TRADE MISSION to Singapore

25th – 28th March 2019

Singapore

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Care Food Industries

AsianMeals was launched with the fundamental vision to preserve the rich food heritage of Malaysia, which is a cosmopolitan country with various types of Indian, Malay, Chinese, Nyonya, Thai, Indonesian, and Japanese food.

Authentic and traditional recipes are captured and preserved with modern technology of the food science and automation, to provide the consistency of restaurant quality sauces to cater for the needs of the Food Service (HORECA) industry.

AsianMeals has over 350 products including a wide variety of sauces (including simmer sauces, stir-fries, marinades, dips, salad dressings, soups, and condiments), Malaysian soup and sauce noodle kits.

The company aims to produce wholesome food and to do this they use the best available ingredients and does not use MSG, preservatives, trans-fat, artificial colors, and flavors, 3-MCPD or genetically modified products.

MISSION OBJECTIVES

To open a new market for Asian Sauces in the retail and HORECA industries. In particular, to provide menu solutions to franchise/chain international caterers, restaurants, airline central kitchens, casinos and hotel chains among others.

LOOKING TO MEET

Potential customers:

- Importers and distributors of food items
- Supermarket / Grocery Chains
- Food Service distributors/suppliers
- Chains / Franchise restaurants
- Online Stores of food items

The company is also open to online sales and private label of their products.
Mickey Quah is the founder and Managing Director of Care Food Industries.

Before becoming an entrepreneur, he was a corporate executive with Exxon and then with Sime Darby Plantations before venturing into business.

As a self-proclaimed foodie, he first pioneered in organizing International events in Malaysia like the K.L. International Motor Show, International Polo, Super cross masters, etc. In all these events in Malaysia, he noticed that the foreign participants were always on the lookout for authentic local food.

Another factor which prompted him to be a food manufacturer was that he noted a consistent erosion of the Asian Food heritage.

So in 1989, He embarked on an intensive R & D program to develop authentic Asian Cooking Sauces which must be wholesome, Natural, and free from Synthetic flavors, colors, and preservatives which are also shelf stable.

Not being trained as a food technologist but with a clear vision and deep commitment, he drew on the expertise of Jetro in Japan, CESO from Canada, and SIRIM and MARDI in Malaysia. He takes pride in developing over 350 sauce personally, and today his brand of AsianMeals sauces are well spread in the export market especially in the foodservice area.
Central Freight Logistics Zambia

Central Freight Logistics was established in 2008 in Zambia. After many years in operation, Central Freight Logistic grow into a full-fledged logistics organization. The company Opened offices & partnerships in many countries worldwide & network in Africa, Asia, India, Europe & Dubai.

Central Freight Logistics worldwide is an independent private limited organization with its head office in Zambia and has developed a strong network in Africa handles huge projects cargo via ports Dar-es-Salaam, Durban, Walvis bay Beira to Zambia, Congo DRC & Zimbabwe by road and Rail. Central Freight also offers Warehousing of any type of Cargo in Zambia and Ocean Freight Shipping to any country port worldwide.

Central Freight enjoys huge volumes of shipping minerals like copper cathodes, and copper concentrates to China and European countries. We also Source for copper Cathodes & Concentrates for our customers globally.

For any shipping, Road transport customs clearance looks for Central Freight Logistics Zambia. Central Freight Logistics - Global shipping with a difference.

MISSION OBJECTIVES

- To seek new partners worldwide.

LOOKING TO MEET

- Freight & Forwarding companies
- Energy Solar
- Manufactures
- Building material
- Furniture
- TV & households
- Heavy-duty vehicles trucks & trailers
- Mining suppliers
- Constructions
- Pharmaceuticals
BRYAN PHIRI SIKALUBYA
Managing Director

Central Freight Logistics Zambia Ltd

Aged 37, has been the Chairman of the Company since 2008 and became an Executive Director of the Company in June 2017. Mr. Bryan has been a Managing director of Central Freight Logistics Zambia.


In 2005 joined Rapid Freight international Dubai in the same capacity as Africa's head – He opened offices for Rapid Freight in many Africa countries and was later transferred to China Guangzhou where he worked as business development Director and coordinating Africa business in China for both cooperate and individual customers. This move was to change his life. While still working with Rapid Freight Logistics, Bryan established AMI Middle East in Zambia.

In 2008 Bryan, on the 8th of June, with his partners, established CENTRAL FREIGHT LOGISTICS & SHIPPING ZAMBIA LIMITED. Central Freight Worldwide head office based in Zambia- Africa & Network offices in Asia, UAE, India & Europe. Bryan’s focus was now to position Central Freight Logistics as a key Freight Forwarder and Logistics company, drawing on his great knowledge of Freight & Forwarding Industries, shipping line experience, and worldwide contacts. He understood that Africa would be the key in the strategic development of the Central Freight Logistics and he quickly developed a strong network in Africa & Asian Countries.

Mr. Bryan Sikalubya graduated from the University of Zambia with an Advanced degree in Sales and Marketing in 2002 and obtained a Master of Business Administration Advanced Certificate Dubai. As a Young entrepreneur, Bryan is a humble, a very approachable and social person, with a kind heart and impatient character. Bryan believes that networking is the greatest goal to achieve great things in this global village we live in an ever-changing world. Bryan was awarded Transporter of the year by Bolloré transport and logistics Zambia 2015,16 & 2018.
COÉGA Sunwear

Go Ahead, Love the Sun

Established in 2004, COÉGA Sunwear started with the creation of the COÉGA Pool Shoes, and now, COÉGA Sunwear provides UV50+ Sunwear for the whole family and is available in 75 leading retailers, 8 waterparks and 13 E-commerce platforms across the Middle East.

COÉGA Sunwear is positioned as a high quality, mid-priced brand. Our swimwear provides UV protection but also serves a niche market by offering higher coverage items for those customers who choose to wear more modest swimwear. We truly are for the whole family, covering all age and gender segment – Babies, Kids, Youth, Ladies, and Men.

We provide unparalleled customer service, ensure orders are delivered on time and give extra support in terms of training, marketing and visual merchandising whenever possible. We create a great product and strive to deliver the best customer service in the industry.

COÉGA Sunwear is based in Dubai, UAE, geographically located to reach many key markets. All of our swimwear is made with high-quality Carvico brand fabric which is imported from Europe. The fabric is certified as UV 50+ by the Australian government and can withstand chlorine, salt, and sun. We believe in making suits with durability and longevity thus promoting sustainable fashion. In addition to this, COÉGA Sunwear has a fine-tuned in-house quality control process, monitoring production on a daily basis.

We have over 14 years’ experience and have partnered with reputable Waterparks for co-branding opportunities, have been appointed the licensed swimwear provider for Expo 2020 Dubai and are selected to launch an exciting new line during Fall 2019 with one of the top global entertainment brands. Our customers range from large retailers with stores in all major centers in the Middle East to famous hotels to small online and boutique stores.

Business is good, and we are looking for more. We plan to expand to other regions and are seeking distributors who would be interested in bringing COÉGA Sunwear to their market.

MISSION OBJECTIVES

Develop a partnership with a Sportswear Distributor or Retail chain who is as committed as COÉGA Sunwear is to providing quality swimwear products for the Modesty and Sun Protective Swimwear Market across Asia.

COÉGA Sunwear has grown to be one of the top-selling swimwear brands in the Middle East, and we are ready to bring our product and customer service to the Asia Region.

Please join us on our journey.

LOOKING TO MEET

Potential customers:

- Distributors
- Sport store Retailers
- Department stores, and
- Waterparks within Asia looking for a top-selling, quality Swimwear Brand specializing in Modesty and Sun Protective Swimwear
MAUREEN HALL
Founder and Head of Design

COÉGA Sunwear

From helicopter mechanic in the Canadian Air Force to Founder & Head of Design for COÉGA Sunwear; Maureen spent 12 years with the Military, stationed in a number of bases around Canada, mostly working on the CC-130 Hercules aircraft and the CH-140 Chinook Helicopter.

While specializing in hydraulic repair during the day, sewing was Maureen’s passion, off-duty. So, when she moved to Dubai in 2000 with her young family, she quickly realized that there was a need for protective Sunwear. After seeing how many young children slipped and hurt themselves around Dubai’s pools, not to mention blistered feet on the scorching hot cement, the Pool Shoe was developed, and her entrepreneurial work ethic surfaced.

There’s been no looking back. Maureen is the lynchpin to the vision and values of COÉGA Sunwear. She has designed her way into more than 75 leading retail outlets, 8 waterparks, and 13 E-commerce platforms across the Middle East region.

Maureen has an eye for detail and is hands-on with each design of COÉGA Sunwear styles. She lives in the Middle East and has the skills to spot fashion trends in the modesty fashion market, find gaps and develop unique products for her consumers. She has done everything from designing garments and making patterns to creating completely bespoke items from a simple idea.

The expertise of the in-house design department, understanding their customer is key to COÉGA Sunwear’s success.
Consolidated Shipping Agencies

Consolidated Shipping Agencies Limited is an ISO 9001:2015 and OHSAS 18001:2007 certified company which was established in the year 1996 as a fully-fledged Customs Clearance and Freight Forwarding company. We have extreme dexterity in every area of the logistics industry providing the needs of clients in every sector of business such as telecommunication, consumables, manufacturing.

Over the years, however, Conship has diversified its operations into other areas of the logistics Industry, such as Airfreight, Marine and Husbandry, Logistics and Projects. The discovery of oil in commercial quantities in the Western Region (Offshore) of Ghana brought with it enormous opportunities for the Logistics and Supply Chain Industry.

In this regard, Conship is recognized as a leading provider of logistics services for the oil and gas industry. We provide services to oil and gas industry giants like Tullow Oil, Modec, Technip, Ranger Offshore, Baker Hughes, etc. Equipped with our fleet of trucks, we can transport any type of cargo irrespective of weight or volume across any distance in the West African Sub-region.

Furthermore, our Dangerous Goods trained and certified staff are always on hand to facilitate operations involving dangerous goods to ensure there is no exposure of such goods to cause any harm. So far, our team has been very successful in doing this, and with continuous training, this whole record will remain intact. Also, we have invested heavily in logistics Management software called Magaya, which provides the benefits of ensuring real-time monitoring of shipments, by our clients themselves from the comforts of their offices. All they have to do is to log on with their designated username and password and access any information about their shipments without the need to call us.

Conship is a Certified Member of the Anti-Bribery and Corruption global institute TRACE and a member of the American Chamber of Commerce (AmCham).

MISSION OBJECTIVES

- Interact with industry players with the view of seeking new opportunities to expand our international presence.
- Seek opportunities with businesses who seek to do business in Ghana or the West African Sub-region in the areas of freight forwarding, Marine & Husbandry, Logistics, and Projects.

LOOKING TO MEET

Key business executives from Singapore and other parts of the world to explore partnerships and or Joint ventures in the areas of:

- Freight Forwarding
- Marine & Husbandry
- Logistics and Projects.
JOHN AYESU OPPONG
General Manager - Tema

Consolidated Shipping Agencies Limited

Mr. John Oppong is the General Manager of the Tema branch of Consolidated Shipping Agencies Limited. He holds a B.sc in Banking and Finance from the University of Ghana and an MBA in Accounting and Finance from the University of Professional Studies, Ghana.

John has over 15 years of progressive work experience in the areas of Finance, Accounting and Logistics and he is also a student member of the Institute of Chartered Accountants, Ghana.
Customs Clearance Ltd

CCL is specialized in handling B2B/B2C cross-border logistics and customs clearance. We have been enthusiastically and successfully providing UK/EU inbound/outbound solutions for various businesses in the past 20 years.

In CCL, eCommerce retailers and delivery providers have a one-stop-shop, giving access to an experienced and knowledgeable team, an integrated suite of services, and connections across the globe.

We process shipping and customs documentation and handle payment of taxes and duties promptly, helping our clients comply with import regulations while minimizing costly delays. Clients maintain control and visibility of their shipments via CCL’s fully tracked bespoke reporting system. Our automated payment system handles both DDU and DDP consignments, meaning we can collect duties and taxes from consignees before delivery. Onward distribution to the destination(s) is provided via an established network of associates on a same-day, timed delivery or overnight basis.

This service covers cargo shipments by sea or air, as well as bulk parcels and packets, all designed to simplify and expedite your eCommerce shipments into and out of the UK and EU and beyond.

MISSION OBJECTIVES

Learn about the businesses and the market in Singapore, gain exposure to the business culture, meet with potential customers and find new partners.

Gain knowledge on the leading-edge technology regarding Smart Cities, Industrial IoT, Artificial Intelligence, Blockchain, Data Analytics, and Enablers.

CUSTOMS CLEARANCE LTD

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Email: jason@cclhr.com
Web: www.cclhr.com

MISSION OBJECTIVES

Looking to meet

- Freight/Logistics Agents
- Exporters and importers
- Distributors/wholesalers
- Retailers
XIANJIAN (JASON) LI
Regional Business Development Manager

Customs Clearance Ltd

Based in the UK, Jason is CCL’s business development manager, leading teams both in the UK and China. With his solid knowledge of business relationships gained through his MBA and his extensive knowledge in customs clearance, compliance, and global import/export, Jason takes the lead in consultancy and business development in CCL’s business.

His role involves building relationships with traders across the globe with a particular focus on Europe and Asia and managing large-scale logistics projects for CCL’s global blue-chip clients. He develops bespoke e-Commerce logistics solutions for customers who import into the UK and EU as well as those who export from the UK. If you trade internationally or deal with global freight forwarding and have a question about cross-border e-Commerce shipping customs regulations or any potential opportunities to work on a project together, Jason is likely to be your first point of contact at CCL.

CAROLINE WANG
Business Development Associate

Fluent in both English and Mandarin, Caroline is responsible for maintaining and developing relationships with customers across the globe and helping them to grow their general and e-commerce businesses on their selected routes.

Meanwhile, Caroline takes care of customers inquiries and monitoring customer’s shipments to keep CCL’s service standards at a high level and maintain and enhance our customer experience and satisfaction. Any queries regarding shipments, Caroline is the go-to person
Forest Technology Systems

Forest Technology Systems (FTS) is a world leader in reliable, easy to use, remote environmental monitoring systems and software that provide our customers with timely high-quality data to make critical decisions during extreme weather events and long-term climate studies.

Our equipment forms the backbone of some of the world’s most sophisticated and demanding environment monitoring networks. Our mission is to make our customers successful in their efforts to monitor, record, and analyze changes in the natural environment.

FTS is committed to industry-leading excellence and innovation.

MISSION OBJECTIVES

- Meet public and private sector clients who are funded and ready to review solutions to remote environmental monitoring needs.

- Meet local distributors/system integrators that are experienced selling, installing and servicing remote products and software in Singapore.

LOOKING TO MEET

Potential clients:
Public and private sector clients that require environmental monitoring to support their operational decisions.

- Public Sector - federal, state and local government agencies responsible for water/flooding, weather, water, and air quality analysis and reporting to the general public.

- Private Sector - utilities and essential service providers such as hydro and telecommunications with ongoing operations, new projects, and regulatory reporting responsibilities.
Alan DeCiantis is the Director of Product at Forest Technology Systems (FTS) based in Victoria, British Columbia. Started in 1980, FTS is a manufacturer of remote environmental monitoring solutions including systems, instrumentation and communications technology for the hydrology, fire weather, and meteorology industries. The company’s equipment comprises the single largest fire-weather monitoring network in the world. As a senior executive at FTS, Mr. DeCiantis fulfills many strategic roles, including that of a visionary, tactician, team leader and mentor to new associates. He has been with the company since 2014 and continues to steer the company towards new and gainful opportunities. Mr. DeCiantis’ resume includes management positions with organizations such as BlackBerry, Nuance, Nikon, and Magna.

Mr. DeCiantis received his Bachelor of Chemical Engineering at Ontario’s McMaster University in 1997. In 2002, he was registered as a Professional Engineer with the PEO and was certified as a Six Sigma Black Belt by Magna. He was PMP certified in 2011 and Pragmatic Marketing Certified (PMC) Level 5 in 2014. Throughout his career, Mr. DeCiantis has also become highly experienced in the full product lifecycle of hardware, firmware and software development, including both Agile and traditional methodologies. His ability as a senior executive remains honed by regularly updating his skills in the areas of time management, effective negotiation, conflict management, and communication.
Global Marine Supply Company

Global Marine Supply Co., established in 1997 to provide the chandelling services to Shipowners, Ship Managers and Shipping agents in all ports in India.

We are an ISO Certified (SWISO) Organization and also the member of the International Ship Suppliers Association (ISSA) and IMPA. Our prompt, reliable and efficient services have earned us the goodwill and confidence of many ship Management Companies and Ship Owners around the world.

We have been awarded the – Ship Suppliers of the year 2012 for outstanding repair work carried out on an emergency basis, on vessels at JNPT Port.

We serve the merchant fleets, Cruise ships, Container Carriers, Tankers, Offshore rigs, and Navy vessels. Our supplies and services include Provision & Bond Stores, Deck, Technical, Engineering Stores and Logistics. We undertake Painting, Cleaning of the vessel and all kinds of work related to Ship Repair. We vow to provide quality products and the highest standard of services to our Clients.

We are providing supply and services at all major & minor ports in India.

All products are supplied according to Client instructions and are accompanied by certifications where required.

Along with above, we also export best quality Food Grains, dry provisions and ship spare parts (new & re-conditioned).

MISSION OBJECTIVES

• To expand our territories of export, seeking potential partners for JV and also new clients.

• Ship Management Companies and Ship Owners

LOOKING TO MEET

Owners
• Offshore contractors
• Export-Import Companies
AJAY JOSEPH
Managing Director

Global Marine Supply Company

Ajay Joseph completed his schooling in Kerala, India. After Graduation, he came to Mumbai in the 1990s and started his career in Shipping Service Company for two years. After that, he took up a job in the Gulf Region where he learned the ropes of his trade especially adding the professional approach and a meticulous solution for various emergencies in ship repairs and maintenance.

A passion for working as a Ship Supplier in his own country compelled him to return to Mumbai. Ajay Joseph started his own business in the name of Global Marine Supply Company in the year 1997. AJ has an admirable record of taking up emergency repair and maintenance jobs in ships at short notice. He is expertise in handling technical repair issues and organizing resources of workforce and equipment and carrying out onerous operations.

Ajay Joseph has won various Awards and recognition at national & international levels for the services rendered by him. In 2008, Junior Chamber International of his native town Irinjalakuda, Kerala felicitated and presented him the Karmasurya Award. The Award was handed over by Kerala's then Revenue Minister Adv K P Rajendran. Ajay Joseph is also the recipient of Excellency Award at the hands of K V Thomas, then Union minister of Consumer affairs, food, and public distribution.

In the year 2012, ISSA awarded him with the Ship Supplier of the Year Award for being the prompt, reliable & efficient Ship Supplier on whom Shipping Industry can rely on when it comes to customer service. Mr. Olsen presented this award, then President of ISSA, for his exceptional troubleshooting ability and outstanding work carried out on a vessel stuck at JNPT Port. The job involved, carrying out an emergency repair and installation of the ship's damaged radar and main mast.

Ajay Joseph successfully formed Welfare Association of Ship Supply & Service (India) for upholding and resolving issues faced by Ship Suppliers in India, currently holding the Presidentship.

In spite of his busy schedule, he has been actively involved in social & charity work. He is actively involved in various charity programs at the regional level. His services to society involve various donations, gifting of ambulance and wheelchairs and monetary help to nursing homes. Also, he is currently the Vice President of World Malayalee Council, Mumbai Province which aids the sponsorship for the complete surgical and medical expenses of needy and poor cardiac patients.
Globalstar Asia

Globalstar is a leading provider of mobile satellite voice and data services. Customers around the world in industries such as government, emergency management, marine, logging, oil & gas and outdoor recreation rely on Globalstar to conduct business smarter and faster, maintain peace of mind and access emergency personnel.

Globalstar data solutions are ideal for various asset and personal tracking, data monitoring, SCADA and IoT applications.

The Company’s products include mobile and fixed satellite telephones, the innovative Sat-Fi satellite hotspot, Simplex and Duplex satellite data modems, tracking devices and flexible service packages.

MISSION OBJECTIVES

- To present our broad range of satellite IoT solutions, personnel tracking and communications devices to prospective customers.

LOOKING TO MEET

Potential clients:
- Oil and gas companies
- Farming suppliers
- Government agencies
- Marine suppliers
- Rail companies
- Organizations that have staff and assets in remote locations that require monitoring and communication outside of GSM coverage
VIJAY VEERAPPAN
Regional Sales Manager - Asia

Globalstar Asia

Vijay Veerappan is an experienced Business Development Executive and Founder of Veerappan and Company with over 20 years of experience in the telecommunications sector in multiple regions. His Regional Business Development activities included solutions, hardware and services sales, project management, strategic partnerships, and channel development. Regions that he has been responsible for include Central Asia, ASEAN, and Indochina. His key previously held regional positions include; VP of Product Development for Cybertron (Hong Kong), VP of Product Development for Viztel (Malaysia), VP Sales for Asia Broadcast Satellite (Hong Kong) and Sales Director for O3b Networks (The Netherlands). Currently, Mr. Veerappan serves as the Regional Sales Manager for Globalstar Asia.
Hamriyah Free Zone Authority

In business, speed matters. And with Hamriyah Free Zone, 60 minutes is all it takes to set up your business and receive your trade license on the spot.

Hamriyah Free Zone (HFZ) is the second largest and fastest growing industrial free zone in the UAE spread across approximately 26 million sq. m of prime industrial and commercial land. It has 14-meter-deep water port and 7-meter-deep inner harbor which hosts more than 6,500 companies from over 163 countries, employing more than 50,000 people in key sectors such as steel, petrochemicals, oil and gas, manufacturing, packaging, maritime, timber, construction, food and perfume in the region.

Hamriyah Free Zone Authority (HFZA) specializes in helping businesses reach their commercial goals, from the initial start-up phase through to international expansion and its prime focus is Investor’s long-term efficiency, growth, and profitability.

It helps to reach the global customer base through its strategic support, contacts and by providing state-of-the-art infrastructure and facilities. Cost effective operational cost, simplified procedures, and minimal paperwork are just the first stage of a comprehensive offer that has already attracted multi-billion US$ foreign direct investment in the zone. For more please visit www.hfza.ae.

MISSION OBJECTIVES

To attract investors who are looking for new business or expansion from Singapore, Far East and other part of the World by utilizing the free zone 100% tax free benefits.

LOOKING TO MEET

- Business consultants
- General consultants
- Accounting firms
- Auditing firms
- Notaries
- Trading / manufacturing firms
- Tax Consultants
- Real Estate Consultants
- Food Companies
CHARLESON DANIEL  
Commercial Manager  
Hamriyah Free Zone Authority

Charleston Daniel is a dynamic, energetic, and highly experienced in commercial property management with solid history of success, including overseeing of multimillion-dollar projects/properties. A steadfast leader, mentor, and coordinator with track record of steering improvement projects, building, and guiding top-performing teams, and optimizing internal operations.

Charleston has worked with prestigious organizations in property, facilities & business development projects with in-depth knowledge of various markets and ability to increase revenue through efficient management. He is a driving force behind generating new sales channels and identifying new markets industry segments to establish businesses in Hamriyah Free Zone.

Charleston is an instrumental in driving sales, business development, marketing and customer support in Hamriyah Free Zone Authority. He and his team are working towards making Hamriyah Free Zone as one of the most attractive FDI and business-friendly destinations of the Middle East.

OMAR RASHID OBAID ALLEEM  
Head of Sales Department

Omar Rashid Obaid Allem has worked for Hamriyah Free Zone Authority since 2011. He has a vast experience in overseeing the overall sales activities and built up a good rapport with the investors and other consultant organizations.

He develops and executes strategic plan to achieve sales targets and expand our customer base.

MUHAMED BASHEER  
Head of Overseas Promotion Department

Muhammed Basheer has worked for Hamriyah Free Zone Authority since 2000. He is in charge in the International Promotions to promote HFZA in global markets. He has participated in various international events and build a strong, long-lasting customer relationship in several trade organizations around the world.
Hong Kong Arts Investment

The company operates as a global financial intermediary designed to provide liquidity streams to owners of valuable artworks.

We cooperate with museums, banks, trust, collectors and world-class assessors in all parts of the world to provide interaction, demonstration, lending, and trust management services for artwork granted with global authoritative certifications. We welcome cooperation from banks-trusts-museums worldwide and world-class assessors to develop into a global artwork financial institution of international standard.

MISSION OBJECTIVES

- Looking to meet banks, financial firms, accounting firms, law firms, museums and art gallery owners to discuss possibilities of collaboration.

LOOKING TO MEET

- Banks
- Financial firms
- Accounting firms
- Law firms
- Museums
- Art gallery owners
Ms. Chiu was born and raised in Wuhan in Central China’s Hubei province. She settled in Hong Kong since 2003.

In 2012 she founded Peaceful Snow Holdings Limited, a company engaged in financial investments and foreign exchange services, as well as Hong Kong Arts Investment Company, which attempts to bring liquidity to valuable works of art by incorporating them into the global financial market. Prior to this she founded the Sino Sky Investment Group which is involved in the investment planning of engineering projects.
Integral HR Solutions

Understanding that attracting, retaining and engaging competent employees provides organizations with a competitive advantage, Integral HR Solutions works diligently with senior leadership teams to introduce proven strategies and systems that create results/service-oriented cultures.

Strategic cultural change and leadership coaching interventions are currently underway with a number of globally recognized organizations. Similar initiatives and support are available to mid-sized organizations that don't have in-house subject matter expertise.

Integral HR Solutions works with organizations to introduce best in class policies, procedures and practical strategies that aid in attracting, retaining, and engaging competent employees.

MISSION OBJECTIVES

- Gain an appreciation of global training needs and requirements while extending my professional network.

LOOKING TO MEET

- Organizations that are interested in offering Leadership Training and Professional Development for their management teams.
ANTHONY FOLAN
Managing Director

Integral HR Solutions Inc.

As Managing Director of Integral HR Solutions, Anthony Folan has created a highly service-oriented business consulting practice. In addition to providing a full suite of human resources services and support offerings to a variety of clients, Anthony develops and facilitates interactive Management Training and Leadership Development Programs. The education and learning outcomes have been well received by a number of globally recognized firms.


Anthony is based in Ontario, Canada and supports clients across North America and on an international basis.
NABTO APS

Nabto is providing a peer2peer patented communication platform for embedded devices. The platform has 2,200,000 devices connected worldwide, surveillance devices like IP-cameras, digital video recorders, HVAC controllers, medical devices, home automation, light control, burglar alarms, access control, door locks, white goods, etc.

Nabto can provide you with the absolutely least-expensive way to host your thousands or millions of devices and provide you with plug and play remote access connectivity, no firewall settings, and high security.

MISSION OBJECTIVES

Looking for companies manufacturing embedded products in large quantities who fast wants to add a low risk well supported and documented mature secure IoT solution implemented into their products and the communication will at a later stage require two-way communication.

LOOKING TO MEET

Manufactures of devices who produce high quantities of embedded device, which is connected to the internet by IP or Wi-Fi. Typically, companies in:
- Surveillance devices like IP-cameras
- Digital video recorders
- HVAC controllers
- Medical devices
- Home automation
- Light control
- Burglar alarms
- Access control
- Door locks
- White goods
Karsten Viuf is 46 years old, and he is the International Sales Director of Nabto since 2009. Karsten has a master’s degree in Management, Commerce, and Accounting from Copenhagen Business School, and a CEL (Certificate Entrepreneur Leadership) Diploma from DTU (Denmark’s Technical University). He has been an entrepreneur for 20 years in software development, in the area of security and mobile platforms. Mr. Viuf has been on the board of Danish Information Technology branch’s for Green IT solutions since 2000.
NetAbstraction

NetAbstraction, Inc. a carrier-class Network Privacy-as-a-Service provider, offers network identity protection plus additional security for your communications on the Internet and in the Cloud. NetAbstraction’s patented design obscures and varies network pathways while protecting customer identities and systems via implementation of Software Defined Network (SDN) virtualization across multiple providers.

Our solution provides secure, varied, and nonapparent network connectivity, a range of identity management, and persona attribution options to alter or reduce the cyber-attack profile of your network. In addition, NetAbstraction augments the multi-layered security capabilities provided by the commercial cloud providers, including implementation of dynamic security policies which help ensure that malicious traffic is not allowed to enter the network. As an Internet and cybersecurity firm, NetAbstraction offers services that significantly reduce your organization’s systems “visibility” as an attack target on the Internet. If they can’t find you, they can’t attack you.™

Our management has extensive experience working for the U.S. federal government, providing enabling capabilities to support several Intelligence Community missions. With substantial expertise in offensive cyber operations, and in designing, creating and implementing non-traditional, non-attributable, telecommunications networks, our team has a deep understanding of the current state-of-the-art technologies. We are innovating and providing the next generation of privacy and identity protection capabilities while understanding, first-hand, the challenges our customers face when meeting today’s cyber and privacy needs.

MISSION OBJECTIVES

- Network with attendees to identify their needs
- Explore potential partnerships
- Conduct market research and gain insight on competitive forces
- Pressure-test the messaging and marketing of new offerings

LOOKING TO MEET

- Financial Services
- Consulting & Research Firms
- Healthcare
- Legal & Professional Services
- Government & Law Enforcement
ANDREW HUNT
Product Manager

NetAbstraction, Inc.

Andrew W. Hunt Jr. is the Product Manager for NetAbstraction, an Internet and cybersecurity firm providing next-generation network security and privacy capabilities to disguise and protect customer communications between the enterprise, branch, Internet, and Cloud. Mr. Hunt is responsible for NetAbstraction’s go-to-market and product development strategies as well as the end-to-end roll out of NetAbstraction’s Network Privacy as a Service offering. Mr. Hunt brings years of experience providing innovative privacy and security solutions to meet the unique challenges of both commercial and government customers. Prior to NetAbstraction, Mr. Hunt worked as a Consultant at the U.S. Department of State’s Office of Acquisition Management where he provided functional and technical expertise on the implementation of the Department’s Global Financial Management System (GFMS).
NetScore Technologies

NetScore is an award-winning Oracle NetSuite partner. A one-stop shop for Retail, E-Commerce, Manufacturing and Wholesale Distribution verticals when it comes to NetSuite implementation services.

From ERP setup, customization, product development, third-party system integrations to multiple marketplace connectors, NetScore has a proven track record of delivering high-quality results for its customers. As a 10+ year NetSuite partner, Netscore's 90+ member team supports the entire NetSuite business application and offers seamlessly integrated NetSuite Connectors (eBay, Amazon, Jet) and SuiteApps (WMS Mobile, Loyalty Rewards, PickSlip Manager and Subscription Billing) to help customers grow their business.

NetScore is a SuiteCloud Developer Network (SDN) Partner, Commerce Agency Program (CAP) Partner and an Alliance Partner with Oracle NetSuite.

**MISSION OBJECTIVES**

- To know about the business opportunities in Singapore
- Meet with local businesses that are running, implementing Oracle/NetSuite ERP systems
- Familiarize with the culture and ease of doing business.
- Networking

**LOOKING TO MEET**

Companies that have implemented Oracle/NetSuite ERP systems and are looking for ongoing support, add on solutions and systems integration and ecommerce.

(CEO, CFO, VP of Technology, Marketing Director)

- Retail
- Wholesale Distribution
- Manufacturing
- Service companies
- Oracle/NetSuite partners, systems-integrators

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RAJ SEKHAR KELLAMPALLI
Founder & CTO

NetScore Technologies, Inc

Raj Sekhar Kellampalli is Founder & CTO of NetScore Technologies, Inc; headquartered in Vienna, Virginia with development centre in Hyderabad, India. An entrepreneur at heart, earlier companies founded include EXL Healthcare and InfoAge media. Interests include experimenting with new business models and building/mentoring teams to bring new solutions to market. Career goal is to develop world-class IT products and services and make a difference in people’s lives. Raj holds a Computer Science engineering degree from Karnataka University and an MBA from Michigan State University, USA.
NSDL e-Governance Infrastructure

NSDL e-Governance Infrastructure Limited (NSDL e-Gov) has been closely working with various Governments and offering its expertise and experience for developing state of the art e-Governance solutions.

NSDL e-Gov’s journey started by establishing the first depository in India in the year 1996 and over the past two decades, NSDL e-Gov has been designing, implementing and maintaining nationally critical projects spanning huge volumes and diverse geographies. NSDL e-Gov’s capabilities are focused on delivering e-Governance solutions under the Managed Services Provider (MSP) model to clients in the areas like IT strategy development, e-Governance implementations, IT solution design and Business Process Reengineering.

The e-Governance solutions provided by NSDL e-Gov have helped Governments identify and clear bottlenecks, promote transparency, reduce service delivery costs and deliver public services efficiently.

MISSION OBJECTIVES

- Meetings with high-level business and government officials
  NSDL eGov intends to meet Government officials and high-level businesses & key decision makers in Singapore and other countries.

- Up-to-date market information for e-Governance, Information Technology, and other relevant industries.
  Gathering detailed information in International markets in areas like e-Governance, Information Technology and any other relevant target industry, through research papers, newsletters, media, etc.

- Networking with various corporates for future collaborations / Joint Ventures.
  NSDL eGov is currently exploring international business opportunities so through this Trade mission is looking for opportunities for future collaborations/ Joint ventures with corporations having common interest and aligned objectives.

LOOKING TO MEET

- e-Governance solutions providers
- Delegates from Information Technology companies
- Decision making government officials from Singapore & other countries
Mr. Gagan Rai is the Managing Director and CEO of NSDL e-Governance (NSDL e-Gov) wherein he is responsible for driving the growth and expansion of NSDL e-Gov's operations. He plays a crucial role in the development and execution of the company's strategic plans.

Gagan has been a part of NSDL e-Gov since its inception in 1996. Under Gagan's leadership, the company has spawned several successful offerings in the e-governance space in diverse areas such as Tax & Revenue Management, Pension Accounting, National ID Implementation, Education Funding Solutions, Litigation Management Solutions and more. Having more than 44 years of experience, Gagan is a charismatic leader and brings extensive industry expertise to the table. He understands the importance of a customer-centric business and works with his team to put forward the best strategy that will be suitable to fulfill the needs of the customers.

GOPA KUMAR T.N.
Senior Vice President

Mr. Gopa Kumar T. N. is the Senior Vice President at NSDL e-Governance (NSDL e-Gov) with over 25 years of varied experience in the IT and ITeS sector. As Head of Marketing and Business development (Domestic and International), he has successfully discharged responsibilities related to Business Development for nationally critical projects. He is also responsible for initiating new business opportunities and charting innovative organizational business strategies.

ANKUSH DESHPANDE
Vice President

Mr. Ankush Deshpande presently holds the position of Vice President in NSDL e-Governance Infrastructure Ltd. With 20 years of extensive experience in the industry, he has worked in various capacities and is being instrumental in various initiatives NSDL e-Gov has taken in providing services to the Indian citizens. He is currently leading various critical projects for the company such as National ID, electronic signature, electronic - Know Your Customer, etc.
Positivo Tecnologia

Positivo Tecnologia is a hardware and software company founded in 1989. It produces notebooks, desktops, mobile phones, accessories and educational technologies.

It is part of Positivo Group, a conglomerate that operates in the following market segments: education, printing and publishing, entertainment and events, besides computers and IT.

Positivo Tecnologia’s headquarters is located in Curitiba, capital of the Brazilian state of Paraná. The company has industrial plants in Brazil, Argentina, Kenya and Rwanda. The portfolio includes the brands Positivo, Positivo BGH, Quantum, VAIO, Hi Technologies, Anker, 2 A.M. and Accept. For additional information, please visit https://www.positivotecnologia.com.br/en/

MISSION OBJECTIVES

To explore new business opportunities for Positivo to develop in Brazil, including improvements and expansion of its current business lines (mainly, computers and mobile phones) and, also, to explore new technologies that could be commercialized in Brazil, specially related to Internet of Things.

LOOKING TO MEET

Suppliers of:
- Computers
- Mobile Phones
- Educational Technologies
- Internet of Things for Consumers and Corporations
ROGERIO LEAL AMARAL
General Manager & Regional Director Asia Pacific

Positivo Tecnologia S.A.

As Computer Engineer from Catholic University in Campinas, São Paulo, Brazil, Rogerio started his career as Product Engineer in a American multinational in Brasil.

After that, has been working for Positivo for more than 12 years and acted as manager in different areas such as Engineering, Material Planning, Supply Chain and Procurement. Based in Taipei, manage 2 offices in Asia, that are the main link between suppliers and Positivo in Brazil, including staff for Product Development, Procurement, Supply Chain and Quality.
RAK Wireless

Based on rich experiences on IoT industry, RAK founder and his team focus on developing IoT Middleware, which is the company core competence, and supply end to end IoT solutions to customers.

Besides accumulated many experiences of most of main protocols such as HomeKit, Amazon Echo, NEST, IFTTT, Z-Wave and LoRa. RAK is also Apple Homekit licensee, Amazon IoT Consulting Parter, Z-Wave Alliance Member and Google Thread Member.

RAK Wireless is the pioneer in providing innovative and diverse cellular and LoRa connectivity solutions for IoT edge devices. Create the industry leading market-oriented and easy-to-use lego-like IoT building blocks of the highest quality for sensor, compute and connectivity to accelerate diverse IoT applications from prototype to commercial.

MISSION OBJECTIVES

Looking for companies manufacturing embedded products in large quantities who fast wants to add a low risk well supported and documented mature secure IoT solution implemented into their products and the communication will at a later stage require two-way communication.

LOOKING TO MEET

Manufactures of devices who produce high quantities of embedded device, which is connected to the internet by IP or Wi-Fi. Typically, companies in:

- Surveillance devices like IP-cameras
- Digital video recorders
- HVAC controllers
- Medical devices
- Home automation
- Light control
- Burglar alarms
- Access control
- Door locks
- White goods
Ken Yu is 38 years, and he is the CEO of RAK Wireless since 2015. Ken has a bachelor’s degree in communication from Northern Jiaotong University of Beijing, China. Ken worked in Qualcomm for 5 years as a regional sales manager, before joining Qualcomm, Ken worked in Arrow after graduating from university as a sales engineer.
Salutica Allied Solutions

Salutica Allied Solutions offers design and manufacturing services (plastics, tooling, SMT/PCBA, testing, assembly) to major brand customers such as Sony Mobile, Plantronics, Logitech (Jaybird), Nokia, Novero, Canon, Hitachi, Sony, Panasonic, and many others.

With its head office and manufacturing facilities in Malaysia, its core competencies are in high volume manufacturing of high-quality decorative engineering plastics, acoustics & RF (Bluetooth and others) products as well as high volume manufacturing of high-end Bluetooth products.

Salutica has under one roof the facilities of plastic injection molding, spray painting/printing, tooling, PCBA, assembly, testing. Besides, it has reliability test labs that specialize in tests for RF, Bluetooth and various type of mechanical requirements. Its facilities of 33,000 square meters are certified compliant to ISO9001, ISO14001, SA8000 and ISO18001, and ROHS

Other in-house capabilities are mechanical design & industrial design, Hardware design, SW development (embedded programming, App development, and web server programming), Verification & Certification with support function on documentation and system. For development activities, Salutica had been audited and approved for full ODM by companies like Sony Mobile, Nokia, Philips consumer, Siemens, and Sagem in the past. Salutica is also an associate member of Bluetooth SIG.

**MISSION OBJECTIVES**

One to One business meeting with potential customers who looking for reliable design/manufacturing partner.

**LOOKING TO MEET**

Potential partners:
- Brand owners of consumer electronics or IoT products which are looking for design/manufacturing partner in South East Asia.
CHANG TIH (JONATHAN) HO  
Director of Business Development  


As the Director of Business Development for the company’s ODM/OEM business, Jonathan is responsible to acquire new clientele who need the many manufacturing processes offered by Salutica. He is also responsible for the sales and marketing of in-house brand FOBO which products are sold to over 80 countries.

He graduated with a Bachelor of Business Administration from Simon Fraser University, Canada in 1994 and began his career in sales and marketing ever since. Being a consumer electronics enthusiast from young, he developed his skills in sales as a computer sales consultant with the largest consumer electronics retail chain in Canada. A year later, he moved into the marketing and product management of fast-moving consumer products for named brands of bottled waters and cooking oils in Malaysia as a marketing executive.

Later in 1999, he joined the bottler of Coca-Cola in Malaysia as a region marketing services manager where he was responsible for managing various marketing programmes for multiple brands and was subsequently promoted to national marketing services manager managing national marketing programmes exclusively for F&N brands of products until 2005. Immediately thereafter, he joined Salutica Allied Solutions (then known as Balda Thong Fook) in 2005 as a senior manager of business development where he was involved in managing key customer accounts. Then, he assumed his current position as the Director of Business Development in 2014.
Sitel Philippines Corporation

Sitel Group is one of the largest customer experience companies in the world. The group is comprised of industry-leading firms providing, digital marketing, training and talent management, technology and innovation, consulting and analytics solutions.

With subsidiaries such as Sitel, TSC, Learning Tribes, Sitel Insights, and Novagile, the group’s services are leveraged across geographies, verticals and all stages of the end-to-end customer journey, helping clients effectively harness the industry’s explosive digital transformation and consistently deliver outstanding customer experiences.

With over 30 years of industry-leading experience, Sitel Group’s 75,000 associates service over 400 clients – Fortune Global 500 companies as well as local businesses – through its network of more than 150 offices in 25 countries.

The newly created Sitel Group has enhanced its leadership position within the BPO industry, pushing the expectations of clients and customers alike to new levels of excellence. The group is headquartered in Miami, Florida, U.S, and has offices throughout North America, South America, EMEA and Asia Pacific.

Sitel Group’s industry-leading subsidiaries provide BPO as a platform through traditional business process outsourcing, digital consulting and design, training and talent management, technology and innovation, consulting and analytics solutions across all stages of the end-to-end customer journey. The group is also recognized by its strong multichannel and multilingual strategy (currently one in every four programs provided is a multilingual program) and by its well-diversified client portfolio, with a sizable work at home (WAH) service delivery capability. The group’s largest client represents only 6 percent of its annual revenue, while its top 10 clients represent just over 35 percent of its revenue – all of which point to the most diversified client and vertical concentration within our industry.

MISSION OBJECTIVES

- Seeking New Customers
- Expanding current Network in Southeast Asia
- Learn more about business in Singapore as well as what are the regulations

LOOKING TO MEET

- Travel & hospitality companies
- Banking
- Fintech
- Organizations who are looking to outsource the operations (either back office or real-time support – voice, chat, social media)

Sitel Philippines Corporation
Ortigas Home Depot Complex, Julia Vargas Ave Pasig, Metro Manila 1604 Philippines
Tel: +63 2 8600569
Mob: +63 977 8152137
Email: raymund.ermita@sitel.com
Web: www.sitel.com
Raymund “Ray” Ermita is a seasoned BPO professional who started in the BPO Industry more than 18 years ago. He has worked in multiple BPO’s and Captive organizations in the Philippines such as TeleTech, Transcom and IBM providing leadership roles while focusing on increasing their client base through various Account Management activities and responsibilities.

In 2015, Ray joined Sitel with the objective of providing Account and Client Management to a multitude of companies across the globe and identifying opportunities, presenting various forms of business intelligence and solutions based on data and analytics and, more importantly, increase the level of customer experience to Sitel’s partner customers.

Ray, who is based in the Philippines, has been appointed as Business Development Director & Account Management in APAC and is charged to help increase Sitel’s Asia Pacific portfolio by partnering with clients from all industries in the region.
SoftServe

SoftServe is a digital authority that advises and provides at the cutting-edge of technology. We reveal, transform, accelerate, and optimize the way enterprises and software companies do business.

With expertise across healthcare, retail, media, financial services, software, and more, we implement end-to-end solutions to deliver the innovation, quality, and speed that our clients' users expect.

SoftServe delivers open innovation—from generating compelling new ideas, to developing and implementing transformational products and services.

Our work and client experience are built on a foundation of empathetic, human-focused experience design that ensures continuity from concept to release.

We empower enterprises and software companies to (re)identify differentiation, accelerate solution development, and vigorously compete in today's digital economy. No matter where you are in your journey.

MISSION OBJECTIVES

- Network with business and technology leaders who are looking for partners to solve problems of today, and reimagine their business for the future
- Identify key customers, partners, and stakeholders who can gain a competitive advantage from SoftServe's unique capabilities and approach in the APAC market
- The ultimate goal of the mission is to assess the viability of Singapore as SoftServe’s next Headquarters to support our Global expansion and our mission to support the world’s most successful and innovative companies reimagine their business for the future

LOOKING TO MEET

Potential partners:
- Business Leaders – CEO, CMO, COO, CRO
- Technology Leaders - CIO, CTO, CDO, VP Software Engineering, R&D Leadership
- Line of Business Leaders – VP Experience Design, VP Innovation, VP Digital, and other LOB Leadership

Potential customers:
- Large enterprises struggling with capability deficit in complex and transformational technologies and platforms
- Software vendors dealing with challenges in innovation, product development, SDLC, and access to high demand resources
- Ambitious, innovative, high growth companies who have challenges scaling and maintaining highest levels of quality
ALFIE MURRAY-DUDGEON  
Director - Europe & APAC  

**SoftServe**

I have been working for disruptive, high growth technology companies for the last 8 years. The focus of these companies has been digital transformation, innovation, and big data & analytics. For the past 2 years, I have developed successful enterprise business relationships for SoftServe across Europe and APAC regions.

My focus and goal for 2019 is to continue developing our footprint in the APAC region and to establish our local presence in Singapore as one of SoftServe’s Global Headquarters to better serve our customers, prospects, and partners in the region.

JOHN KING  
VP - Europe, Middle East & ASIA PAC

I have spent 19 years focused on helping the world’s most successful companies use technology to deliver outcomes, not letting technology limit or define outcomes. For me, the best way to achieve a successful partnership is to understand what you want to achieve as a business before we begin to look at the elements that might get you there.

My goal for 2019 is to expand our presence in the Asian Pacific region by putting a physical office in Singapore and offering our unique way of applying technology to solve business needs that have been so widely adopted by leading US and European companies.

OLEKSIY MERKULOV  
VP Client Success

I’ve been working for about 18 years in Software Development field with the focus on Security, BigData, IoT and Industrial type of projects. My main focus is making sure our Enterprise Customers are successful in their digital journey and that our Delivery and Execution Teams provide exceptional development services with excellent quality level.

For the last year, I have been driving SoftServe’s investments in Industrial IoT, SmartCities and other IoT-related solutions.
Sow Property Consult

Sow Property Consult Ltd (SPCL) is an indigenous Ghanaian company set up to engage in the supply of the following goods and services:

- Rental of Vehicles
- Haulage of Goods
- Transport Services
- Construction

SPCL was incorporated on 16th September 2008.

SPCL’s vision is to be one of the leading privately owned supplier of goods and services in Africa in the Transport Business. The company seeks to realize its vision by adopting state-of-the-art technologies as well as engaging the services of the best human resources available. This ensures that the company is able to provide efficient and cost-effective services to its clients.

SPCL Strengths

- Highly qualified and experienced management and staff. SPCL is led by a team of experienced executives with a combined industry experience spanning over 15 years.
- Employee-owned company. All the shareholders of SPCL are directly involved in managing the company creating a high sense of ownership among employees.
- A highly motivated workforce ready to deliver tailored client solutions.

MISSION OBJECTIVES

Seeking:
- New suppliers
- Investors
- Market research

LOOKING TO MEET

- Transport Related Suppliers, i.e. Trucks, Passenger Transport Owners or Suppliers
- Pharmaceuticals Giants
- Investors with interest in Ghana
- Construction material suppliers
SOLOMON OWUSU
CEO

Sow Property Consult Limited

Mr. Solomon Owusu is the Chief Executive Officer of Sow Property Consult Ltd. He is a seasoned entrepreneur and management executive. He holds a BSC in Land Economy from Kwame Nkrumah University of Science and Technology. He also holds a master's degree in International Management from the University of Liverpool and a Post Graduate Diploma in Social Housing from the Erasmus University in Rotterdam-Holland. He is a product of Prempeh College.

Mr. Owusu’s previous experience includes working as the Development Control Officer at the Kumasi Metropolitan Assembly. He also worked with Regalon Estates as an administrator and manager and with Procredit as a credit officer. Mr. Owusu founded SPCL in 2008 to take advantage of an apparent gap in the supply chain market especially in the Vehicle leasing and haulage business.

ANDREWS APPIAH-DANQUAH
COO

Andrew holds a BSC (Hons) from the Kwame Nkrumah University of Science & Technology, Ghana, an LLB (Hons) from the University of Ghana and a Qualified Certificate in Law from the Ghana School of Law. He was called to the Ghana Bar in 2008. He is a product of Achimota School.

Andrew worked as a junior associate with Bentsi Enchill, Letsa and Ankomah and as an in-house counsel at SG-SSB Ltd and Expresso Telecommunications Ltd.

Andrew has considerable experience in Commercial Law, Corporate Finance Law and Mergers and Acquisitions. He was also in charge of compliance and regulatory matters at Expresso and was Expresso’s representative to the Telecoms Chamber.

Andrew is currently the Operations Manager at Sow Property Consult Limited.
TMS Technov M Systems

“Converting thoughts into feasible solutions”

TMS TECHNOV M SYSTEMS (P) LIMITED
Founded in Oct 2007, with core objectives to innovate technologies, to develop and apply them across the sectors and to deliver and replicate the technology into feasible and scalable mode.

TMS has pioneered in providing technology specific solutions in areas related to strategic Management Mechanisms through micro-improvisations in the existing technology and business processes. Our clientele includes refining, Fertilizer, Cement, Copper, Light manufacturing, Steel and other manufacturing companies. We do business with HONDA, YAMAHA, BAJAJ, HPCL, TATA STEEL, NALCO, Hyundai, TVS, NIRMA, AIA Engg, etc.

The main areas of focus have been manufacturing and IT. In the manufacturing space, we deploy our patented technology Magnetic resonators systems PAT No. 250491, 250627, 253287. In brief, Magnetic resonators technology improvises the combustion efficiency of utilities, thus strategically improving the overall plant efficiency and curbing environmental pollution.

Productivity Improvement solutions:
We implemented the customized Activity-based costing, for improving the productivity for manufacturing companies. The implementation was scaled based on the mass customization model thus resulting into high degree of customer satisfaction, deriving higher customer value.

IT Space:
UVALE APP was developed for both predicting and evaluating the utility value for retail user and the business user. The app can be downloaded free from app store or play store. The database of app stores utility specifics such as invoices, insurance premium, warranty certificates, etc owned by the user for retrieval. It calculates the current utility value, draws the utility value graph etc. It uses the unique predictive analytic algorithm to calculate and estimate the remaining phase of product life, based on costs incurred during the usage of the product.

Automation of data input by deliberating on the right API and using the suitable IOT, we envisage the transformation in user experience from user-specific data analytics into Big data analytics, which will serve as an index to measure comparative performance of utilities branded and unbranded.

TMS is dynamic and it meets challenges thro innovation.

MISSION OBJECTIVES
- To standardize Uvale application globally.
- To explore options for technology collaborator suitable API development and investor for scaling the APP.

LOOKING TO MEET
- Manufacturers who can incorporate the APP and recommend it at a point of sale as well.
- Technology collaborators
- Investors for scaling the APP globally
SRINIVASA PRABHU K BALASUBRAMANIAM
Director - Technology

TMS Technov M Systems Pvt Ltd

Srinivas Prabhu, Director- Technology, an Electronics Engineer and Manager by profession having the experience in strategic cost management mechanisms for manufacturing companies, along with Vinutha SP a Chartered accountant, Director- Finance, having the experience in fund managing, set out to establish their first enterprise in 1997, a partnership firm erstwhile TECHNOV & M SYSTEMS. In 2011, the partnership firm was merged into a private limited company, as TMS TECHNOV M SYSTEMS P LTD.

Srinivas Prabhu has obtained the patents for Magnetic resonator technology for Boilers, Gas turbines, and furnaces. Business-driven research model practiced by him involves innovation of technology to micro-improvise the efficiency of the existing systems and utilities, such as Gas turbines, Boilers, Furnaces, without any modification, scaling the technology thus evaluating the percentage of improvement in specific energy consumption after implementation. He was instrumental in pioneering the foundry management systems, based on activity-based costing.

TMS-UVALE joint venture was initiated in the year 2017. After extensive market research of the idea, the UVALE APP was launched as the brand line extension. The APP evaluates the utility value of equipment or gadgets owned by any user, either individual or corporate. The APP will establish a sustainable data base and data analytics model of the utility parametric, eventually evolving into a global reliability and utility value index for branded and unbranded utilities.

He strongly believes that successful commercialization of the technology should be associated with business sustainability.

Srinivas Prabhu and Vinutha's vision has always been to build learning and sustainable organization with commitment to continually innovate technologies, commercialize the innovation into stable and sustainable business based on build up and break through strategy.
TrafoNet

TrafoNet was founded in 2009 to provide consumers with high-end transformers and other industrial electrical equipment. The transformer range includes distribution (oil or dry) transformers, power transformers, special transformers, isolating transformers and other transformer types with a power range up to 40MVA and a voltage level up to 145kV.

Since 2018, TrafoNet's portfolio includes products from a high-voltage transformer to a socket in your home. The company provides supply of electric materials in three sectors: the construction, industry, and energy sector. Big focus is set on EV charging station development and E-bicycle charging station development. Also, we develop and provide wide range of electrical panels for many industries. Newest product in portfolio is pneumatic panels.

Products portfolio includes product groups: Electrical panels, Bus ducts, Circuit breakers, Modular equipment, Switches and sockets, EV charging stations, Motors, Drives, Launchers and protection, Reactive power compensation, Pneumatics, Transformers, Ring Main Units, Meters, Compact transformer substations, Smart network equipment.

Product portfolio includes product brands: Schneider Electric, Siemens, ABB, SMC, EATON, GBE, Menzel, Polylux, Danfoss, Phoenix Contact, EVOPipes, EMG, EBB, Eleq, ZPUE and others.

MISSION OBJECTIVES

- Looking for new customer from Asia region to supply best electrical materials and develop supply chain business in new level.
- Looking for new trends in IOT and EV charging area to develop our products and solutions according future needs.

LOOKING TO MEET

Companies consuming electrical material, electrical panels and other electrical devices for OPEX and/or CAPEX related activities. Also consuming pneumatic materials, pneumatic panels and other related devices in daily activities.

- Energy (Power generation, Power distribution, Power transmission)
- Marine and Ports, Metals, Food and Beverage, Mining, Pulp and Paper, Automotive, Cement, Chemical, Data Centers, Industrial Automation, Oil and Gas, Railway
- Construction
- System integrators and OEM's
- Municipal government representatives for EV charging infrastructure development
- Electrical material wholesalers and distributors
EDGARS JAKOBSONS
Building Department Manager, Owner

TrafoNet SIA

Department manager and owner of company TrafoNet SIA. Previously experienced Department Manager with a demonstrated history of working in the electrical and electronic manufacturing industry. Skilled in Power Systems, Engineering, and Communication. Strong product management professional with a master's degree focused on Business Administration and Management and a master's degree in electrical engineering from Riga Technical University.
Vista Broadband Networks, Inc, headquartered in Santa Rosa, California, was founded with the goal of bringing high-speed Internet access to homes and businesses in growing secondary markets left in the shadows of larger cities.

These communities are underserved by traditional, wired broadband providers. Vista is currently deploying the next generation of highly scalable, extremely fast, full-service Internet access solutions for business and residential users throughout three counties in Northern California (Sonoma, Marin, and Napa).

Vista Broadband Networks also offers proprietary, custom solutions for our customers. We specialize in the installation and maintenance of virtual private network infrastructure for businesses and consumers.

Vista Broadband Networks is dedicated to providing superior customer service as well as reliable and secure connectivity at great price points. Vista Broadband continues to expand from its roots in the North Bay to bring broadband Internet access to more and more communities throughout Northern California.

MISSION OBJECTIVES

To explore business opportunities and partnerships in Singapore.

LOOKING TO MEET

- Internet of Things products and solutions companies
SCOTT MINDEMANN
Chairman, CEO, Founder

Vista Broadband Networks, Inc.

Scott Mindemann (Chairman and CEO) is the founder of Vista Broadband, who is an industry wireless and Internet pioneer as an operator and an equipment/architecture innovator for over 20 years.

Before co-founding Vista Broadband Networks, Mr. Mindemann served as Vice President of Wireless Technologies with Advanced TelCom Group, Inc. (ATG). During his tenure, Mr. Mindemann designed and implemented all fixed Broadband Wireless Access (BWA) solutions and strategies for ATG. Under his direction, ATG successfully deployed the first commercial trial of a mesh BWA system.

Before this, Mr. Mindemann held the position of Vice President of Internet and Telecommunications for CS Wireless Systems, Inc. in Dallas. His business model, vision and drive led to the development, introduction and deployment of the first IP Data delivery over MMDS spectrum, a spectrum previously reserved for wireless cable television broadcasting. MCI/Worldcom acquired all debt and stock for nearly $1 billion in 1999, in recognition of the IP data delivery potential.

In 1994, Mr. Mindemann founded and built one of the first full-service Internet Service Providers (ISPs) in the Dallas area, which was subsequently sold. Before creating this ISP, Mr. Mindemann served as Senior Member, Technical Staff for Interphase Corporation, a developer and manufacturer of ATM and Fibre Channel networking equipment.