

LENOVO PCCW SOLUTIONS: POWERING GREATER KL'S TECH FUTURE



Asia-Pacific is poised to witness a significant growth in technology spending, with a projected acceleration of 5.8% to US\$732 billion in 2023. Growth factors indicated by leading global market research company Forrester include the expansion of software offerings, evolution of IT services, adaptability in communications equipment and sustained demand for computer devices.

In Malaysia, the information and communications technology

(ICT) market reached US\$20.36 billion in 2022. Its outlook is promising, with an anticipated compound annual growth rate of 16.76% to US\$44.18 billion by 2027. The country aims to establish itself as a digitally driven, high-income nation and a regional leader in the digital economy space by 2030. In pursuit of this vision, companies such as Lenovo PCCW Solutions, renowned for their advanced tech solutions, play a pivotal role in accelerating the digitisation of various industrial sectors.

LPS a Lenovo company

ABOUT LENOVO PCCW SOLUTIONS

Lenovo PCCW Solutions is a leading IT company and the preferred partner for digital transformation and outsourcing services across Asia-Pacific. Clients are empowered to advance their digital transformation journey by leveraging the company's cutting-edge digital solutions.

REGIONAL PRESENCE

14 locations

including Malaysia, Singapore, the Philippines, China and Hong Kong

HEADCOUNT

4,600

DIGITAL SOLUTIONS

- Cloud
- Artificial Intelligence (AI)
- Digital
- Advanced analytics
- IoT solutions

COMPETITIVE ADVANTAGES

- Over 20 years of experience
- Widely recognised business credentials
- Able to manage large-scale and mission-critical IT projects
- A trusted partner in the industry

ACCOLADES

- No 1 in Systems Integration, Custom Application Development and Managed Services categories in Hong Kong by IDC Asia/Pacific Semi-annual Services Tracker (1H2023).
- Clinched top position in Systems Integration and Custom Application Development since 2014.

INDUSTRY EXPERIENCE INCLUDES

- Public sector
- Travel
- Transportation
- Financial services
- Communications
- Hospitality
- Retail
- Manufacturing
- Property



Establishing operations in Greater Kuala Lumpur enables us to cultivate a robust, highly skilled workforce from the local talent pool, ensuring we have the expertise to support a diverse clientele spanning various cultures and languages. Supported by InvestKL, we have proactively initiated collaborations with several Malaysian universities. Our goal is to enrich Malaysia's digital landscape with enhanced skills, expertise and capabilities.

— Wong Kok Guan, General Manager of Lenovo PCCW Solutions Malaysia

LENOVO PCCW SOLUTIONS IN GREATER KL



Lenovo PCCW Solutions Malaysia Sdn Bhd is an offshore development centre that serves regional clients in Hong Kong, Singapore and other countries in Asia-Pacific. About 30% of the company's delivery capacity supports local clients.

BUSINESS BENEFITS OF GREATER KL

- 1 Strategic location with easy access to regional cities
- 2 Expanding intra-and inter-regional connectivity
- 3 Business-friendly environment and policies
- 4 Support from government agencies such as InvestKL, MDEC, etc
- 5 A future-ready talent pool that is highly educated and multi-lingual

CURRENT BUSINESS FOCUS

- Enhancing client engagement
- Broadening its partner network
- Developing new capabilities
- Building its talent pool

DELIVERY CAPABILITIES IN FOUR AREAS

- Knowledge management
- Highly competent workforce
- Delivery network
- Process and tools

PLANS

- Lenovo PCCW Solutions Malaysia is poised to intensify its presence in Southeast Asia and leverage its industry-specific expertise to expand its client base nationwide.
- Increase its headcount of IT professionals and domain experts such as solution/software/application architects, solution business analysts and process designers.



Lenovo PCCW Solutions' presence in Greater KL is a testament to the region's extensive business advantages. In Malaysia, our partnerships with forward-thinking companies such as Lenovo PCCW Solutions are steering the tech evolution across a wide spectrum of industries, nurturing homegrown talent and propelling the nation into a promising digital era.

— Datuk Muhammad Azmi Zulkifli, CEO of InvestKL

SPECIALISES IN FOUR SOLUTION AREAS

1 TELCO CENTRE OF EXCELLENCE

A comprehensive suite of solutions and service offerings for the telecommunications industry. Clients can grow their business, improve operational efficiency and reduce costs by leveraging customised solutions.

2 APPLICATION OUTSOURCING

A design, development, implementation and maintenance service portfolio, which includes:

- Application management
- IT consulting
- Application architects
- Application Development
- Enterprise Applications
- Testing-as-a-Service

3 MANAGED SERVICES

Full-range IT and end-user managed services with a value-driven approach by utilising best practices to benchmark and guide quality. The service portfolio includes:

- Service management
- Application management
- Network management
- IT security management
- Desktop management
- Disaster recovery
- Service desk

4 INFRASTRUCTURE SERVICES

Solutions to assist clients in designing and building ICT systems from the ground up. Solutions, which cover the entire service lifecycle include:

- Back-end infrastructure
- Network connectivity
- Application outsourcing

SUSTAINABILITY & ESG IN GREATER KL

Lenovo PCCW Solutions is committed to building a more innovative, brighter and more sustainable future. Its value system emphasises fundamental human rights, labour, environment and integrity responsibilities.

KEY INITIATIVES

Environmental responsibility

Minimise environmental impact through Lenovo PCCW Solutions' innovative services

Youth development

A strong emphasis is placed on valuing and nurturing young talent and providing opportunities for growth and development

Innovative products and services

Pioneering products and services to enhance people's lives and help businesses prosper

Corporate social responsibility

Corporate social responsibility principles across operations and supply chain



ESG EVENTS

Lenovo PCCW Solutions Malaysia and Klothcare organised a recycling programme on World Environment Day. Employees collected and donated 558kg of textiles, reducing 1,027kg of carbon emissions into the environment

