

**Canadian-Based Redknee Solutions To Expand Presence In Malaysia**  
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KUALA LUMPUR, April 3 (Bernama) -- Canadian-based Redknee Solutions Inc, a global billing and charging software provider for communication services, is looking to expand its presence in Malaysia beyond the telecommunications sector.

Chief executive officer Lucas Skockowski said while telecommunications sector is the company's primary market, the services that it provides could also be used in other industries.

"We are looking at transportation, logistics, energy and oil and gas," he told reporters after the launching of the company's Asia-Pacific South regional office here today.

The office was officiated by the Deputy Minister of Communication and Multimedia Datuk Jailani Johari.

Also present was Judith St George, High Commissioner of Canada to Malaysia.

Skockowski said one of the customers the company was looking at is Tenaga Nasional Bhd.

Meanwhile, Skockowski said for the telecommunications sector, Redknee aimed to extend its relationship with Axiata Group Bhd by leveraging its existing relationship with Celcom Axiata Bhd.

"We are already supplying services to Celcom Axiata, so for sure by our existing relationship with Celcom Axiata, we have a relationship with Axiata.

"But when we move up, we want to expand our business from Celcom Axiata, and at the same time expand our business within the whole Axiata group," he said.

Among Redknee's customers in Malaysia are Maxis Communications Bhd , DiGi Telecommunications Sdn Bhd and Time DotCom Bhd.

On another development, Skockowski the company was also looking for opportunities to grow its business through acquisition.

"We are looking for companies that can help us create more software, both enterprise software and cloud software for different industries," he said.

He said the company is currently in talks to acquire a firm but he declined to divulge details on the company.

However, he said Redknee is interested in Malaysian firms, seeing that the workforce in the country is capable of supporting regional growth.

"We do see opportunities to leverage our Malaysian presence and customers to create a regional cloud service to support not only Malaysia but also other markets, and providing software and services to those markets using our Malaysian operation," he said.

Supporting over 200 communication service providers across 90 countries, Redknee provides services to over 2.4 billion subscribers globally.

Southeast Asia contributed up to 20 per cent to the company's total revenue, out of which 25 to 30 per cent comes from Malaysia.

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