



## **IBM Opens Innovation Center in Malaysia to help ASEAN Developers and Partners Build New Industry Solutions**

*Kuala Lumpur IBM Innovation Center for Business Partners provides resources to help Business Partners port, test and optimise their solutions on IBM hardware and software*

**Kuala Lumpur, Malaysia, 3 October 2006** - IBM today launched the Kuala Lumpur IBM Innovation Center to help Business Partners in the ASEAN region build innovative, open-standards-based, technology solutions. Located at Bandar Utama, IBM designed the Kuala Lumpur IBM Innovation Centre to strengthen its commitment to develop the business partner community in the region.

The new IBM Innovation Center will provide the tools and hands-on support that will help IBM Business Partners to build, enable, port and test their solutions and industrial applications on IBM hardware (IBM systems and storage) and software platforms including WebSphere, DB2, Lotus, Tivoli and Rational software. Skilled IBM experts provide consulting expertise for technical issues on hardware and software, at every stage of the development and testing lifecycle. IBM also provides Business Partners with resources to help them accelerate the development of open standards-based and SMB-focused solutions. Access to ready-to-run test environments in secure porting labs and assistance from IBM technical consultants will enable Business Partners to concentrate on perfecting their solution and to go to market faster. IBM will also offer hands-on workshops and technical seminars to help developers advance their technical skills on key IBM technologies.

The opening of the Kuala Lumpur IBM Innovation Center is an expansion of IBM's global Innovation Center strategy to support and develop Business Partners locally. The investment in this centre includes skilled resource, equipment, state-of-the-art facilities and networking amounting to over US\$3 million (10 million Malaysian Ringgit).

"The opening of the IBM Innovation Center in Kuala Lumpur to serve the region is testament to IBM's commitment to support and collaborate with Business Partners to generate more innovative solutions for our clients", said Voon Seng Chuan, Managing Director, IBM Malaysia. "IBM chose to base the Center in Kuala Lumpur due to the strong developer base here and in the ASEAN region and the excellent IT infrastructure and facilities in Malaysia," continued Voon.

Charles Manuel, Regional Manager, ISV & Developer Relations, IBM ASEAN/South Asia, said,

"IBM is committed to providing ISVs and developers across ASEAN with the broadest range of technical resources and expertise to help them be successful. We are dedicated to supporting our partners who choose to develop innovative, open-standards based solutions right from the design phase all the way to solution delivery in the market place. The new IBM Innovation Center in Kuala Lumpur will provide our Business Partners with the local support they need to meet client needs, and is also a good platform for us to work on engagements which are mutually beneficial to both partners and IBM. In addition, we envisage the Center becoming a hub for regional ISVs, developers, systems integrators and resellers in testing the robustness of their solutions before they hit the market."

The KL Center is the sixth IBM Innovation Center in the Asia Pacific. A key focus for all IBM Innovation Centers is working with IBM Business Partners with easy access to IBM skills and equipment, to help them migrate, test and optimise their applications. The other Asia Pacific IBM Innovation Centers are located in Tokyo, Sydney, Shanghai, Bangalore and Seoul.

In addition to workshops and seminars, the comprehensive list of IBM services available at the centre include prototype and proofs-of-concept development, porting and testing services, validation, integration testing, performance and scalability testing, technical support and secure remote virtual private network (VPN).

Another unique feature at the centre, to be launched before the end of this year is the Remote Access Facility. The VPN (Virtual Private Network) service at the KLIIC is designed to allow business partners to connect from their office or home office workstations over a secure Internet connection to the facility. This demonstrates the capability of the centre to act as a regional centre providing support to Business Partners remotely in other ASEAN countries.

"The IBM Innovation Center provides world-class facilities and access to deep technical and consulting expertise from IBM. The building and testing of solutions at the Center is invaluable to us as it allows us to

maintain our high performance edge, reduces development expenditure and enables us to go to market more rapidly. The industry can learn from IBM on how to collaborate more closely with business partners," said Dr Raymond Kwong, Managing Director, Silverlake Axis Ltd.

In 2005, over 17,500 technical consulting engagements, technical enablements and remote development programs were carried out across all software and hardware brands. In the same timeframe, over 20,000 developers attended technical seminars and workshops hosted at the center worldwide.

In 2005, IBM celebrated the 10th anniversary of the IBM Innovation Centers worldwide state-of-the-art facilities. Starting as two individual porting centers in Waltham and San Mateo in 1995, IBM now hosts a network of more than 32 Innovation Centers around the world, six of which are located in Asia Pacific.

For more information about the IBM Innovation Centers, please visit: [ibm.com/partnerworld/iic](http://ibm.com/partnerworld/iic).

Media Contacts:

Julinda Mega

IBM Communications, ASEAN/South Asia

Email: [megaj@sg.ibm.com](mailto:megaj@sg.ibm.com)

Mobile: (65) 9793 93 17

Direct : (65) 6418 4563

Annushia Balavijendran

IBM Malaysia, Communications

Email: [annushia@my.ibm.com](mailto:annushia@my.ibm.com)

Mobile : 6016 - 371 3227

Direct : 603 - 2301 8192