

Frost & Sullivan Asia Pacific Technology Awards 2005

Where the best vie for the most coveted titles in ICT

The Oscars of Technology is back! Frost & Sullivan, the global growth consulting company, will be hosting the annual Frost & Sullivan Asia Pacific Technology Awards. Held for the second time, the Frost & Sullivan Asia Pacific Technology Awards 2005 will once again recognize and honor outstanding performance by companies and individuals in the Information & Communications Technology (ICT) industry across the region.

"Since successfully hosting the inaugural awards last year, we have had overwhelming feedback from industry players who want to be a part of this prestigious awards and benchmarked amongst the peers in their class," said Manoj Menon, partner at Frost & Sullivan.

"The final shortlisting of nominees and contenders however is based on our team of analysts and our in-depth coverage and assessment of the industry on who we know are leaders and must-have challengers in each of the 25 award categories offered," he added.

The 25 award categories contested are divided into 3 categories – Vendor (11 awards), Service Provider (6 awards) and Best of the Best (8 awards).

Vendor

- Enterprise Telephony Vendor Of The Year
- Call Center Applications Vendor Of The Year
- Network Security Vendor Of The Year
- Operational CRM Vendor Of The Year
- Business Intelligence Vendor Of The Year
- Next Generation Network Infrastructure Vendor Of The Year
- Wireless Infrastructure Vendor Of The Year
- Billing Solutions Vendor Of The Year
- Broadband Equipment Vendor Of The Year
- Optical Vendor Of The Year
- Storage Vendor Of The Year

Service provider

- Wireless Service Provider Of The Year
- Competitive Service Provider Of The Year
- Next Generation Network Service Provider Of The Year
- Broadband Service Provider Of The Year

- Mobile Content Service Provider Of The Year
- Data Communications Service Provider Of The Year

Best of the Best

- CEO Of The Year: Vendor
- CEO Of The Year: Service Provider
- Most Innovative Application /Product Of The Year
- Regulator Of The Year
- Service Provider Of The Year
- Vendor Of The Year
- Most Promising Service Provider Of The Year
- Most Promising Vendor Of The Year

"Employing the same stringent measurement standards that has been the hallmark of Frost & Sullivan globally in evaluating the companies, the recipients of the Frost & Sullivan Asia Pacific Technology Awards indeed represent the best in class and is a true test of may the best man or company win," said Menon.

The selection and benchmarking process

Frost & Sullivan follows a rigorous measurement based methodology in determining the deserving recipient in each award category. The measurement parameters used in evaluating and conducting the detailed study of each contender based on actual market performance indicators for financial year 2004 were - revenue growth, market share and growth in market share, leadership in product innovation, breadth of products and solutions, major customer acquisitions, and business and market strategy.

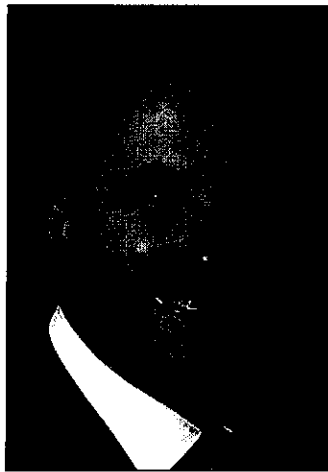
Selected by a jury of their peers.....

The findings of the detailed examination were presented to a panel of independent judges comprising the who's who in ICT, bringing to the table some of Asia Pacific's most influential decision makers and leaders of corporations who have in themselves pushed the boundaries of technology innovation and corporate excellence.

The line-up of judges include Manish Vyas (Regional Director, South East & North Asia, MBT), Abdul Majid Abdullah (Executive Director, NasionCom Holdings), David Nishball (Senior VP, Sales & Marketing, Equant), David Storrie (Head of Network & Wholesale



Abdul Majid Abdullah



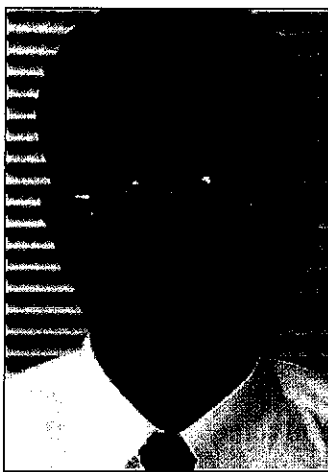
Andy Miller



Clement Teo



Hu Yong



Manish Vyas



Ng Yoke Weng

Services, StarHub), Wilfred Kwan (Senior VP & CTO, Asia Netcom), Ng Yoke Weng (Group CIO, SingTel), Andy Miller (Director of Marketing, Juniper Networks, Asia Pacific), Richard Duggan (Director, Telecom Business Consulting, Cisco Systems, Asia Pacific), Raghav Sahgal (VP & MD, CSG Systems, Asia Pacific), Nick Hutton (VP, Marketing & Communications, Alcatel, Asia Pacific) and Hu Yong (VP, Global Corporate Marketing, Huawei Technologies).

What the judges had to say

"It was an honor and a privilege to be a part of the judging panel comprising industry leaders and veterans. When I received the invitation, I was overwhelmed when I looked at the judging panel and the task of selecting one out of 3 or 4 very highly successful organizations in their respective fields. However, the lucid and in-depth presentations by Frost & Sullivan's analyst team quickly got me, and I am sure rest of the judges, into a 'thinking and deciding' mode. Whilst there were unanimous choices for some categories, there were thought provoking debates

for some others" – Manish Vyas.

"The judging session was both exciting and an eye opener. It was an eye opener to see so many companies and vendors nominated, each offering a unique proposition. The session itself turned out to be exciting due to high quality nominations and research findings, making it very difficult for the judges to give the final verdicts. Congratulations to all nominees and big thank you to the organiser of the awards. I believe the Awards will be an important event for the industry and will be a memorable one" – Abdul Majid Abdullah.

"The judging held in a relaxed environment included significant debates to reach the final decision. The multi-talented panel utilized their experience and knowledge of the shortlisted candidates to complete the selection. The winning companies deserve their respective awards for the performance during the year" – David Storrie.

And the nominees are...

When it came to crunch time, the panel judges for had a difficult time deciding on the recipients in the various categories.

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Some of the nominees in this year's awards include big names like Avaya, Huawei Technologies, BT, PCCW, Alcatel, Juniper Networks, SingTel, StarHub, KDDI, NTT DoCoMo, Optus, Telstra, KT Corp, Korea Telecom, Cisco Systems, CSG Systems, Asia Netcom and the likes.

Nitin Bhat, Director for Telecoms, ICT Practice, Frost & Sullivan, said, "There can only be one recipient for each award category, so I think the judges themselves deserve an award for the