**Business Proposal**



Myanmar Technologies And Investment Corporation

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Executive Summary

MTI Corporation is pleased to present MyTel Myanmar with this proposal for MyTel Services to develop successfully.

Our success is both dependent upon and based on our understanding of our community/customer needs and demands with one eye on the present and the other on the future.

And also will continue to be built on the ongoing development and monitoring of our programs, services and importantly staff based upon always listening to and researching the needs and demands of our community and customers. We are confident that we will effectively spread your services.

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1. **About us**
   1. **Our Company**

MTI (Myanmar Technologies and Investment Corporation) was founded on August 2012 as a Myanmar public company with more than eighty founding members. MTI's main objective is to invest and become the leading player in the ICT and Telecommunication related fields in Myanmar drawing on the diverse set of skills and networks possessed by our founders.  
  
MTI's corporate philosophy is to be socially responsible and transparent to our stakeholders. Our nine board members were elected via anonymous voting from among the founders.  
  
Bringing together some of the leading players in the Myanmar ICT sector, MTI has accumulated a diverse set of technical know-how and an in-depth knowledge with the ICT sector in Myanmar. As a consortium, MTI has access to more than 8,000 ICT and knowledge workers.

**1.2 What we do**

MTI can quickly mobilize its network of resources to provide the technical, operational, commercial and administrative supporting needs for any business operation. MTI's resources, experience and expertise include but are not limited to the following:  
  
HR Capacity: MTI, through its founder members, can provide insourced or outsourced Human Resources to its business operation quickly and cost efficiently. In addition MTI can provide the resources necessary to do effective technical training for local employees. MTI has access through their founders to the largest private training institutions in Myanmar. Further, MTI can call upon a collective workforce of over eight thousand IT related employees, which made it a dominant force in the ICT and technology sector in Myanmar.  
  
In-depth Local Knowledge (Management and Operation): MTI as a whole possesses in-depth local management and business execution experiences in a wide range of industries, founded in ICT industry but extending to education, finance, trading, manufacturing, retail, transportation, public-media, e-Government, and other service industries.  
  
Marketing and Distribution network: MTI, via its founders, has vast distribution network with over 300 distribution points via its founders' organizations. The network blankets all major cities in Myanmar and extends to the remote areas in the form of IT training and computer service centers.  
  
Software development and customization: MTI consists of several strong and significant local software firms in providing software solutions to all levels of software needs from single user application to enterprise level system with complex multi-tiers designs.  
  
System Integration: MTI as a whole has experiences in providing system solution for large organizations such as governmental organizations and departments, educational institutions, large retail chain stores, and hospitals. These founding members work extensively with both local and international organization.   
  
Telecom equipment and solution: Some of the MTI founders are the providers of equipment and service solution to the existing telecommunication operator, MPT. They hold knowledge on equipment vendors, installation and services to the existing networks.

* 1. **Our Values**

MTI Philosophy: MTI's corporate philosophy is to be socially responsible and transparent to our stakeholders. Our nine board members were elected via anonymous voting from among the founders.  
  
***MTI Vision -*** To be provider of ICT strategies, which deliver long term commercial benefit, based on our people requirements.   
***MTI Mission -*** To create value for all – our shareholders, investors, partners, employees and communities by investing and providing reliable, sustainable business through the international practices and good governance ensuring long term growth.  
  
***MTI Values:***  
1) To be honest to ourselves  
2) To be truthful to our customers  
3) To be open and transparent to our partners  
4) To always uphold and think of increasing our shareholders' value  
5) To think big, talk dear, and execute

1. **Services & Supports Request**

According to your last tender, we understand that the specific and technical requirements are as follow:

1. Mobile Services & Solutions
   1. MY B2B SIM,
   2. DATA PLAN,
   3. DATA POOL,
   4. SIP TRUNK
   5. BULK SMS and
   6. APN
2. Enterprise ICT Solutions
   1. IDC Services and
   2. Cloud Services
3. Global & Domestic Connectivity Services
   1. IPLC Service
   2. DPLC Service
   3. IPVPN Service
   4. DIA Service
   5. FTTH Service

**2.1 The opportunity**

We have the opportunity to appreciate this services. Industry trends, notably of this trends ,have shaped our proposed strategy. Our MTI Corporation will be instrumental in helping MyTel to reach a new market, address its clients’ needs and stave off the threat of Markets / competitive Threats.

1. **Proposed Strategy or Plan**

**3.1 Objectives**

After the analysis of your present market situation, we believe that the shareholders or other partners companies can be achieved.

**3.2 Benefits of our Proposed Plan**

* We created this proposal to describe a business proposition that is to our mutual benefits.
* We are truly confident that our company can meet your specifics request because we have potential customers like 87 Founder , MCIA , MCPA , MCF and other NGOs.
* And we promise to introduce this services to not only our already potential customers but also other new created customers.
* We are seeking an opportunity under your guidance to setup one of Myanmar’s highly partner.
* Next then, kindly feed back to us about this services what you support if we are partnership and what we need to become we are in partnership.