



Powering Communications

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DVM Technology Bhd's unit NGC Systems Sdn Bhd, which specialises in next-generation network solutions, is planning to market its products to neighbouring countries, says its chief executive officer Wong Wai Wah.

Wong said the company had plans to launch its Genico™ products in Thailand by the first quarter of 2004. He said the products would be marketed through NGC Systems' partners in the country.

The venture in Thailand would be the first step in the company's plans to export its products regionally, he said after a signing ceremony on Jan 14.

"We are looking at other markets, particularly in Southeast Asia, after the launch in Thailand," Wong said. He also said the company would embark on a product branding and services campaign.

On Jan 14, NGC Systems became HP's first Malaysian partner in the Asia Pacific region for its Internet protocol-based communication technology called Genico™, which provides for smoother Internet communications traffic. It joined 20 other members in the region.

Wong said NGC Systems expected a 20% increase in profit via its latest venture with HP. "We are confident that the partnership with HP will see a significant 20% increase in our profit contribution to the group in the financial year ending Sept 30, 2004," he said. He did not say how much it had contributed to DVM's bottom line.

NGC Systems would be spending RM7.5 million over three years to develop all three versions of Genico™. The company had already invested RM2 million to develop version one of Genico™, said its chief technology officer Owen Chen Chee Onn.

Chen said the company was already working on the next two versions of Genico™ as it realised the business potential of providing Internet-based communication technology and support to major telecommunications companies.

"Major Telco players are no longer interested to come out with a proprietary product of their own in order to reduce investment cost. Genico™ will be filling in the gap at a more effective cost," said Chen.

For FY2003, the DVM group reported a turnover of RM59 million. The company was listed on Mesdaq last Jan 2nd.