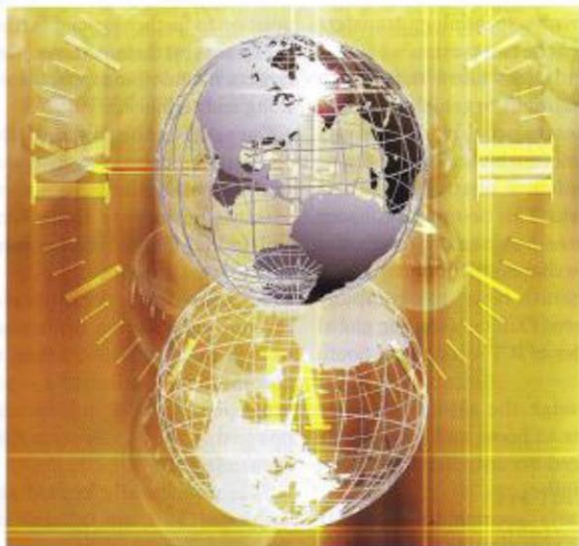


# ARIANTEC bounces back



**Ariantec Global Bhd, the renamed entity of Global Soft (MSC) Bhd, is having a good 2010 and expects its performances to better reflect the group's business activities in the ICT and data communications industry by year end.**

BY MIOR AZHAR

**ARIANTEC GLOBAL BHD'S** turnaround has begun. The ACE-listed information technology (IT) firm specialising in managed security and network infrastructure, is set to return to profitability this year after registering a net loss of almost RM6 million in 2009.

It also plans to grow its revenue by 35% to RM73 million from RM54 million last year, as it sells a wider range of IT solutions to its customers and expands overseas.

Ariantec executive director Vincent Loy says that with the recurring income business as well as overseas expansion, the company is definitely hoping for a better performance this year.

# NEWS CLIPPING

For example, the successful roll out to 3,000 sites under the SMART School Project (SSP) will grow Ariantec's recurring revenue base substantially. This testimony provides a strong case for Ariantec to secure more sites under the SSP, thus boosting Ariantec's revenues further.

'In addition, we are also bidding for projects three times bigger than our projected revenue. I am confident that we can achieve our goals,' he explains.

Only last month, Ariantec announced that it has secured a contract worth RM7.8million from Redha Budi Sdn Bhd. The job scope includes supplying, delivering, installing, testing and commissioning of technologies products and services to Technology Lab for Department of Polytechnics Studies, Ministry of Higher Education (MOHE). This contract will be delivered in the fourth quarter of 2010.

That project came in less than a week after the company announced the RM5.3million contract secured from Sinar Selasih Sdn Bhd for subcontract works for a hypermarket in Seremban.

And in an interesting development recently, the computer services provider issues a statement to Bursa Malaysia informing that it's in talks with some potential investors who may buy a stake in the company. The investors include a government-linked corporation.

Today, Ariantec has established itself with many reputable companies. This includes Telekom Malaysia, KPJ, Alice Smith School, Etiqa Insurance, Genting Group, RHB and Measat.

'The strong customer base certainly improves Ariantec's standing and is a strong proof to Ariantec's capabilities. Moreover the customer base is well diversified in various sectors and is ever growing,' says Loy.



Loy: overseas revenue to increase

## GLOBAL TIE UPS

This year also saw the company securing partnerships with global ICT companies.

In April this year, Ariantec tied-up with an Australia IT firm - Exinda Networks. Exinda specialises in Unified Performance Management (UPM) through its Exinda Networks. This partnership will involve technology transfers between the two parties.

Exinda has more than 2000 international organisations and businesses worldwide. Exinda Networks enable users to optimise and enhance control over their networks. This tie-up will enhance Ariantec business through the captive clients of Exinda.

A month later, the company partnered Oullim, a leading global provider of ICT-solutions in South Korea.

Through the tie-up, Ariantec expects to boost and enhance its Managed Security Services (MSS) capabilities.

Loy says opportunities are aplenty for the company as it focuses on penetrating the 'enterprise market and also other industries that have branches nationwide and requires protection of security'.

He stresses the MSS market is picking up in Malaysia and in the next few years, there would be more demand for security services. Citing a report by Infinities Research, Loy says the worldwide revenue

for MSS totalled US\$9.4 billion (RM30.83 billion), a 12% increase from 2008.

'This indicates the ever-rising demand for managed security services in Southeast Asia which contributes between 10% and 15% of the worldwide managed-security services market, he adds.

He stresses the partnership with Oullim would allow Ariantec to offer the necessary ICT security solutions to provide better network visibility to its customers and business partners.

To cater to the growing MSS business, Ariantec plans to invest about RM2.5 million to set up its own Network Operation Centre (ANOC), to better serve its customers.

Loy points out that with the plans and enhanced capabilities in place, Ariantec is in a strong position to further expand further in overseas markets. Ariantec's key targets include Singapore, Hong Kong and Indonesia.

Currently, the bulk of the company's earnings are generated from its local business. Its present overseas business in Hong Kong and Indonesia contributes some 10% to total revenue.

Loy expects Ariantec's overseas revenue contribution to increase to 25% by 2012. In addition, to accommodate Ariantec's rapid expansion, the company has also invested on a new building in Kota Damansara.

'It is prominently located and will have the room to facilitate Ariantec's growth.'

As it forges ahead, Ariantec will continue to work alongside other existing vendors like Alcatel Lucent, Spammerspy, and others to provide conversion technology solutions that will enable data centre planner to migrate to new technologies without much hassle and more expansive networking equipment. **mb-e**