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Compaq set to roll out enterprise solutions fast

Stephen Boey

KNOWING it has been late coming up with an e-business platform, Compaq Computer Corp is working at Internet speed to roll out its NonStop eBusiness Solutions.

At the Asia Pacific launch in Singapore on Tuesday it announced a strategic alliance with Tata Technologies involving joint efforts in marketing, sales and projects aimed at enhancing the competencies of both companies in providing enterprise solutions to manufacturers.

In the coming weeks Compaq is set to announce significant wins in the telecommunications and Internet service provider (ISP) spheres in Malaysia for what it terms the building blocks: clustered servers, pre-packaged solutions and hosted services.

Mr Paul K.W. Chan, vice-president and managing director, Compaq Computer Asia/Pacific Pte Ltd, told BusinessIT: "We are now seeing a lot of jostling for position. A number of initiatives are being set up.

"Telcos are working feverishly to partner world reknown companies to compete in e-commerce. They see their core business changing; they are repositioning themselves."

The emergence of voice IP, or Internet telephony, where overseas calls can be made at the cost of a local connection, to the local Internet node, have resulted in significant savings for enterprises using their intranet for voice communications.

More than Internet telephony, the telecommunications companies and ISPs are gearing for e-commerce, which industry consultants predict will explode in Malaysia from 2003.

Already, Chan noted, awareness of the Internet and e-commerce in Malaysia is quite high, fuelled by the Multimedia Super Corridor and with the active encouragement of Prime Minister Datuk Seri Dr Mahathir Mohamad. Commerce transacted through the Net is starting to grow at a significant rate, lead by business-to-business dealings.

Business-to-consumer transactions will follow as confidence in e-commerce grows with the establishment of payments standards and as mechanisms evolve to measure the quality of goods and services sold.

A similar scenario is unfolding in the countries of the region and Compaq hopes to grow market share as enterprises, large and small, gear to meet the challenges of the new millennium.

Chan added that appreciating the economic realities facing these countries, Compaq stands ready to extend its financing services package to Malaysia, South Korea and Thailand.

Compaq Financial Services is already in operation in Singapore, Australia, New Zealand and Hong Kong.

Mr Saroj Suraweera, vice-president and general manager, enterprise solutions and services group, Asia-Pacific division, Compaq Computer Asia/Pacific Pte Ltd, said the agreement with Tata Technologies will help Compaq roll out its NonStop eBusiness Solutions quickly in the region. Tata Technologies, a member of the US\$8.8 billion Tata Group, India's oldest, largest and best-known conglomerate, specialises in providing consulting services on the strategic use of information technology to manufacturing and distribution companies.

Suraweera said this is the first time Compaq is going around talking about e-business.

"Admittedly, we are late in announcing an e-business strategy, but it is

a well-defined strategy built on four key dimensions: availability, scalability, manageability, and security," he added.

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