

# Corridor news

## Orbitage enables SMS chat with mgChat

“BASED ON GPRS DATA-HANDLING TECHNOLOGY, mgChat uses all idle timeslots (those not currently engaged in voice-calls) to carry out packetised data, thus increasing data transfer rates to those existing GPRS networks, while relieving the load on the signalling channel,” says Paul Mather, technical director and senior consultant of Orbitage Sdn Bhd.

MSC-status company Orbitage developed the mgChat mobile chatting application to overcome the problems associated with regular SMS chatting by using GPRS for data transfer.

“SMS uses an ‘always on’ signalling channel occupying one of the eight GSM timeslots, even if the remaining seven timeslots used for voice communications are idle,” says Mather.

The signalling channel used for SMS has a limited capacity - a bandwidth of only 16 Kbps - since it was originally designed for simple text-based signals for identifying the handset, determining the location, setting up calls and sending short alerts and notifications.

It was not designed for today’s kind of SMS with its peer-to-peer communication between users, or for downloading of ringtones, graphics and applications, notes Mather.

GSM is the predominant technology used in today’s cellular networks and is sometimes described as a second-

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generation (2G) mobile telephony technology. While GPRS does not have the capacity of the third-generation (3G) technologies currently being touted by the telecommunications industry, it can be used to boost GSM capacity and intelligence. Many consider it a ‘bridge’ between 2G and 3G technologies, which is why it is often referred to as 2.5G technology.

Based on Internet Relay Chat (IRC) standards, mgChat is based on the Java programming language developed by Sun Microsystems Inc. Orbitage describes it as a real-time, fully interactive chat application which runs on Java-enabled phones like the Nokia 7650.

Orbitage has also developed several Java/J2ME mobile games like mgPool, mgXword and mgAlienAttack, which can be downloaded to phones. ●

## Entertainment to lead 3G

ENTERTAINMENT WILL BE THE LEADING APPLICATION ON third-generation (3G) networks, says Tan Kim Low, general manager of mobile applications developer and regional content aggregator YesMobile (Malaysia) Sdn Bhd, an MSC-status company.

“Young people between the ages of 16 to 25 are more adventurous in experimenting with technology, and are willing to try out new things for fun. On the other hand, enterprises tend to take a wait-and-see attitude towards

mobile e-commerce, customer relationship management (CRM) and enterprise resource planning (ERP), especially since the dotcom bubble burst and destroyed confidence in the mobile phenomenon,” he says.

Mobile entertainment includes games, messaging, chat, multimedia videoclips, streaming video, Flash presentations, MP3 music downloads, comics, cartoons and file transfers, to and from mobile phones.

“Entertainment will help increase mobile telcos’ average revenue per user (ARPU), and we see them entering into a revenue-sharing relationship with application developers and content providers,” says Tan, who believes that the model of giving products and services away for free is dead.

YesMobile provides downloadable graphics and ringtones to DiGi Telecommunications Bhd; its major regional customers include Pacific Century Cyberworks (PCCW), mobile telcos in Hong Kong like Orange and Sunday, and China Mobile in China.

According to Tan, the biggest market for its system integration services and games is China, which accounts for 60 percent of YesMobile’s business, followed by Taiwan, Hong Kong and Malaysia, the last of which accounts for less than 10 percent.

YesMobile isn’t only into games, and aims to be a leader in mobile Internet and mobile-commerce applications in Asia. Its business-to-business (B2B) solutions include mobile messaging, K-Java and voice applications, and supplying mobile messaging platforms to business and enterprise customers like Citibank, Eva Air, China Airlines, Avon, ABN-Amro Bank and others.

YesMobile provides mobile SMS (short message service) game platforms for telcos, enterprises and advertising companies throughout the region through its international SMS hub which it claims links 340 operators in 126 countries, including the United States. This hub has direct

operator connectivity to its offices in Malaysia, Singapore, China and Taiwan, and to datacentres in the United States, France, Beijing, Brazil and Taiwan.

The system works across networks deploying different mobile technologies like GSM, TDMA, CDMA and others. About 166 of the operators currently support two-way international SMS, which lets companies and advertisers run SMS games internationally.

YesMobile also provides its customised Mobile Office Suite to enable mobile workforces obtain key information they need on the fly, and also provides content gateways to network operators, application service providers (ASPs) and independent content providers (ICPs). It also provides web-based SMS facilities where roaming subscribers can send an SMS through a browser interface, while paying only local rates.

One of YesMobile’s biggest local business-to-consumer applications customers is the England Optical chain of opticians, which uses its SMS platform to notify its customers

that their spectacles are ready for collection. It’s also working with local banks and security firms to develop payment and other types of applications. For instance, its bills-payment application lets users pay their telecommunications and utilities bills with their phones, and charge it to their bank account.

YesMobile can be reached at (603) 8994-1898 and has a website at [www.yesmobile.com](http://www.yesmobile.com). ●

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## iTech eyes overseas market

CAPITALISING ON THE LARGELY UNTAPPED TECH-SAVVY AGRICULTURE INDUSTRY, MSC-status company, iTech Worldwide Sdn Bhd, is pushing its newly-launched eFlex Plantware, a plantation management business solution, to the local market and Indonesia, before venturing into other countries like Vietnam.

These markets offer vast opportunities to solution providers like iTech, as many plantation companies with large estate areas still lag behind in the revolution of information and communications technology (ICT).

According to Dennis Cheng, iTech's business development vice president, the configurable solution allows users to keep track of their various estates spread out geographically, allowing real-time updates to be monitored via intranet and the Internet.

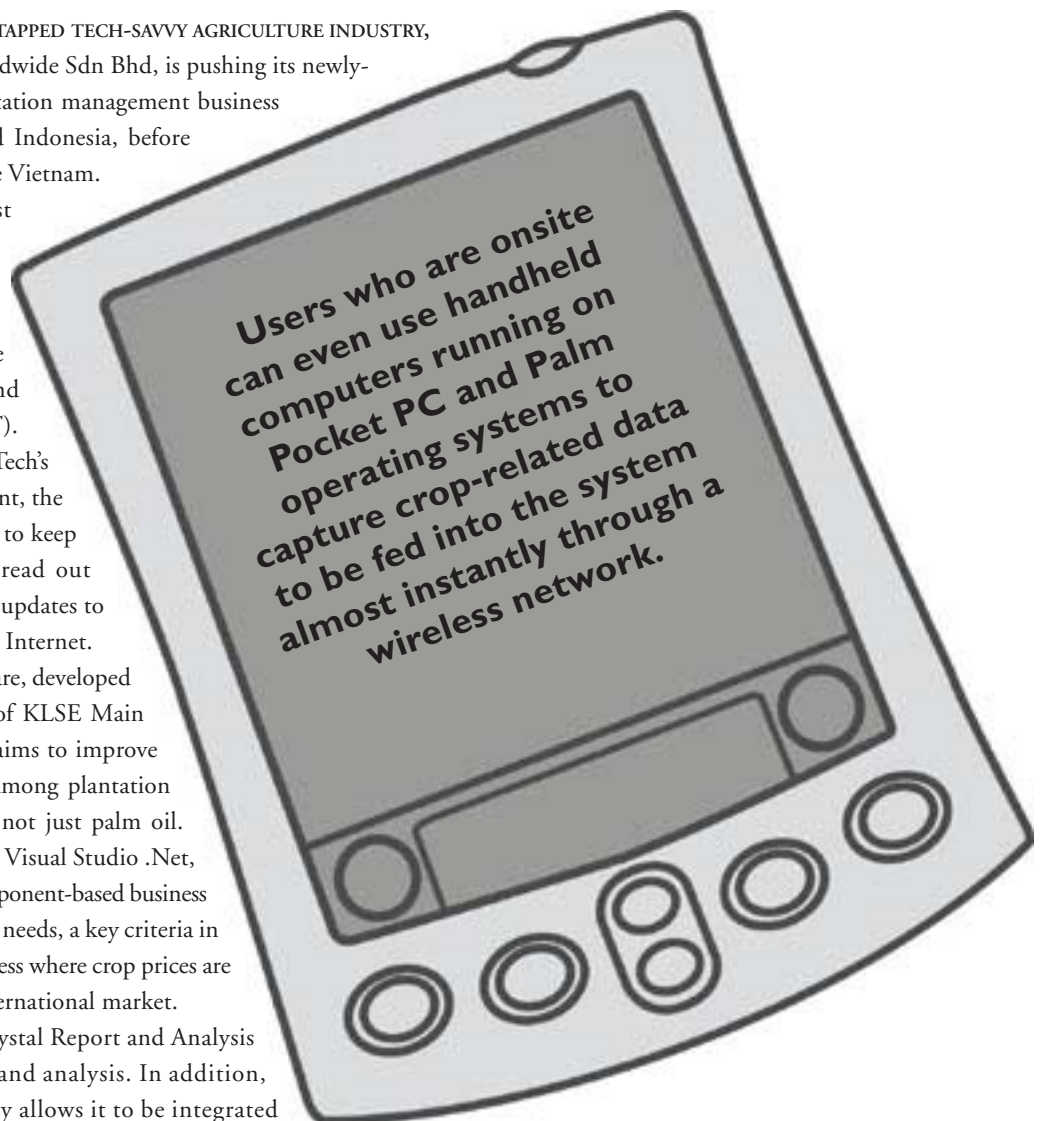
The homegrown eFlex Plantware, developed by the wholly-owned subsidiary of KLSE Main Board-listed TH Group Berhad, aims to improve cost efficiency and productivity among plantation companies of all kinds of crops, not just palm oil. Developed on the latest Microsoft Visual Studio .Net, the Web-based software adopts component-based business logic that meets changing business needs, a key criteria in the ever-changing plantation business where crop prices are dependent on seasons and the international market.

The software incorporates Crystal Report and Analysis tool for management reporting and analysis. In addition, it has export facilities that readily allows it to be integrated into any back-end financial applications with minor customisations.

Users who are onsite can even use handheld computers running on Pocket PC and Palm operating systems to capture crop-related data to be fed into the system almost instantly through a wireless network.

Looking ahead, iTech is planning to introduce similar solutions to other industries like timber and construction.

(Friday Jan 3, 2003 - [www.nstpi.com.my](http://www.nstpi.com.my) - Business Computing) ●



## New ICT solution to manage stress



MSC-STATUS COMPANY VEDANA SDN BHD HAS COME UP with an innovative solution called vedaRAM that will help busy corporate executives manage stress levels due to their hectic lifestyle. The solution's name is a combination of the Sanskrit word 'veda', which means knowledge, holistic approach to information and energy exchange, while 'RAM' means random access memory, explains Dr Jan Campbell, chief executive officer of Vedana.

The system was developed by the Siberia Branch of Russia Academy of Medical Sciences Institute of Molecular Biology and Biophysics. Based on bio and neurofeedback, the system is the product of decades of research and development (R&D) by the institute.

Bio and neurofeedback can roughly be defined as a group of procedures in which an external sensor is used to provide an indication of the state of a bodily process, usually in an attempt to affect a change in the measured quantity. As such, the components involved in vedaRAM are the patient, the computer for storing and analysing the data collected from the patient, sensors, and the interface that connects these components.

After undergoing treatment using the system, users are supposed to experience an increase in productivity. In addition, they will also have better potential assessment ability.

"The key here is the ability to relax," says Campbell. He adds that the ability to relax is something that can be acquired and reprogrammed. And with the vedaRAM, there are no side effects. In fact, Campbell says that to have

the best result there should not be any external interventions, such as drugs.

According to Campbell, users who utilise the system three times a week, 20 minutes each time, will see positive results. If the system is used between one and three months, users would have sustainable results without being dependent on the therapy.

The system is divided into non-clinical and clinical. Campbell says that the already available non-clinical products for corporations and schools consist of four gaming software. This includes a game of magic cubics to increase concentration, rowing to increase competitiveness, diving to increase ability to relax, and obstacle car rally to increase level of reflex.

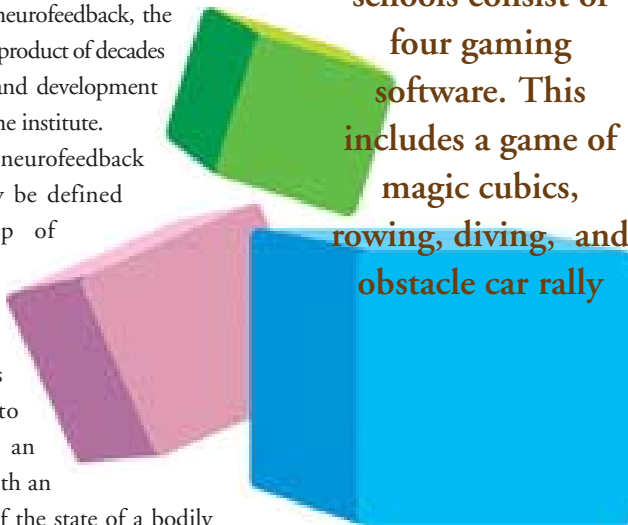
With the system, data is collected via finger sensor for diagnosis in each of the game. For example, during the first session of the diving game, the speed of the player is collected and recorded, while the speed of the second diver is determined by the computer. But in the following sessions, the patient would then compete with his or her own previous speed as recorded in the database.

However, success in the training does not depend on the patient's ability to use a joystick or keyboard.

"To win, you have to achieve and maintain the state of relaxation," says Campbell. He adds that to be considered victorious, the patient has to win at least six times consecutively. This way, there would be self-improvement. This same principal is inherent in the other games where the patient always competes with his or her past achievements.

The non-clinical products use one sensor only, which is attached to one finger and extracts a limited number of biodata, and can be used without supervision. The clinical products, however, need supervision as they are more complex and involve sensors of the brain.

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## Comparative study

For the purpose of localisation, Vedana and Universiti Malaya Specialist Centre (UMSC) will be conducting a comparative study to be held during March and April next year on three different groups, which are the industrial stress management group, drug addiction group, and attention deficit/hyperactivity disorder (ADHD) group.

“We have to check for differences in response to the system and thereafter make provisions for these differing elements,” says Olga Jafarova, project manager, head of Biofeedback Computer Systems Lab. She, along with two other colleagues from the institute, will be here for the duration of the comparative study to assist the local medical staff involved.

The differences, she says, is derived from the difference in psychological profiling caused by the differences in culture, religion, race and nationality. And because of this, the algorithms of the system would need to be changed accordingly.

In essence, the results of the study will also determine whether the procedure is suitable for the locals, she adds. Once the study is completed, the results will be evaluated. “It is our intention to publicise these results by either June or July next year,” says Campbell.

## Collaborating partners

In the medical field, UMSC is Vedana’s only partner at the moment. “In the non-medical field, we are talking to Multimedia Technology Enhancement Operation Sdn Bhd (Meteor), which is an organisation made up of 11 public universities that are the shareholders of this organisation,” reveals Campbell.

Meteor is fundamentally an organisation set up by the Government to identify and commercialise sophisticated technology in Malaysia. Meteor, according to Campbell, will be positioned as the platform for the training of trainers and providers of services to the education sector.

On the corporate front, Vedana is talking to two corporations that are interested in conducting pilot tests on the non-medical products. The company also plans to invite the Malaysian Government Industry Group for High Technology (Might) into this project by offering an opportunity for advance manufacturing of some of the equipment, and the development of new equipment.

Malaysia has been selected as the launching pad for vedaRAM in Asia except for Australia and Japan.

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## To equip SMIs with e-business capability

IBM MALAYSIA SDN BHD IS WORKING AGGRESSIVELY TO ensure that small- and medium-size industries (SMIs) are equipped with electronic business (e-business) infrastructure in order to remain competitive. The company has been working closely with the International Trade and Industry Ministry to help promote the use of information and communications technology (ICT) within the SMI space, said its country manager for software Chew Chuan Chin.

“SMIs are beginning to appreciate ICT as an important tool to improve business efficiency,” Chew said.

“Since SMIs have limited funds, we leverage on our network of business partners nationwide to provide SMIs with a low cost solution.”

For example, Penang-based E-business Sdn Bhd, offers payment presentation solutions on IBM’s middleware. Under IBM’s 2002 Pyramid of Privileges Programme, the company offers a broad array of programmes and distinct privileges to business partners. Customers benefit in terms of low pricing, more efficient support services and a wider variety of tools and solutions to enhance their e-business strategy.

Chew said another initiative for SMIs that IBM Malaysia is looking at is to sell a more affordable standard edition of its latest Internet infrastructure software - WebSphere.

According to research firm International Data Corp, WebSphere has 14 consecutive quarters of double-digit sales growth. This includes a 25 percent rise in year-to-

year revenue in the third quarter of this year.

WebSphere also comes in two other versions - advanced and enterprise - supporting Windows, Linux, IBM eServer, zSeries and iSeries, AIX, Solaris and HP-UX operating systems.

(Friday Jan 3, 2003 - [www.nstpi.com.my](http://www.nstpi.com.my) - Computimes) ●



## UPM embarks on ICT policy

MSC-STATUS UNIVERSITI PUTRA MALAYSIA (UPM), recently launched their information and communication technology (ICT) policy, which provides guidelines for management and usage of ICT in the university. The policy, according to UPM's vice chancellor Professor Datuk Dr Mohd Zohadie Bardaie, is part of a 10-year strategic plan that charts where the university should go forward from 2001 to 2010 to become a world-class university, as well as a centre for learning and research and development (R&D).

The new ICT policy comprises seven components aimed at covering all aspects of ICT management and usage in the university.

The first component is the ICT management policy, which states that all the university's ICT implementation will need to adhere to its strategic plan. The second component - the e-learning policy - aims to enable effective teaching and learning through ICT use. "Here, we will ensure standardised use of e-learning software as well as sharing of database and other resources, and that course materials are available online and submission of students' work can also be done online," Mohd Zohadie said.

Knowledge management policy, the third component of the ICT policy, outlines the need to maintain a repository and sharing of work produced by students and staff, Mohd Zohadie said. Development of end

user skills is the fourth component of UPM's ICT policy and it outlines the need to have all staff members and students acquire relevant ICT skills and knowledge, he said. As part of this, students, for example, will need to complete several ICT skills and knowledge requirements before graduating, he added.

The fifth component, according to Mohd Zohadie, is the information systems policy, which makes sure that all ICT systems be in line with the university's strategic plan, and all systems developed must be able to improve efficiency or help in creating quality work. The sixth component - the office automation policy - ensures standardised use of office automation systems campus-wide, enables online registration of courses, and provides all staff and students with e-mail and information storage space.

The infrastructure policy - the final element of the ICT policy - strives to maintain uninterrupted networking facilities campus-wide, and provide linkages between the main campus and its branch campus in Bintulu, Sarawak, said Mohd Zohadie.

"Work to provide the linkage is currently taking place and targeted to complete this year," he said, adding that all staff and students are to be given information storage space to support work and learning, R&D, and services.

(Friday Jan 3, 2003 - [www.nstpi.com.my](http://www.nstpi.com.my)) ●

**The new  
ICT policy  
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management  
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in the  
university**

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## Pentamaster makes mark in automated equipment sector

THE SEMICONDUCTOR AND AUTOMATION INDUSTRIES globally are highly competitive, and subject to rapid technological changes and new product development. But this did not stop Chuah Choon Bin and Tan Boon Teik from starting a partnership engaged in software development.

Chuah and Tan, together with two other partners, subsequently incorporated a private limited company, which yesterday emerged at the top of the 2002 Enterprise 50 Award programme.

The four of them incorporated Pentamaster Technology (M) Sdn Bhd (PTSB) in 1995 with the objective of venturing into equipment and software automation in addition to software development. The company is now not only supplying to multinational corporations (MNCs) operating in the country but also exporting its products to China, the Philippines, Thailand, Singapore, Ireland, Italy, India and the US.

The company developed the software vision automation system, which utilises a digital camera to acquire an object image and convolve the digital image for processing into qualitative and quantitative information.

It can be used in applications for precision measurement, pattern recognition, surface cosmetic inspection, optical character recognition and colour recognition.

The system is widely used in the semiconductor manufacturing processes for inspection of integrated circuit (IC) leads, IC package defects, markings on the IC, correct marking based on optical character recognition techniques, decolouration of IC leadframe and mounting on printed circuit board as well as checking for cosmetic casing and

mark for audio industry manufacturers.

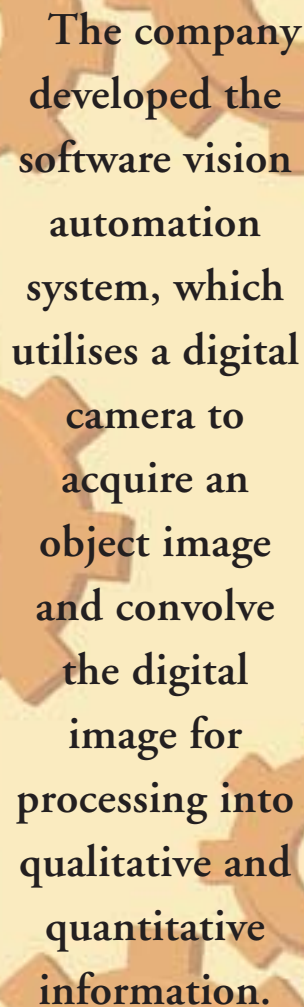
In 1996, PTSB was invited to develop its first prototype vision automation for an MNC. With the success of its prototype vision system, PTSB's business proliferated, with other MNCs becoming its customers.

In view of the increasing demand for an integrated one-stop solution company and to achieve greater synergies to PTSB's innate strength in software technology, PTSB formed a mechanical division to design and fabricate automated equipment.

The continued research and development (R&D) activities to develop software and hardware application modules led to the manufacturing of whole production conveyor systems and automation handler systems for its customers in the computer and semiconductor industries.

With proven technological capability to meet the semiconductor industry standards and the increasing demand for PTSB's standard equipment including automated vision inspection handler, automated laser marking handler and intelligent conveyor system led to the formation of Pentamaster Engineering Sdn Bhd (PESB) in 1998.

The business strategy arising from PESB's formation is to ensure operational and cost efficiency in managing mass production of standard equipment. As a result of this restructuring, PTSB now concentrates on R&D for the development



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of new products while PESB focuses on mass manufacturing of standard equipment and intelligent conveyor systems.

PESB, which has been granted pioneer status by the Ministry of International Trade and Industry, will continue to develop high- technology and advanced products with minimal cost and supported by good after-sales service.

Chuah, who is the managing director of Pentamaster, said the company will continue to invest in R&D activities to drive down the products cost and improve the functions, features and capabilities of the products.

Continuous R&D activities are undertaken to reduce manufacturing time so that products can be delivered to the customers at the shortest time possible. To date, the company is able to maintain its competitive edge over its competitors and maintain its customer base.

Having its own software development team gives it an extra edge against its competitors. Software development requires advanced technology know-how and the expertise of the computer system engineers. The company's software for machine control is 100 percent developed locally.

For 2000, PESB recorded a pre-tax profit of RM6.785 million on the back of RM19.462 million revenue in its maiden year of operation. In 2001, the revenue leapfrogged by 81.2 percent to RM35.268 million with pre-tax profit surging by 50.2 percent to RM10.191 million.

"It has been a formidable and challenging task to achieve these satisfactory results in view of the outbreak of the Asian financial and currency crisis in mid-1997... (resulting

in the) collapse of the end-user electronics markets and the sharp decline in the worldwide semiconductor equipment market," Chuah said.

The company's success has been recognised by a US-based MNC when it became the sole recipient of the International Supplier of the Year 1999 & 2000 Award for excellence in worldwide process technology pertaining to the design, manufacturing and implementation of the intelligent conveyor system.

The company believes that one of the key factors in maintaining and expanding its existing customer base is to provide excellent and timely after-sales services to customers.

To facilitate ease of access by customers, the company has established a customer care division. Customers can contact its customer care consultants through a dedicated hotline service to make enquiries with regard to products and related machine and equipment problems.

It also established a sales representative office in Shanghai this year to strengthen its presence there and to provide timely customer service response to its existing customers who have expanded to China.

Currently, the company has four distributors to service its customers at their respective locations in southern region of Peninsular Malaysia, Singapore, Taiwan and China.

"As more and more companies are moving and or expanding their operations to China, the company's presence in that country will be invaluable in assisting its establishment in the international arena," Chua said.

(Friday Jan 3, 2003 - nstpi.com.my - BusinessTimes) ●

## JPK's close rapport with customers a boon to business

CUSTOMERS OF JPK (MALAYSIA) SDN BHD CONSIDER the company as their partner and not just a supplier. They monitor JPK's performance very closely, with some conducting Quarterly Business Reviews (QBR) on the company. These QBRs provide numerical feedback on JPK's strengths and weaknesses and the areas that are to be improved over the subsequent three months.

"These QBRs are supported by the top management in JPK and our customers. Not only do our customers expect JPK to develop in parallel with them, they also expect our suppliers to develop in parallel with JPK," said Ivy Liew, managing director of JPK. "However, the acid test is whether our customers come back to us... they do and with more business."

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JPK, incorporated in 1989, is involved in high precision plastic injection moulding industry and sub-assembly of Original Equipment Manufacturer (OEM) parts. It undertakes three main activities, namely precision engineering plastic injection moulding business, sub-assembly and secondary processes business, and precision mould making, design and modification.

It has been concentrating on internal sub-component parts as opposed to the external casing mainly for the electrical and electronic industry. This is considered a niche market as it requires very high precision moulding capability. It has very few competitors in Malaysia as other plastic injection moulders are mainly doing the larger external parts.

It started mass production in 1992 with four machines and five staff. Today, the company has 28 injection moulding machines in Shah Alam and another 28 machines in the Kulim branch.

“Our products are supplied mainly to the multinational corporations (MNCs) in the electrical and electronic industry and the information technology (IT) industry. These are either exported directly to our customers overseas (around 22 percent) or indirectly through the MNCs in

Malaysia to the global market. We consider ourselves as supplying to the global market as our customers are all MNCs. In this regard, we have to be very competitive not only in cost but also in providing the best service to our customers in terms of technology, just-in-time supply, project management skills and after sales services,” Liew said.

JPK is also continuously looking at other markets apart from the electrical and electronics to diversify its products but at the same time concentrating on its core competences.

While the company is keen to secure new customers, it recognises first and foremost its existing customers. JPK’s existing customer base is all global leading companies such as Sony, JVC and Matsushita.

JPK also actively participates in trade fairs and government trade delegations and missions overseas and has developed a promotional CD-ROM describing JPK’s operations. “This is particularly useful for overseas visits as well as for general enquiries into JPK,” she said.

Over the years, it has achieved various awards among which are the Quality Award from Pioneer, and Best Supplier Award by JVC. It also achieved ISO9002 status in 1996.

(Friday Jan 3, 2003 - [www.nstpi.com.my](http://www.nstpi.com.my) - BusinessTimes) ●

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## I-Systems makes waves in insurance market

WHAT STARTED OFF AS A RESEARCH AND DEVELOPMENT (R&D) company has since evolved into a business-driven outfit. Today, I-Systems Consulting Sdn Bhd is making significant waves in the insurance industry, both locally and abroad. The company was founded by Kevin Steer along with another partner who has since retired and moved to Australia. “We started off as an R&D company and hence, the revenue from each contract would be reinvested back into R&D,” says Steer, who is chief marketing and product officer for I-Systems Consulting Sdn Bhd.

Initially, I-Systems was primarily developing generic software without any particular industry specialisation. But it was in 1993 after I-Systems developed a document imaging

system for Prudential Malaysia that prompted the company to seriously think of developing software solely for the insurance industry.

“Following some discussions, we found there were not very many IT companies in the insurance business, so we decided then that we would focus all our efforts on developing solutions for the insurance industry,” says Steer. So for the next four years, I-Systems slowly started to build up software expertise for the insurance industry.

Move into insurance industry I-Systems immediately saw the market potential of focusing on the front-end systems as a lot of the big IT companies had already developed the back-end systems, says Steer.

Furthermore, a lot of the front-office work in the insurance industry was still very paper-based.

“We started to look at how we could use tools that could connect to the back-end systems to automate a lot of the paper work,” says Steer.

This brought I-Systems to the development of a claim expert systems, InsureConnect, for processing of claims. Subsequently, I-System went on to develop a customer-service solution that enables an organisation to track its services.

“In 1996, we started looking at the Internet as a possible way of simplifying communications in the insurance industry,” says Steer.

The first software of this nature was sold to MCIS in 1998. Basically, it allows insurance agents to go online to check the status of policies and pending claims. Around the same time, AIA Malaysia was also looking around for a similar solution and as such, became I-Systems’ second customer.

Due to the overwhelming response from the insurance industry, Steer and his partner decided that it was time to turn I-Systems into a business outfit. The next move was to find other investors who could come in and help further develop the business. Steer invited Tan Kin Lee, now the president and chief executive officer of I-Systems Consulting Sdn Bhd, to come in and turn I-Systems into a business-driven outfit.

Tan, who was trained as an engineer, was an executive director at Gadang Holdings Berhad, an engineering company, before joining I-Systems. He saw the business potential in I-Systems and decided to contribute his business knowledge to I-Systems by becoming a shareholder in the company.

#### R&D spending

Up to 1999, 50 percent of our revenues went back into R&D. And so far, we have spent about RM9 million to RM10 million in R&D over the last 10 years, reveals Steer.

But with the new business model in place, the company now allocates about 10 to 15 percent of its total revenue to R&D. Getting regular feedback from customers is important especially when it comes to enhancing our products,

**The first software of this nature was sold to MCIS in 1998. Basically, it allows insurance agents to go online to check the status of policies and pending claims.**

Steer points out.

“Previously, we were about four to five years ahead of the market.” This, he explains, was one of the reasons for the difficulty in selling the products as the technology was simply too advanced for the insurance industry.

Unlike the banking sector, the insurance industry is still about five years behind when it comes to embracing new technology, says Steer. He adds that insurance companies are still very concern about Internet security.

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## MSC Trustgate.com launches Imperito SafeSecure Access family of services into South East Asia



MSC TRUSTGATE.COM, A LEADING TRUSTED INTERNET service provider, and Imperito, Inc., a global leader in managed network and client security, announced the availability of Imperito SafeSecure(tm) Access family of products and services into South East Asia in November. MSC Trustgate.com will act as the sole distributor of Imperito’s Safe Secure Access family of products and solutions in the region.

MSC Trustgate.com is an affiliate of Verisign Inc. for the South East Asian region and is a member of the Verisign Trust Network. As part of the agreement with Imperito, MSC Trustgate.com will host the SafeSecure Access solution set through their regional data centre, which will ensure that the product is compatible with the existing infrastructure. As a result, customers can receive a proven virtual private network (VPN) solution

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with localised sales support.

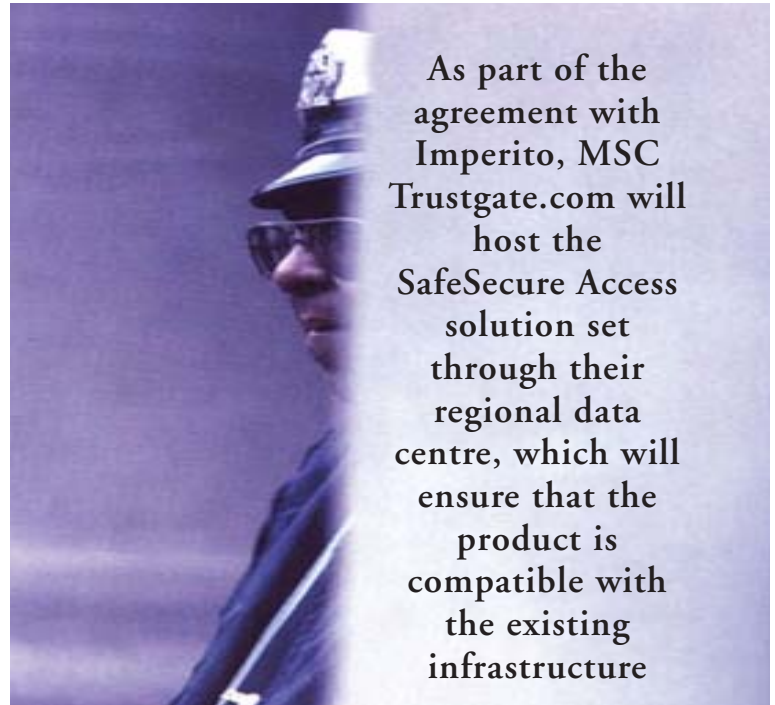
“MSC Trustgate.com is pleased to add Imperito’s SafeSecure Access VPN solutions to its ‘Managed Solutions’ programme,” said Peter Rathgeber, head of marketing and sales at MSC Trustgate.com.

“The SafeSecure Access managed VPN is the best answer for companies who need to incorporate an outsourced service that provides authentication, confidentiality, integrity and non-repudiation.”

SafeSecure Access is delivered in three versions to meet the needs of all sizes of enterprises and service providers. SafeSecure Access Global is for fully centralised, complete access security for large enterprises and managed service providers; SafeSecure Access Site is tailored for individual lines-of-business, affiliates and mid-tier enterprises that need complete management and control of access security; and SafeSecure Managed Service is a new and significantly improved version for customers who want a managed service based solution that is quick to set up and minimises their initial investment.

“The SafeSecure Access family also fits perfectly with our outsourcing ideas,” added Rathgeber. “Enterprises of any size can deploy the solution without the traditional problems that have long been associated with other managed services. Companies don’t have to invest a lot up front and it is easy to deploy and use.”

“Our relationship with MSC Trustgate.com further demonstrates our commitment to team with world class service providers that have established themselves as trusted



**As part of the agreement with Imperito, MSC Trustgate.com will host the SafeSecure Access solution set through their regional data centre, which will ensure that the product is compatible with the existing infrastructure**

sources of security services in their regions,” said Steve Behrens, vice president of worldwide sales for Imperito.

“Through MSC Trustgate.com, we can now offer the Imperito solution set to the ASEAN marketplace with the confidence that our end-users are getting a great product that will lower their telecommunication costs, increase their productivity, and allow them to use the Internet with an order of magnitude greater security.” ●

## Sun Microsystem’s Java Card™ technology accelerates adoption of secure digital identity

DATA FROM FROST & SULLIVAN, MARKET RESEARCH AND consulting company specialising in high technology and industrial markets, showed that deployment of Sun Microsystems’ Java Card™ products in digital identity solutions has grown over 400 percent during the past year.

Expanding on its traditional customer base in the financial services and wireless markets, Java Card technology usage has experienced tremendous growth in

government, military, healthcare and corporate ID markets around the world with deployments that include the Bureau of National Health Insurance of Taiwan, US Governmental organisations like the Transportation Security Administration and the Department of Treasury. This accelerated adoption validates Java Card platform’s robustness to address the growing market needs for secure digital identity solutions.

Virtually all of these deployments include sophisticated software and high-end enterprise servers. Sun Microsystems, as a leading provider of industrial-strength hardware, software and services that power the Internet, is now focused on making it easier to bring secure digital identity solutions to the network.

One example of this continuing technology leadership is the Sun(tm) Open Net Environment (Sun(tm) ONE), a standards-based software architecture for Web Services enabling delivery of information, data, and applications to anyone, anytime, anywhere, on anything. Also Sun, as a founding member of the Liberty Alliance, is working with dozens of companies to develop specifications for sharing secure digital identity over the Internet.

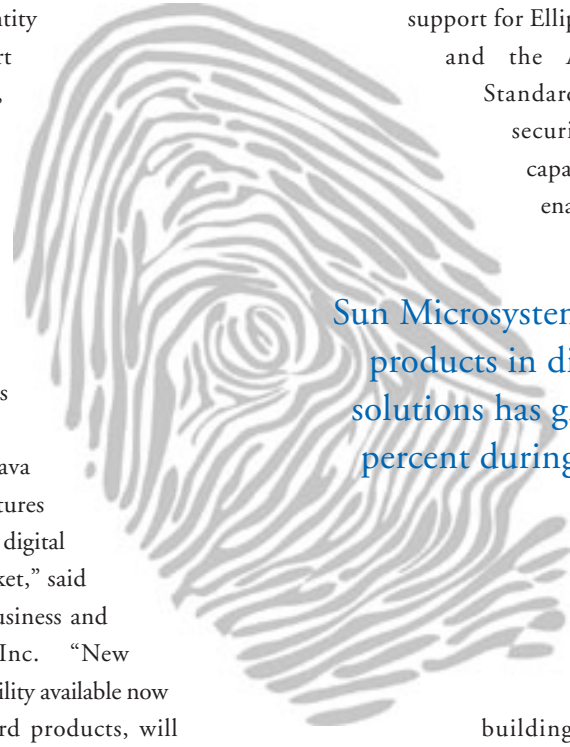
In the complex world of digital identity systems, card issuers want to deploy smart cards based upon a secure open standard, one that protects their investment by offering multi-application support and the ability to dynamically update applets on the cards. They also want the applications to be interoperable on cards from different manufacturers to give them a choice of vendors. Java Card products offer all of these features making it an easy choice.

“The widespread availability of Java Card products coupled with great features make them the natural choice for secure digital identity solutions in virtually any market,” said Peter Cattaneo, director, Java Card business and solutions, Sun Microsystems, Inc. “New enhancements such as ‘contactless’ capability available now through new dual-interface Java Card products, will continue to fuel the rapid adoption of Java Card technology for digital identity.”

With more than 50 licensees in 12 countries around the world, Sun’s Java Card technology is the platform of choice for vendors from key industries making it the most widely adopted smart card platform. Together, licensees have shipped more than 260 million units. Many new large-scale digital identity programs are just beginning to deploy, including the 24 million healthcare identification

card program in Taiwan. Several US Governmental organisations like the Transportation Security Administration and the Department of Treasury have announced that they will begin issuing Java card-based identity cards, joining the Department of Defense’s 4.3-million card program. In addition, companies like Sun Microsystems have also begun to issue Java Card-based identity cards to all of their employees.

At Cartes 2002, Sun is demonstrating Java Card solutions for mobile telephony, secure digital identity and digital rights management. These cards offer advanced features such as Java Card Remote Method Invocation (JCRMI) for faster application development; Logical Channels to support new wireless standards; and support for Elliptic Curve cryptography and the Advanced Encryption Standard (AES) for enhanced security. Also dual interface capability is now supported, enabling secure transactions



Sun Microsystems’ Java Card™ products in digital identity solutions has grown over 400 percent during the past year

by simply passing the cards within 10 cm of the reader device. Widely used for building access and public transportation with fixed function chips, the Java Card products being demonstrated bring the features and versatility of the Java Card platform to the ‘contactless’ world.

The evolution and enhancement of the Java Card platform continues to provide a compelling value proposition for its licensee community driving its rapid adoption around the world as the platform of choice for secure digital identification. ●