

**20 Companies Named Asia Pacific's Best at the  
Frost & Sullivan Asia Pacific Technology Awards 2005**

**Singapore, June 15, 2005** -- Global growth consulting company, Frost & Sullivan, today hosted the annual Frost & Sullivan Asia Pacific Technology Awards. Held for the second time this year, the Awards seek to recognize and honor outstanding performance by companies and individuals in the Information & Communications Technology (ICT) industry across the region for base year 2004.

"2004 was a challenging year with competition stiffer than ever, coupled with emerging disruptive technologies. ICT companies across Asia Pacific have had to innovate and reinvent to rise to the challenge and increase their value proposition to stay on top of the game," said Manoj Menon, partner at Frost & Sullivan.

23 of the most coveted titles in technology were conferred at the Frost & Sullivan Asia Pacific Technology Awards 2005, officiated by Singapore Senior Minister of State for Information, Communications and the Arts, and Health, Dr Balaji Sadasivan.

The award recipients were selected by an independent panel of judges comprising some of Asia Pacific's most influential decision makers from the telecommunications vendor and service provider segments, as well as the media. The line-up of judges includes representatives from MBT, Huawei Technologies, Asia Netcom, Alcatel, NasionCom, Equant, SingTel, Cisco, StarHub, Juniper Networks and CSG Systems.

A total of over 65 leading ICT companies in Asia Pacific were shortlisted and benchmarked in determining the deserving recipient for each of the prestigious awards. The benchmarking study was conducted by Frost & Sullivan's team of research analysts and consultants based in a network of offices across Asia Pacific.

The key measurement criteria employed in the benchmarking study and judging process were based on actual market performance indicators for financial year 2004. These include revenue growth, market share and growth in market share, leadership in product innovation, breadth of products and solutions, major customer acquisitions, and business and market strategy.

Menon said, "The recipients of the Frost & Sullivan Asia Pacific Technology Awards 2005 indeed represent the best in their class. Each of these outstanding recipients has demonstrated significant growth and leadership in their respective market segments.

"A common factor across all the award recipients is that they have significantly contributed to growing the industry either by bringing in strong new value propositions to the market or by developing new market segments," he added.

**From one class act to another! - Frost & Sullivan congratulates all the outstanding recipients of the Frost & Sullivan Asia Pacific Technology Awards 2005.**

<b>Category</b>	<b>Award Recipient</b>
<b><i>Service Providers (SP)</i></b>	
Broadband SP	PCCW
Competitive SP	OPTUS
Data Communications SP	ASIA NETCOM
Mobile Content SP	CYBIRD
NGN SP	TELSTRA
Wireless SP	NTT DoCoMo
<b><i>Vendors</i></b>	
Business Intelligence	SAS
Billing Solutions	CSG SYSTEMS
Broadband Equipment	ALCATEL
Call Center Applications	AVAYA
Enterprise Telephony	CISCO SYSTEMS
Network Security	JUNIPER NETWORKS
NGN Infrastructure	HUAWEI TECHNOLOGIES
Operational CRM	SAP
Optical	HUAWEI TECHNOLOGIES
Storage	EMC CORPORATION
Wireless Infrastructure	HUAWEI TECHNOLOGIES
<b><i>Best of the Best</i></b>	
Most Innovative Application/Solution of the Year	CYWORLD – SK COMMUNICATIONS
Service Provider of the Year	SINGTEL
Most Promising Service Provider of the Year	TRUE CORPORATION
Vendor of the Year	CISCO SYSTEMS
Most Promising Vendor of the Year	LG ELECTRONICS
CEO of the Year: Service Provider	TADASHI ONODERA – KDDI CORPORATION

The Platinum Sponsor for the Frost & Sullivan Asia Pacific Technology Awards 2005 was MBT, which has been supporting the Awards for the second year running. MBT is one of India's leading software services company with a near exclusive focus in Telecom segment. It has professional staff strength of over 5,500 people, six development centres worldwide, over US\$220 Mil in annual revenues and strong technology and domain competencies in IT and Telecom.

Manish Vyas, MBT regional director for South East and North Asia, said, "MBT supported the Frost & Sullivan Asia Pacific Technology Awards as the platinum sponsor because we are impressed by the objective as well as the quality of the event. Association to the awards also offers synergy with MBT's strong focus in IT and telecoms. MBT, being a key member of the ICT ecosystem is happy to network with industry leaders from service providers as well as vendors."

Also supporting the event were CNBC Asia, Agere Systems, Premiere Global Services, CommunicAsia2005 and EnterpriseIT2005.

'Gold Featured Nominees' of the Awards were Huawei Technologies which was nominated in five award categories, and PCCW and BT, each nominated in two categories. SAS was a 'Featured Nominee' of the Awards.

The Charlton Media Group was the official media partner.

### **The distinguished panel of judges**

- 1) Manoj Menon – Partner, Frost & Sullivan
- 2) Nitin Bhat – Director, Telecoms, Frost & Sullivan Asia Pacific
- 3) Nitin Acharekar – Director, Enterprise & Services, Frost & Sullivan Asia Pacific
- 4) Clement Teo – former Editor, TeleDotCom and Network Computing Asia
- 5) Manish Vyas – Regional Director, South East & North Asia, MBT
- 6) Abdul Majid Abdullah – Executive Director, NasionCom Holdings
- 7) David Nishball – Senior Vice President, Sales & Marketing, Equant
- 8) David Storrie – Head of Network & Wholesale Services, StarHub
- 9) Wilfred Kwan – Senior Vice President & Chief Technology Officer, Asia Netcom
- 10) Ng Yoke Weng – Group CIO, SingTel
- 11) Andy Miller – Director of Marketing, Juniper Networks, Asia Pacific
- 12) Richard Duggan – Director, Telecom Business Consulting, Cisco Systems, Asia Pacific
- 13) Raghav Sahgal – Vice President & Managing Director, CSG Systems, Asia Pacific
- 14) Nick Hutton – Vice President, Marketing & Communications, Alcatel, Asia Pacific
- 15) Hu Yong – Vice President, Global Corporate Marketing, Huawei Technologies

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### **About the Frost & Sullivan Asia Pacific Technology Awards**

The Frost & Sullivan Asia Pacific Technology Awards is held annually to recognize outstanding performance by companies and individuals in the Information and Communications Technology (ICT) industry in Asia Pacific. The awards seek to showcase best practices in the vendor and service provider segments which are synonymous with Frost & Sullivan's in-depth analysis and coverage of the technology industry. It has attracted some of the leading names in technology on a single platform to compete for the most coveted titles in technology. Benchmarked against the highest standards of measurement criteria, the recipients of these awards indeed represent the best-of-breed in Asia Pacific. For more information on the awards, please visit [www.technology-awards.com](http://www.technology-awards.com)