

Asia Pacific Banks on TTWin

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Since beginning exporting to the Asia Pacific market in 1998, Turbosoft have won several large client tenders with prominent companies in this region. Most recently, Turbosoft have secured a large deal with one of Malaysia's prominent banking corporations, Affin Bank Berhad, who have purchased Turbosoft's premier terminal emulation product, TTWin 3, installing it across several departments in the organisation.

Mr Zamsari Muhammad, Affin Bank Berhad's Head of System Implementation commented, "TTWin integrated seamlessly with our other applications. Our users found the product to be extremely user friendly and straight forward, and we feel the price was more than justified." He added, "Turbosoft have a growing presence within our region. We felt secure in dealing with a company who had a strong reputation for quality products and high levels of service. For big organisations like Affin Bank Berhad, Turbosoft also offers specially customised packages, preconfigured to the client specifications. Needless to say, we are keen to introduce this solution to other parts of the organisation".

Zamsari further remarked, "The service and support provided by the staff at Turbosoft has been highly responsive and very professional. Turbosoft has been a great company to deal with and I would not hesitate in recommending them to other organisations".

In proving their commitment to this market, Turbosoft employed qualified multilingual sales representatives dedicated to developing channels within the Asia Pacific and providing high levels of sales and support service. Further, future software updates will include character support specifically for these regions.

Esther Sia, Turbosoft's Asia Pacific Vice President commented, "Our ability to offer customised versions of TTWin and TTWeb incorporating modules specific to a clients needs, enable us to

provide the flexibility required by users in the emerging Asia Pacific market. The quality of our software, prompt support and providing our clients with the best possible service is paramount".

Esther, who is fluent in seven languages including Malay/Indonesian, Mandarin, Cantonese, Hakka, Hokkien as well as English further remarked, "The combination of distributor/reseller network within Asia and the second tier support network within Turbosoft ensures that client needs are addressed in a timely fashion. To demonstrate our dedication to this market, we have established Toll Free Numbers currently available for Malaysia and Singapore with plans to expand upon these in the future".

Turbosoft is the largest Australian developer of high quality PC-host connectivity solutions and exports to all parts of the world. Turbosoft have an enviable list of high profile clients within the Asia Pacific region, including Malaysia Airlines System; Telekom Malaysia Berhad; Tenaga Nasional Berhad; PT Bank Bali; Bank of Tokyo-Mitsubishi Singapore; PT Bank Central Asia; and DBS Thai Dhanu Bank. Turbosoft's range of both web and windows based host access software include high-end emulations to over 80 different terminal types - including Hewlett Packard, IBM, Stratus, Unisys and T27.

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