

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