

Stars in Asia Pacific’s ICT industry honoured

~ 29 titles, 25 companies named the region’s best at the 2008 Frost & Sullivan Asia Pacific ICT Awards ~

Singapore, May 23, 2008 – Honoring Asia Pacific’s finest in the ICT (information and communications technology) industry, *Frost & Sullivan* today hosted the 2008 Frost & Sullivan Asia Pacific ICT Awards. The awards, in its fifth consecutive year, was held at the St. Regis in Singapore.

The Awards seek to recognise companies and individuals that have pushed the boundaries of excellence - rising above the competition and demonstrating outstanding performance in the ICT industry across the region for base year 2007.

This year, the awards saw both global as well as emerging companies claiming the 29 coveted titles offered within four distinct categories – enterprise vendors, telecom vendors, service providers and the best of the best.

Nitin Bhat, Asia-Pac Senior Vice President for the ICT Practice at *Frost & Sullivan* says, “While Asia Pacific continues to be one of the fastest growing ICT markets globally, the diversity of the region entails customised strategies for success in each given country. A focus on innovative business models to suit emerging economies; strategies for new revenue streams through service bundling and blending in developed economies; and the increased focus on market segmentation in mature sectors have been some of the common themes across this year’s award recipients.”

Among the celebrated recipients who took home more than one award were Huawei Technologies, Avaya, Alcatel-Lucent and Telstra. Huawei received the prestigious Vendor of the Year Award along with Broadband Equipment Vendor of the Year, while Avaya clinched two awards for Contact Center Applications Vendor of the Year as well as Enterprise Telephony Vendor of the Year.

Alcatel-Lucent repeated its feat of bagging the NGN Infrastructure Vendor of the Year title for the fourth time, in addition to being named the Optical Vendor of the Year. Mr. Solomon Trujillo, CEO of Telstra was selected as the CEO of the Year in the Service Provider category. Telstra also received the Wireless Data Service Provider of the Year Award.

A much anticipated event in the annual calendar of the ICT industry, the awards has become a benchmark of success among organisations across the region’s ICT sector. Nominations are made by a team of Frost & Sullivan experts based on the companies’ actual market performance indicators. Measurement criteria include revenue growth, market share and growth in market share, leadership in product innovation, breadth of products and solutions, major customer acquisitions, subscribers and growth in subscriber base, ARPU (average revenue per user) and growth in ARPU, data strategy and next-generation service strategy.

The short-listing along with a detailed evaluation of the nominees is presented to a panel of judges who deliberate on the deserving recipients for each of the contested title.

Frost & Sullivan congratulates all the outstanding recipients of the 2008 Frost & Sullivan Asia Pacific ICT Awards

Category	Award Recipient
Telecom Vendors	
Broadband Equipment Vendor of the Year	Huawei Technologies
Mobile Handset Vendor of the Year	Nokia
NGN Infrastructure Vendor of the Year	Alcatel-Lucent

Optical Vendor of the Year
Telecom BSS Vendor of the Year
Telecom OSS Vendor of the Year
Wireless Infrastructure Vendor of the Year

Alcatel-Lucent
Comverse
Oracle Communications
Ericsson

Service Providers

Broadband Service Provider of the Year

Competitive Service Provider of the Year
Conferencing Service Provider of the Year
Data Communications Service Provider of the Year

Emerging Market Service Provider of the Year
Mobile Content Developer of the Year
Next Generation Service Provider of the Year
Satellite Communications Service Provider of the Year
Wireless Data Service Provider of the Year
Wireless Service Provider of the Year

Nippon Telegraph and Telephone Corporation
(NTT, Japan)
StarHub (Singapore)
InterCall
BT

UFone (Pakistan)
Faith, Inc. (Japan)
Chunghwa Telecom (China)
IntelSat
Telstra (Australia)
Bharti Airtel (India)

Enterprise Vendors

Application Networking Vendor of the Year
Business Intelligence Vendor of the Year
Contact Center Applications Vendor of the Year
Contact Center Outsourcing Vendor of the Year
Enterprise Telephony Vendor of the Year
Network Security Vendor of the Year

F5 Networks
SAS
Avaya
IBM Daksh
Avaya
Check Point Software Technologies

Best of the Best

CEO of the Year: Service Provider
Most Promising Innovative Application/Product of the Year
Most Promising Vendor of the Year
Most Promising Service Provider of the Year
Service Provider of the Year
Vendor of the Year

Mr. Solomon D. Trujillo, Telstra
Gifticon by SK Telecom
Blue Coat Systems
Bakrie Telecom (Indonesia)
China Mobile
Huawei Technologies

The panel of judges includes the following influential personalities and leaders in the ICT/telecommunications industry.

1. Manoj Menon - Partner & Asia-Pacific Managing Director, Frost & Sullivan
2. Nitin Bhat – Senior Vice President, ICT Practice, Asia-Pacific, Frost & Sullivan
3. Ben Chong - Editor, Network World Asia
4. Tan Hock Hai - Chief Information Officer, ST Engineering
5. Freddie Low - Director, Asia Network Services Information Systems, Polo Ralph Lauren Sourcing, Singapore
6. Henk A G Balsters - Vice President, Emerson Process Management Asia Pacific
7. Ng Yoke Weng - Group Chief Information Officer, SingTel
8. Andy Miller - Vice President of Service Provider Sales, Asia Pacific, Juniper Networks
9. Ashwini Bakshi - Head of Sales, Asia-Pacific, Nokia Siemens Networks
10. Eric Lauzon - Chief Information Officer, Nortel Asia

11. Raghu Prasad - Asia-Pacific Chief Technology Officer, Comverse
12. Hanh Tu - Vice President, Service Provider Operations Asia Pacific, Cisco Systems Inc.
13. Joseph Waring - Group Editor, Telecom Asia & Wireless Asia
14. Norman Donald Price IV - Director, Networks, Bharti Airtel
15. Asmawati Yusof - Vice President, Telekom Malaysia
16. Dr. S. Hariharan - Vice President, Network & Services Operations, Tata Communications Ltd.
17. Richard Yu Shing-Pui - Vice President, Managed Services, PCCW Global
18. Tay Soo Meng - Vice President for Networks Operations, SingTel
19. Wilfred Kwan - Executive Vice President, Operations and Technology, Pacnet

Supporting partners for the awards are Comverse, Huawei, Oracle, NetGain Systems, Contact Recruitment, and Robert Walters. The official broadcast partner for the Awards is CNBC Asia Pacific. Questex titles - Enterprise Innovation, Telecom Asia, Network World Asia, Wireless Asia and Global Telecom Directory are official media partners, together with Business Today.

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About the Frost & Sullivan Asia Pacific ICT Awards

The Frost & Sullivan Asia Pacific ICT Awards is held annually to recognize outstanding performance by companies and individuals in the Information and Communications Technology (ICT) industry in Asia Pacific. The awards are presented to companies that demonstrate best practices and superior performance in areas such as market leadership, innovation and business strategies. It has, over the years, attracted some of the leading names in technology on a single platform to compete for the most coveted titles in ICT. Benchmarked against the highest standards of measurement criteria, the recipients of these awards indeed represent the best-in-class in Asia Pacific. For more information on the awards, research and judging process, and past recipients, please visit www.ict-awards.com

About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, partners with clients to accelerate their growth. The company's TEAM Research, Growth Consulting and Growth Team Membership empower clients to create a growth-focused culture that generates, evaluates and implements effective growth strategies. *Frost & Sullivan* employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about *Frost & Sullivan's* Growth Partnerships, visit <http://www.frost.com>.

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