

IITC aims for growth

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LOCAL software house IITC Sdn Bhd is bullish about prospects in the vertical solutions market this year, despite the uncertainties in the information and communications technology (ICT) industry.

Following a good performance in 2001 when it recorded RM14 million in revenue, the company, which operates out of the Selangor Science Park I in Kota Damansara, Petaling Jaya, has set its sight on growing its business by 30 per cent this year.

IITC executive director Chuah Seng Heng said the strategy this year is to expand its vertical solutions business into the Government sector while making further inroads into the education and telecommunications markets.

According to him, an increasing number of government ministries and agencies are embarking on ICT projects to implement an Internet protocol (IP) network infrastructure within their work environment, which primarily would enable them to save significantly on internal telecommunications cost.

"We have a whole set of IP solutions to offer such as voice-over IP (VoIP) and video streaming/conferencing facilities to enable a more cost-effective operation



Chuah: Partnership for profits.

within these government entities," he told *Computimes*.

Chuah said for its go-to-market strategy, IITC normally works with its principals and partners such as Extreme Networks, Microsoft and Compaq, to offer an integrated vertical solution for a particular segment. "Partnership for profits is a key strategy for us which has worked very well thus far."

According to Chuah, in the education segment, IITC is making good progress with its flagship Total Campus Management System (TCMS), which was chosen by the Education Ministry under the World Bank Fund for implementation at 25 polytechnics.

The project, which involves in-

ter-linking the TCMS with all the polytechnics and the Ministry's executive information system, is expected to be completed in June, Chuah said.

"It is definitely a good reference site for us which we can leverage on as we set our sight on securing more projects within the local institutions of higher learning and private colleges."

On its ongoing research and development (R&D) initiative, Chuah said as part of it RM2 million budget allocation for this year, IITC will be looking at an alternative database platform for its software products.

"The move is to enable us to develop more applications which would allow us to provide more choices for customers, as we expand our outlook on other vertical sectors. Currently, our products reside on the Microsoft engine, and we are looking at either Oracle or IBM-Informix, as an alternative," he added.

On other plans this year, Chuah said IITC is finalising plans to seek Multimedia Super Corridor status to further pursue its R&D initiatives in the software arena. The move, he added, is also timely as the company is planning to venture into regional markets outside Malaysia by the third or fourth quarter of this year, beginning with Thailand and Indonesia, and eventually into China.