

**PERSIDANGAN KEBANGSAAN MENGENAI MASYARAKAT BERMAKLUMAT  
NATIONAL SUMMIT ON INFORMATION SOCIETY (NASIS)  
7 – 8 SEPTEMBER 2005  
INTERNATIONAL CONVENTION CENTER, BRUNEI DARUSSALAM**

---

---

**Date of issue: 4<sup>th</sup> September 2005**

**Doc. S2-2**

**Session 2: Enabling Environment and Policies**

**Pirated vs Original Softwares: Which One Will You Buy?**

**by Bernard Chin,  
Manager  
Brusoft Sdn Bhd**

**(Thursday, 8<sup>th</sup> September 2005, 8.15am – 10.00am)**

---

---

### **Topics C3 : \$3 Pirated vs \$ 100 Original Softwares. Which One Will You Buy?**

#### Availability of Pirated Software

- Common practice of selling Pirated Software like other commodity
- Vendors do not emphasize the word 'Pirate'
- Hardware suppliers package these software during PC sales
- Easily availability of Recording equipment
- Hacking tools to break codes for license

#### Which one will you buy ? \$ 3.00 copies?

- Cheap and good?
- Over 95 % of Brunei consumer software purchase are pirated
- Try first attitude
- Stealing IP
- Manufacturers are so far away

#### Which one will you buy ? Original?

- Budgeted expenses like other living / business necessity
- Support and Upgrades
- Standards
- Respect of IP

#### If no pirated version, will you buy original?

- Yes, maybe a basic version
- Stick to one or two software manufacturer
- Buy only what is needed

#### Who benefits from pirated copies?

- Short term - buyers and sellers
- Long term - NO ONE

#### Losses from pirated copies?

- Loss of revenue of developers, loss of JOBS, and possibility disappearance of a good software
- Loss of government of taxes, less attraction of investment in the industry
- Loss of use of better software
- Even more expensive software

#### Shall IPR be enforced?

- Yes, as IP relates to efforts and investment
- Gains in implementing IPR – more investment, more jobs, cheaper and better software
- Should be balanced out with Consumer Protection too to ensure trading standards are met with price paid