

An ATiS Publication

Special Interest Articles:

- IDA-MCMC Meet
- WTISD
- Ericsson –Nortel Takeover

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IDA –MCMC MEET AT MELACCA

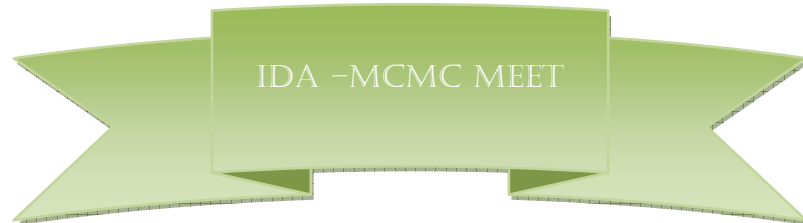
Mike Ang, Darwin Ho and Khoo Teck Lock, Executive Council members, represented ATiS in the IDA-MCMC (Infocomm Development Authority - Malaysian Communication and Multimedia Commission) Bilateral meeting which was held from August 12 to 14, 2009, in Malacca, Malaysia.

Events were organized in the evening of Aug 12 and the whole day of Aug 13 which included industry representatives. On Aug 14, IDA and MCMC huddled in discussions as Government representatives.

While the main objective was for the 2 government bodies to collaborate in

the regulatory issues, private sector representatives were included to facilitate in co-operation at the business level.

Representing Singapore private sector was Singtel and ATiS representatives,



While Malaysia was represented by TMNet, Axiata (newly formed company from Celcom and TM International), Maxis, Digi, Time Telecom, Packet One and U Mobile. Social activities organised were a Treasure Hunt in Malacca's historic area, and bowling. Teams were formed and every team had a representative from

IDA, MCMC, Singapore and Malaysia industry representatives. This was a great way for each team member to interact with one another and friendships were formed. This will definitely come in handy when business collaboration is sought between the companies there.

THE WORLD TELECOMMUNICATIONS INFORMATION & SOCIETY DAY



On the 19th of May ATIS successfully organized its yearly event of the World Telecommunications Information & Society day in support with Nanyang Polytechnic & Infocomm Development Authority. The theme of the event this year was 'Protecting Children in Cyberspace' The event saw a fabulous turnout of Executives from the ICT industry, students and

Nanyang Polytechnics staff. There were eminent speakers like those of Dr John Ure from TPRC, Chee Eng from Gartner, Foo Yong Wee Manager Communications & Networks Group NYP. The presentations dealt with topics such as cyberspace threats, technologies to curb those, cloud computing, outlook of the new

consumer market, the midlife crisis in the telecom market and how to brave it. The presentation were quite informative and beneficial for the audience and was followed by a good networking lunch. With the help of NYP team, ATIS & iDA officials could have a glimpse of the exciting Centre for excellence and Innovation at the NYP campus.

NORTEL ACQUISITION PROVIDES LTE MUSCLE: ERICSSON

“But it also confirmed plans to continue with Nortel's initial development of LTE and take on at least 2,500 Nortel employees, of which 400 were working on LTE development.”

Ericsson, quiet up until the very end, has won Nortel's CDMA and Long-Term Evolution (LTE) assets, giving the telecom equipment vendor the perfect launchpad into the early 4G North American market

The company has said that the \$1.13 billion takeover of Nortel's wireless networking division would provide it with an increased presence in

North America.

But it also confirmed plans to continue with Nortel's initial development of LTE and take on at least 2,500 Nortel employees, of which 400 were working on LTE development.

“The acquisition significantly expands Ericsson's footprint in this region, particularly as the US is emerging as an

early adopter of LTE technology,” Ericsson said.

Speaking to investors, Hans Vestberg, Ericsson's CEO-in-waiting, said the Nortel deal would “add LTE muscles” to its existing development efforts in that area, describing it as a “step increase” in its LTE investment.

Source: Telecom Asia



NTC TO ANNOUNCE 3G AUCTION TERMS BY SEPTEMBER

The National Telecommunications Commission, NTC, is likely to announce the terms for the auction of 3G licences next month. Gen Choochart Promprasit, the NTC chairman, said the auction

for 3G licences on the 2.1GHz spectrum should happen this year, allowing the regulator to issue licences in early 2010. He further said that by September, terms and guidelines for the auction could be announced on

the NTC's website, allowing enough time to the operators to prepare bids. While the operators, hit by the weak economy have lowered their investment plans until NTC announces details for the 3G auction. Source: Wireless Fed

TELECOM SNIPPETS

Mediaring (MR SP), the Singapore-based provider of internet telephony services, surged 44% to 26 cents. Indian Billionaire Bhumendra Kumar Modi's Spice Group is buying a 20% stake in the company for about \$60.2 million, the company said in a statement on Aug 21. Spice will buy 187.9 million Mediaring shares at 21 cents a piece from Venture One Finance. It will purchase an additional 69 million shares from other shareholders and company employees at 30 cents each.

NearTel DMG & Partners Securities in a July 31 research report says: "Given that the global economy has most likely bottomed out in 1Q09, we expect NeraTel to fulfill its project delays (that were experienced during 2H08) in the current year while further contract wins mainly led by its Network Infrastructure business area should also be forthcoming. "We have increased our earnings estimates due to the improving outlook. Assuming that NeraTel trades up to the industry average of 9.9x in 2009,

we arrive at a target price of 39 cents after taking into account NeraTel's net cash per share of 8.6 cents. Dividend yield of 10% is also highly attractive and should be sustainable given its lower capex requirements and cash flow generating attributes. **UPGRADE TO BUY.**"



TELECONSULT DOES IT AGAIN

Bandar Seri Begawan - Belait's Chung Hua Middle School and partners, Teleconsult Sdn Bhd and GISCOM Sdn Bhd, took top honours of the 2009 Brunei Info-Communication Technology Awards (BICTA) for the secondary student project and general category respectively.

There were total of 17 entries received for the competition to represent Brunei at the Asia Pacific Info-

Communication Technology Awards (APICTA) in Australia's city of Melbourne in December.

Sultan Saiful Rijal Technical College won third place for their Sports Day System, while Mars Enterprise claimed the third place for the e-logistics & supply chain management category.

There were no second place winners this year as they did not meet APICTA's marking standards, according to a press statement from the

Authority for Info-communications Technology Industry (AiTi).

Hj Julian Johari Hj Abd Ghafar, director of Teleconsult Sdn Bhd, said that their product is a collaboration with GISCOM Sdn Bhd, of which both are local companies.

The product, TeleGIS, provides access to data and associated applications through modern interfaces so that people can search,

“3400 minutes of local calls to any Singapore Registered Number.”

SMARTTEL'S VOIP SOLUTION WALKS INTO SIM LIM SQUARE

Smarttel, a Singapore based VoIP Operator launches one of its smart Solutions in Sim Lim square. Currently the product “smartVOICE” a device that enables to make local as well overseas calls at the most affordable rates using broadband connection of only 128 kbps uplink

speed. The product is on display at 12 shops on the 4th & 5th floors in Sim Lim Square offering 3400 minutes of local calling to any Singapore registered number, both mobile as well as landline. Smarttel at present is offering a very competitive pricing to its customers. The successful launch of this

solution is paving the way for more services in the offering from the smarttel arsenal in days to come. The other offerings from smarttel include smart1542, smart ROAM, smartKIOSK, SMS Callback, smartFONE & Calling Cards.

Source: Company Representative

2009 WORLD WIRELESS PROTOCOL ANALYZER & NETWORK

MONITORING SYSTEMS PRODUCT LINE STRATEGY OF THE YEAR

The Frost & Sullivan “2009 World Wireless Protocol Analyzer & Network Monitoring Systems Product Line Strategy of the Year”, is presented to Accanto Systems. Accanto Systems is the result of the merger between the Protocol Product Group (PPG) of Sunrise Telecom and the Scandinavian professional

service group LTE Innovations, which occurred in December 2008. Accanto Systems is currently headquartered in Helsinki, Finland with sales and distributors spread across various countries throughout the world. This award recognizes the company's ability to strategically position its products and bundle its

services to suit a wide range of customers from network operators to network equipment manufacturers. Accanto Systems has been continuously exploring opportunities to expand its portfolio and product offerings in a fast, easy and efficient way for both wireless and wireline networks.

Source: Company Representative

GRAMEEN PHONE MOVING TOWARDS IPO

Bangladeshi telecoms provider **GrameenPhone** (GP)'s initial public offering (IPO) is likely to be open for subscription in the last week of September 2009. The operator has been given final approval for its plans to raise around US\$65mn by issuing 69.4mn shares on the domestic stock exchange by the country's Securities and Exchange Commission (SEC). An

SEC official stated that the offer price of each share has been fixed at BDT70 (US\$1), which comprises a face value of BDT10 (US\$0.14) and a premium of BDT60.



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Association of Telecommunications Industry of Singapore



ABOUT OUR ORGANIZATION...

ATiS established in 1986, champions industry issues on behalf of the ICT / Telecommunications industry in Singapore.

It seeks to provide a common platform for all members of the industry to interact, work together and position Singapore as a leading global InfoCommunications (ICT) hub.

ATiS members come from all areas of the

ICT / Telecommunications industry including Service Providers and Operators, Equipment Manufacturers, Distributors and Dealers, Value-Added Resellers (VARs), System Integrators (SIs), Consultants and RND organisations.

ATiS seeks to keep it's members abreast with up-coming technologies and industry updates by organising regular

seminars and info-sharing sessions. context.

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