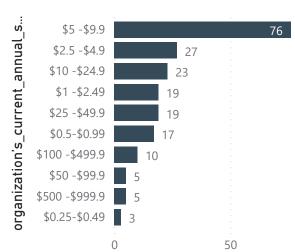
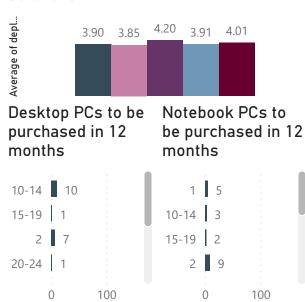
Industry wide Requirement Analysis for Technological Advancements

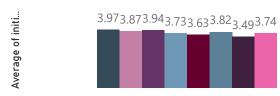
Current Annual Sales Revenue (Million USD)



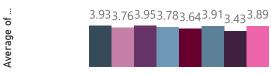
Importance of IT-related issues and solutions



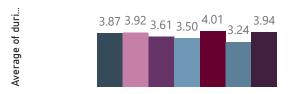
Current Annual Sales Revenue (Million Use of sources-searching various solutions



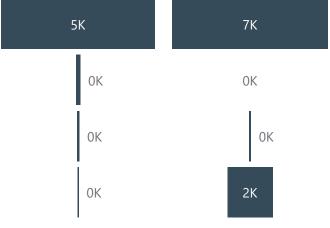
Use of sources-evaluation & consideration of purchase



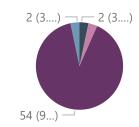
Use of sources-final purchase



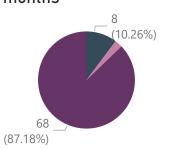
OS to be purchased in Desktop PCs in 12 Notebook PCs in 12 months mothhs



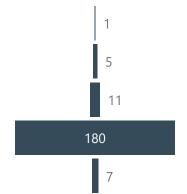
OS in Desktop PCs to be purchased in 12 months



OS in Notebook PCs to be purchased in 12 months

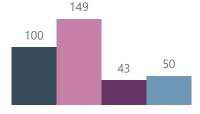


Type of Sellers for Server Purchase in 12 months



IT/Telecom work handled in Companies

Malavsia



Geographical Spread of the Companies



Plan to buy server in 12 months



Companies to buy On Premise servers in 12 months



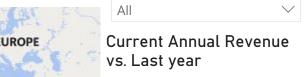
Primary Business Activity



Both



Company's Employee range at All locations



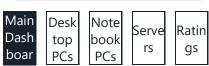
ΑII

Transformation

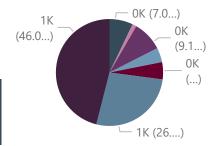
Singapore



Next Year Revenue Expected vs. Current year



OS preferred for Servers in 12 months



Industry wide Requirement Analysis for Technological Advancements Malaysia Singapore Both Range of company owned Desktop PCs No. of Operating Systems in Desktop PCs Desktop PC brands are in Use **Primary Business Activity** in Use 100% Sum of... All Approach Towards Digital 15(0.98%) (33.82%)(7.35%)15K **Transformation** Desktop PCs, 107 21 (10.29%)4K Company's Employee range at All locations 25 All (12.25%)**Current Annual Revenue** 60 (29.41%) 0.8% vs. Last year Type of Seller for DESKTOP/NOTEBOOK Replacement Cycle for Desktop PCs Current Age of Desktop PCs Additional Supports All PCs bought bought by company in last 12 months 23 (11.27%) — — 2 (0.98%) Next Year Revenue 14 (6.86%) 100% 14 (6....) Expected vs. Current year (4.9%)105 55 15 Local comput. 87 27 (26.9...) All (7.35%)(13....)System integr... 51 Ratin Local retail st... Serve 32 Dash top book boar PCs 28 Direct market... 17 (13.7...)Directly from ... 68 (33.33%) 130 (63.73%) 19.5% Plan to migrate Windows10 OS Likely to be upgraded their OS in next 12months 100 53 Count of Res 66 50

Industry wide Requirement Analysis for Technological Advancements Malaysia Singapore Both Range of company owned Notebook No. of Operating Systems in Notebook PCs Notebook PC brands are in Use **Primary Business Activity** PCs in Use 100% 11 (5.39%) (0.98%) Approach Towards Digital (30.88%)of Acer_Notebook PCs, 16K **Transformation** (14.71%)All 2K Company's Employee 2K range at All locations ΑII 26 39 (19.12%)**Current Annual Revenue** <u>50 (24.51%)</u> 0.6% vs. Last year Type of Seller for DESKTOP/NOTEBOOK Replacement Cycle for Notebook Current Age of Notebook PCs Additional Supports All PCs PCs bought bought by company in last 12 months Next Year Revenue 100% 69 15 (7.35%) -(6.37%)(33.82%)Expected vs. Current year 106 105 26 33 Local comput. 87 (12.75%)(16.1...)All System integr... 51 Main Desk Note Ratin Serve 32 Local retail st... Dash top book gs boar Direct market... 17 27 (13.24%)Directly from ... 118 (17.65%)40 (19.61%) (2.94%)(57.84%) 19.5% Plan to migrate Windows10 OS Likely to be upgraded their OS in next 12months 100 53 Count of Res 66 50

Industry wide Requirement Analysis for Technological Advancements

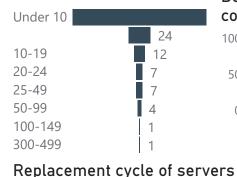
Malaysia

Singapore

Both

On-Premise Server

ON-PREMISE servers



69

revenues_last_year

Cloud/ Hosted Server

Deployment Plans-Cloud

computing in 12 months

100

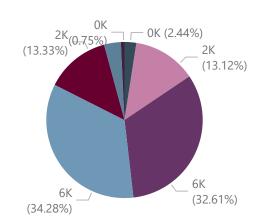
50

0

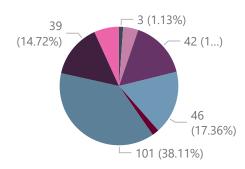
Already Planni...

deplo... Deplo... to de...

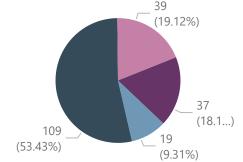
On Premise Servers - Operation Systems



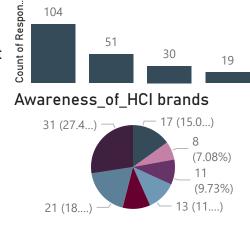
On Premise Server in Use



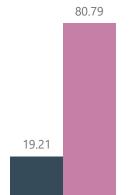
Count of ReServer OS migration



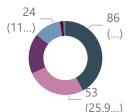
General awareness about HCI



Cloud server vs. On premise server

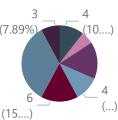


Server Bought All from Type of



Sellers

HCI brands in **Future**

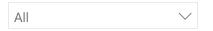


Primary Business Activity ΑII

Approach Towards Digital **Transformation**



Company's Employee range at All locations



Current Annual Revenue vs. Last year



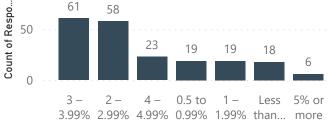
Next Year Revenue Expected vs. Current year







Percent allocated to IT from overall

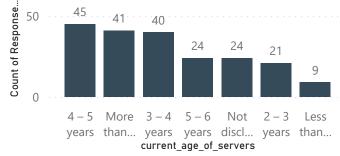


No More 4-5 Not 3-4 5-6 2-3

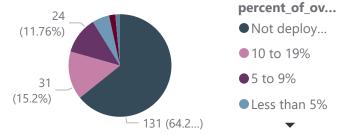
fixe... than... years discl... years years

replacement cycle of servers

Current age of servers



Percent of overall IT budget spent on host ed/cloud-based solutions



Want to Deploy

