

The PIKOM logo is rendered in a bold, white, sans-serif font. The letter 'O' is stylized with a crosshair symbol inside it. The background of the entire page is a vibrant blue with abstract digital patterns, including binary code (0s and 1s) and glowing green lines that suggest a network or data flow. In the bottom right corner, there is a bright, circular light effect with a rainbow-like halo, adding a sense of energy and modernity to the design.

PIKOM

PERSATUAN INDUSTRI KOMPUTER DAN MULTIMEDIA MALAYSIA
THE NATIONAL ICT ASSOCIATION OF MALAYSIA

Annual Report

2017/2018

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**Annual
Report**
2017/2018

Our Profile

Who we are ...



PIKOM formed in 1986, is the National ICT Association of Malaysia, representing the information and communications technology (ICT) industry in the country. Its 1,000 plus members, mainly comprise companies and professionals involved in a whole spectrum of ICT products and services which commands 80% of the total ICT trade in Malaysia.

PIKOM strives to improve the business climate in the interests of all its member companies and individual members as well as to promote industry growth in line with national aspirations.

MISSION

“To champion and realise the digital opportunities.”

What we do

- Spearhead, promote and encourage development of resources, professional skills and programmes in the local ICT industry;
- Represent the local ICT industry to the Government, in the private sector and in international engagements.
- Provide a platform for ICT players and users to meet, network, learn and share ideas in order to bring the industry to the next level;
- Foster high standards of conduct, service and performance throughout the ICT industry; and
 - Promote and market local ICT services to the region and overseas

Membership privileges

1. Priority booking and special rates for PIKOM's flagship events and exhibitions organized by the Association;
2. To have your company listed in our online portal;
3. To be given priority in marketing and promotion in events and activities undertaken by the association;
4. Best platform to grow your business through PIKOM's partnership with MDEC and MATRADE as well as ASOCIO and WITSA to tap into new markets and leverage its regional and global networks;
5. Meet ICT endusers and potential customers;
6. Enjoy discounted rate/free admission to our special learning events;
7. Exclusive discount on training courses and workshops;
8. Access to PIKOM's research reports;
9. Use of PIKOM's building facilities; and
10. Support in export promotion

PIKOM



Message from the Chairman

The year 2018 has been a year of change. We have witnessed the change in the Malaysian government, the introduction of SST 2.0 and global developments like the USA-China trade tiff. Like any other organisation, PIKOM too, had to adjust to the changes that came our way.

When we started 2018, I outlined three main objectives for the association for the year:

1. To drive membership and value to members through targeted activities driven by our various chapters;
2. To further strengthen our position as the voice of the ICT industry by becoming the nation's private sector compass for its digital initiatives; and
3. To achieve self-sustainability with a sharp focus on high impact activities.

As I reflect on the year, I will touch on the major milestones that the association has achieved and the journey towards meeting of these objectives.

Members are the core reason for our existence. We are here to serve our members. We have realigned our programmes and to be more industry relevant. Our E-Commerce Malaysia chapter has been driving value to our members by driving demand generation for domestic and export e-commerce sales through our flagship event, #MYCYBERSALE which hit a record-breaking RM390million of sales generated from 1,260 merchants during the annual sales event in September. This has further driven an increase in our membership for the E-Commerce Chapter while growing the revenue of the industry.

In an effort to be more relevant to the younger generation of companies in our industry and to

become more relevant to the startups in the industry, we recently formed the Venture Investment Chapter (VIC). VIC organised a first-of-its kind regional pitching event called SEA Dragon which brought investors from China, Taiwan, Hong Kong, Korea, Japan, USA and Southeast Asia to Kuala Lumpur to meet 30 of the fastest growing companies in Malaysia and the region with the objective of raising a minimum of USD 1 million each. VIC also partnered with the largest equity crowd funding platform in Malaysia, Pitchin to raise funding for startups. As a result of this partnership, we managed to raise the largest Equity Funding Round In Malaysia as recognised by the Malaysian Book Of Records.

These are some examples of your association transforming itself to adapt to the new environment by providing value to its members through its various chapters.

In driving digital initiatives and being the voice of the industry, we continue to serve the industry by speaking out and speaking up where it matters. With the ceasing of GST and the introduction of SST, the industry had to make major adjustments within a short time frame during the transition period. We had regular meetings with officials from the Ministry of Finance and Royal Malaysian Customs to present our views. Some of the uncertainties have been addressed and some remain contentious. In an effort to strengthen our voice in the industry, we recently launched the inaugural issue of my.iT, a quarterly magazine that will be available in newsstands nationwide. My.iT will become a platform for all our members to showcase their successes while being the mouthpiece for us to bring up the issues within our industry. YB Gobind Singh Deo,

the newly appointed Minister of Communications and Multimedia agreed to be featured on the front cover of the first issue of the magazine.

The success of these initiatives has further solidified our position as the 'Voice of the ICT Industry'. We will utilise this position responsibly and continue in championing the cause on matters that affect the industry. That is our promise to you.

As an association, self-sustainability is important. Having ceased organising PC Fair, we have embarked on new initiatives while sharpening the focus on existing core programmes. #MYCYBERSALE is today the largest revenue and income contributor to the association. Our quarterly magazine, my.iT is self-funded and contributes to the coffers. Our Annual Dinner and ICT Awards, PIKOM Leadership Summit event, Research and Academy activities, continue to drive income to the association. Organising the World Congress on IT (WCIT) in 2020 which will be held in Malaysia, will also further increase our income in the next few years.

We are clearly on the right track towards achieving our objectives. We would like to thank all our stakeholders in particular our members for the relentless support towards the association. We will always be here for you. Thank you.

"For the Industry, By the Industry"



Ganesh Kumar Bangah
PIKOM Chairman

PIKOM Councillors & Advisors

2017/2018

PIKOM

Office Bearers



Ganesh Kumar Bangah
(Chairman)



Danny Lee
(Deputy Chairman)



Sean Seah
(Secretary)



Ong Chin Seong
(Treasurer)



Chin Chee Seong
(Immediate Past Chairman)

Councillors



Dr. Dzaharudin Mansor



Stan Singh-Jit



K.T. Ong



Datuk Teoh Eng Kee



Alex Liew



Dato' Seri Ivan Teh



Anthony Raja
Devadoss



Jeffrey Ooi



Alex Loh



Eng Kin Hoong



Ang Hsin Hsien



Chang Wai Hoong



Tan Hock Chye



Dzuleira
Abu Bakar

Advisors



Xavier Tan



Lee Boon Kok



Wee Kee Heng



Foo Sen Chin



C.J. Ang



David Wong Nan Fay



Derrik Khoo



Woon Tai Hai



Shaifubahrim Saleh



Dato' Ng Wan Peng



Cheah Kok Hoong



Dato' Latt Shariman
Abdullah



Chan Kok Long

Office Bearers

Ganesh Kumar Bangah	Chairman	Commerce DotAsia Ventures Sdn Bhd
Danny Lee	Deputy Chairman	Epson Malaysia Sdn Bhd
Sean Seah	Secretary	Bimbit.com Sdn Bhd
Ong Chin Seong	Treasurer	Powerware Systems Sdn Bhd
Chin Chee Seong	Immediate Past Chairman	Galasys Solutions (MSC) Sdn Bhd

Councillors

Dr Dzaharudin Mansor	Microsoft (M) Sdn Bhd
Stan Singh-Jit	IronHorse Asia Sdn Bhd
KT Ong	Dell Global Business Centre Sdn Bhd
Datuk Teoh Eng Kee	EKTECH Communications Sdn Bhd
Alex Liew	Glocomp Systems (M) Sdn Bhd
Dato' Seri IvanTeh	Adv Fusionex Sdn Bhd
Anthony Raja Devadoss	Persolkelly Consulting Sdn Bhd
Jeffrey Ooi	Celcom Mobile Sdn Bhd
Alex Loh	Fortinet Malaysia Sdn Bhd
Eng Kin Hoong	CIS IT Solutions Sdn Bhd
Ang Hsin Hsien	Century Software (M) Sdn Bhd
Chang Wai Hoong	MyKRIS Asia Sdn Bhd
Tan Hock Chye	DataPrep Holdings Bhd
Dzuleira Abu Bakar	Cradle Seed Ventures Management Pte Ltd

Advisors

Xavier Tan	-
Lee Boon Kok	I-Commerce Sdn Bhd
Wee Kee Heng	e-Lock Corporation Sdn Bhd
Foo Sen Chin	ECS ICT Berhad
C.J. Ang	-
David Wong Nan Fay	SnT Global Sdn Bhd
Derrik Khoo	Genting Bhd
Woon Tai Hai	-
Shaifubahrim Saleh	Frontline Resources Sdn Bhd
Dato' Ng Wan Peng	Malaysia Digital Economy Corporation Sdn Bhd
Cheah Kok Hoong	Hitachi Sunway Information Systems Sdn Bhd
Dato' Latt Shariman Abdullah	-
Chan Kok Long	iPay88 Holding Sdn Bhd

APPOINTMENTS BY RULE

By rule 14(f) Part (IV) (The Council), on 19 December 2017, the Council appointed the following as Councillors:

1. Eng Kin Hoong of CIS IT Solutions Sdn Bhd
2. Ang Hsin Hsien of Century Software (M) Sdn Bhd
3. Chang Wai Hoong of MyKRIS Asia Sdn Bhd
4. Tan Hock Chye of DataPrep Holdings Bhd
5. Dzuleira Abu Bakar of Cradle Seed Ventures Management Pte Ltd
6. Alex Loh of VMware Malaysia Sdn Bhd

By rule 15(h) Part (IV) (Powers of the Council), on 19 December 2017, the Council appointed the following as Advisors to the Council:

1. Xavier Tan
2. Lee Boon Kok
3. Wee Kee Heng
4. Foo Sen Chin
5. C.J. Ang
6. David Wong Nan Fay
7. Derrik Khoo
8. Woon Tai Hai
9. Shaifubahrim Saleh
10. Dato' Ng Wan Peng
11. Cheah Kok Hoong
12. Dato' Latt Shariman Abdullah
13. Dato' CM Vignaesvaran Jeyandran
14. Chan Kok Loong

By rule 14(h)(iii) Part (IV) (The Council), on 18 January 2018, Mr Alex Loh of VMware Malaysia Sdn Bhd resigned from his Councillor position.

By rule 14(f) Part (IV) (The Council), on 8 February 2018, the Council appointed Mr Alex Loh of Fortinet Malaysia Sdn Bhd as Councillor.

By rule 15(h) Part (IV) (Powers of the Council), on 26 July 2018, Dato' CM Vignaesvaran Jeyandran vacated his Advisor position.

By rule 14(h)(iii) Part (IV) (The Council), on 14 November 2018, Mr Sean Seah resigned from his Secretary position.

Name	Designation	Attendance
Ganesh Kumar Bangah	Chairman	12/12
Danny Lee	Deputy Chairman	9/12
Sean Seah	Secretary	12/12
Ong Chin Seong	Treasurer	12/12
Chin Chee Seong	Immediate Past Chairman	12/12
Dr Dzharudin Mansor	Councillor	8/12
Stan Singh - Jit	Councillor	12/12
KT Ong	Councillor	4/12
Datuk Teoh Eng Kee	Councillor	9/12
Alex Liew	Councillor	11/12
Dato' Seri Ivan Teh	Councillor	3/12
Jeffrey Ooi	Councillor	10/12
Anthony Raja Devadoss	Councillor	9/12
Eng Kin Hoong	Councillor	10/11
Ang Hsin Hsien	Councillor	8/11
Chang Wai Hoong	Councillor	8/11
Tan Hock Chye	Councillor	9/11
Dzuleira Abu Bakar	Councillor	8/11
Alex Loh	Councillor	3/9

PIKOM Secretariat

PIKOM



Alan Fung
Chief Executive Officer



Ong Kian Yew
Executive Director



Alicia Wong
Head of
Finance & Admin



Justin J. Anthony
Director,
Industry Development



Azlina Ishak
General Manager,
Industry Affairs Division



Grace Lee
Manager
M.I.C.E



Rina De Silva
Research and
Content Manager



Ng Wai Teng
Executive Secretary



G.S. Murty
Head of
Talent Initiatives,
OM



Sharon Sunita
Head of
Industry Development,
OM



Jamie Tan
Manager,
Finance & Admin



Audreen Wong
Manager,
Sales & Marketing



Nur Azlianawatie Alel
Senior Executive,
Admin and Talent
Initiatives



Arthur Chew
I.T & Web
Administrator



Adira Bt Ahamd
Membership Executive



Melanie Lim
Project Executive

Industry Overview

PIKOM ICT Strategic Review 2017/2018 Convergence of The Digital And Physical Worlds



On November 23rd 2017, PIKOM launched the 9th edition of the PIKOM ICT Strategic Review Report themed *Convergence of the Digital and Physical Worlds* at the association's annual flagship PIKOM Leadership Summit event at the Connexion Event Conference Centre in Kuala Lumpur.

Dato Seri Liow Tiong Lai, the then Transport Minister was the guest of honour at the event.

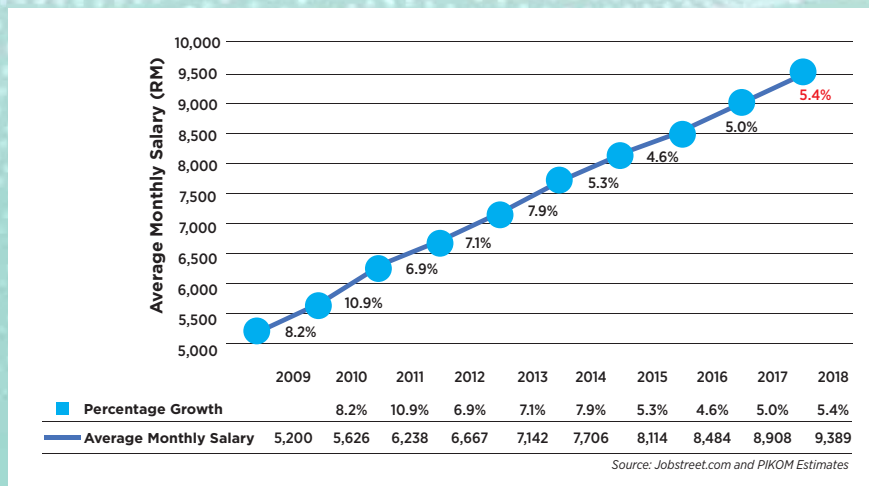
The report, an effort by the PIKOM Research Committee was made up of eleven chapters and a special edition on cybersecurity. In his presentation PIKOM Research Committee Chair Woon Tai Hai alluded to the reality and the impact of the convergence of the physical and digital environments, resulting in disruptions in business models, consumer behaviours, devices, and also seeing the replacements of traditional brick and mortar jobs in some instances.

The report was made possible thanks to our 10 sponsors, BDO, Fusionex, Epson, Glocomp, Ektech, Iverson (a partner of Microsoft), Dell EMC , Hitachi Sunway, Powerware Systems and HP.



PIKOM ICT Job Market Outlook 2018 Report

On July 3rd 2018, PIKOM launched their 11th edition of the ICT Job Market Outlook in Malaysia. The report was another project by the PIKOM Research Committee. The findings of the report showed an improvement in salary growth and higher number of jobs in 2017 compared to 2016. The overall average monthly salary of ICT Professionals grew to RM8,908 in 2017, a 5 per cent growth from RM8,484 in 2016. This was a better growth compared to 4.6 per cent in 2016.



The report generated a number of news coverage and clippings from mainstream print media, online portals and TV stations.

The number of advertised jobs of ICT Professionals also jumped by 35 percent to 15,197 in 2017 compared with 11,227 in 2016. Senior Executive Level attracted the most number of jobs at 7,118 among the five job categories. These were among the many findings in the 11th edition of PIKOM ICT Job Market Outlook in Malaysia 2018.



The 92-page report, a collaboration with Jobstreet.com, is PIKOM's most comprehensive job market publication since 2007 and attracted 17 industry players as valued partners. They were MDEC, DELL EMC, HDC, EKTECH, MYKRIS, CENSO, COMMERCE.ASIA, GLOCOMP, FIRE EYE, DIMENSION DATA, HITACHI SUNWAY, FUSIONEX, PERSOL KELLY, MICROSOFT, EPSON, DAY THREE, and CIS SOLUCIS.

The publication is aimed at helping decision makers in organisations to understand and plan their ICT talent requirements and acquisitions. Packed with more than 70 charts and tables, the report covers mainly the Economic and ICT Industry Outlook in Malaysia; Salary and Hiring Trends in Malaysia in five Job Categories and 22 Industry Groups as well as Regional Benchmarking Analysis in 20 countries and 82 cities (including four in Malaysia).

For the first time, PIKOM included in this report, Salary and Hiring Trends in six countries in Southeast and East Asia region taken from Jobstreet.com sister regional companies in Singapore, Hong Kong, The Philippines, Thailand, Indonesia and Vietnam.

This section shows that Malaysia's overall average monthly of RM8,908 (US\$2,244) is the third highest behind Singapore (US\$3,354) and Hong Kong (US\$3,049). Thailand was fourth at US\$1,272, The Philippines at US\$834, Vietnam at US\$746 and Indonesia in 7th place at US\$585.

The association also included the salary trends of ICT Professionals in the cybersecurity market to highlight the critical need for qualified and skilled professionals to tackle the growing cyber threats that are crippling organisations worldwide.

Reports from Committees & Chapters



Government Affairs Committee (GAC)



The PIKOM GAC focuses primarily on policy advocacy, which is done through strengthening relations with the government and contributing towards policy setting that positively impacts the ICT industry. The GAC aims to build a good reputation for the industry that comprises of ICT stakeholders and end-users as well as to foster the health of the ICT industry through the monitoring of legislation and regulation, anticipation of future developments, opportunities and value creation.

The PIKOM GAC is actively represented in a number of government-related committees including those chaired by the Prime Minister.

PIKOM GAC Members 2018/2019

Chair : Dr. Dzaharudin Mansor, Microsoft

Advisor : Shaifubahrim Saleh, PIKOM

Members : Hasnul Nadzrin Shah, IBM

: Shetal Doshi, Aegis BPO

: Jason Casimir, eScan

: Nora Mansor, HeiTech Padu

Vinnie Raviraj, Sutherland Global Services

Mazidee Ramli, Strateq

Lee Kim Seng, Kuching Computer Business Association

Nordin Mat Isa, Mesiniaga

2019 Budget Consultation Dialogue – Issues & Suggestions for the ICT Industry in Malaysia – Submission by PIKOM

No	Issue	Suggestion
1	<p>Skills for the Digital Age</p> <p>As we are on the cusp of another economic revolution, jobs of today will no longer be relevant in 10, 20 or 30 years from now. Many roles we know today will be extinct in the near future.</p> <p>Oxford University estimates that 47% of jobs today will not be around in 25 years. Many of these jobs will be in the retail, manufacturing and agricultural sectors.</p> <p>This is Industry 4.0.</p>	<p>We need to ensure that Malaysians population are future-ready. Our young children in schools today will be our economic drivers of the future.</p> <p>Government should encourage school and tertiary students to pursue STEM stream or courses that are relevant to Industry 4.0. This should be embedded in the school curriculum. This will also include coding at a young age.</p>
2	<p>Withholding Tax</p> <p>The Finance Act 2017 includes a specific requirement on the withholding tax treatment of software.</p> <p>While there are some exemptions since then for work done outside of Malaysia by non-residents, the issue of royalty is still present.</p> <p>We are also concerned that tax is imposed retrospectively where the importers here would not have withheld from the supplier abroad.</p>	<p>As Malaysia positions itself as a hub of ICT through the MSC initiatives and a global delivery centre for services, the Act does not bode well for the efforts that the government has put in place.</p> <p>PIKOM is of the position that the software should not be subjected to royalties for mere use or right to use where there is no reversed engineering or manipulation of the software through access to the source code.</p>

No	Issue	Suggestion
3	<p>Government Procurement</p> <p>It is difficult for local companies to finance projects due to the cumbersome processes and documentation especially in obtaining sign-offs for payments.</p> <p>Part of the issue would be related to changes in personnel. During any transition, there are bound to be delays. Inadequate IT expertise in the government with domain knowledge, adequate experience and authority to control users and work closely with vendors to mitigate project risk.</p>	<p>The government should allow payments to be made on deliverables and minimize documentation on payment claims.</p> <p>Government projects face some degree of uncertainties when there are changes in leadership of the ministries. It is important for government IT projects to be under a purview of a central specialised IT agency to avoid changes in project scope – in the event there are changes in leadership.</p> <p>The government should set-up a one centralized agency with all the required skillsets and capabilities to manage the ICT procurement. ICT procurement is becoming more complex and require specialised skills in different areas catering the growing landscape within ICT and different areas of ministries; such as healthcare, education, security, public finance and many new areas due the growing complexity of government.</p> <p>This can be done via further strengthening MAMPU that already have some of the skillsets and expertise.</p> <p>The proposed Government IT agency can set up good project governance and delivery practice which should be adhered by all agencies including the vendors.</p>
4	<p>From GST to SST</p> <p>Malaysians welcomed the tax holiday and this spurred consumer spending during the 3 months from June 1st to August 31st in 2018.</p> <p>When GST was introduced in 1 April 2015, there were not many zero-rated or exempted products.</p> <p>ICT products which have enjoyed no sales tax prior to the introduction of GST was subjected to GST at the standard rate. ICT, which is a necessity in today's world, was now more costly to own. Many have put off their purchase resulting in a longer refresh cycle for the latest products.</p>	<p>As the Government plans for the reintroduction of SST, PIKOM appeals to the government to revert to the same rates on ICT products before the implementation of GST.</p>

Consultations With The Government On SST Implementation

PIKOM has held consultations with the Finance Ministry (MOF) and the Royal Malaysian Customs Department prior to the implementation of the Sales and Services Tax (SST) on September 1st to seek information on ICT and Services that will be taxed. PIKOM also appealed to the government to state that the reintroduction of SST would create a sense of anxiety in the industry as businesses prepare to migrate to the new tax regime. The association also highlighted that prior to the introduction of GST on April 1, 2015, majority of the ICT products were exempted from SST. These included personal computers, printers, peripherals, projectors and related multimedia products. Through direct consultations and via a press release PIKOM said that providing Malaysians access to affordable ICT devices would be imperative to building a digital economy in our nation and for the industry to be competitive in the ASEAN region. PIKOM had hoped the government would include all ICT products and services in the list of products exempted from SST prior to its implementation.

PIKOM CIO Chapter (PCC)

The PIKOM CIO Chapter (PCC), a chapter initiated by PIKOM and comprising the Chief Information Officers of major corporations in Malaysia was formed to extend the “Voice of the ICT Industry” to the end-user community. Currently, PCC consists of over 100 members from both private and government sector.

PCC Exco Members 2017/2019

1	Chia Nam Liang CIO, Hap Seng Consolidated Bhd	PCC Chair
2	Andy Tan CIO, Human Resource Development Fund Bhd	PCC Deputy Chair
3	Beh Swan Swan CIO, Magnum Group	Immediate Past Chair
4	Rani Nathwani CIO, Prince Court Medical Bhd	Exco Member
5	Sekar Jaganathan CIO, Rakutan Trade Sdn Bhd	Exco Member
6	Wong Tsien Loong CIO, Gamuda Berhad	Exco Member
7	Malik Bin Murad IT Director, MYDIN Mohamed Holdings Bhd	Exco Member
8	Sher Khan Akbar Khan Head of Group ICT, UEM Group Bhd	Exco Member (Appointed)
9	Lim Foong Keen Vice President, Head of IT, ISM Insurance Services Malaysia Berhad	Exco Member (Appointed)
10	Dolly Amy Harold Senior Manager, Public Service Department Malaysia	Exco Member (Appointed)
11	Ganesh Kumar Bangah PIKOM Chairman	Exco Member (By Default)
12	Danny Lee PIKOM Deputy Chairman	Exco Member (By Default - Alternate to PIKOM Chairman)
13	Hood Abu Bakar MISC Bhd	Appointed Advisor

* Prior to PCC Exco Election on November 13th 2018

Highlights Of Events By PCC

IBM-PCC Blockchain Review

Date : 12 January 2018
 Venue : Plaza IBM, Kuala Lumpur
 Hosted by : IBM

Event description:

In this session the participants learnt what Blockchain means and why it is relevant for their businesses, and what industries are doing with it. The facilitator of the event was Peter DeMeo, IBM AP Technical Sales Leader who gave an overview on Blockchain.



PCC Educational Trade Visit 2018

Date : 27 April – 8 May 2018
 Venue : Dublin/Cork/London
 Co-hosted by : Dell EMC, Hewlett-Packard/CTC, Palo Alto Networks, Snow Software and Trend Micro

Event description:

PIKOM CIO Chapter (PCC) organized its annual educational visit 2018 with the following objectives:

- To visit the business and technology innovation center of the vendors;
- To provide delegates with opportunities for the exchange of ideas and information;
- To enlighten the delegates on the latest innovations and ideas in the market place.



PCC Mentoring Tutorial 2018

Date : 17 July 2018
 Venue : PIKOM
 Facilitator : Aaron Chan, Head of Learning & Development, Gamuda Berhad

Event description:

1. Bringing together mentors and mentees to begin a long-term mentoring relationship;
2. To provide a platform for both mentors and mentees to share and learn as they embark on an educational journey together;
3. Understand what it takes to have a successful mentoring relationship



FIRMUS 7th CIO Cyber-Security Summit 2018

Date : 2-4 August 2018
 Venue : Jakarta, Indonesia
 Hosted by : FIRMUS

Event description:

Supported by PIKOM CIO Chapter (PCC), the Firmus Cyber-Security Summit is a premier annual cyber security event for the exchange of ideas and experiences.

Tech Data/IBM & PCC Movie Day

Date : 28 September 2018
 Venue : GSC Signature, The Gardens Mall Kuala Lumpur

PIKOM CIO Golf Challenge 2018

Date : 26 & 27 October 2018
 Venue : 26 October 2018 – Tiara Melaka Golf & Country Club
 : 27 October 2018 – Orna Golf and Country Club Melaka

Event description:

An annual golf tournament event which brings together both PIKOM members and the PIKOM CIO Chapter members (PCC).



E-Commerce Malaysia Chapter

E-Commerce Malaysia was formed on July 21st 2016 with the sole purpose of expanding PIKOM's involvement in the e-commerce industry. The purpose is also in line with its main objective of creating a vibrant e-commerce ecosystem in Malaysia that is globally competitive.

This new initiative aims to bring the Malaysian e-commerce industry to global standards by bringing together end-to-end parties under one virtual roof: e-marketplaces such as online retailers and merchants, providers of payment gateways, logistics, and fulfilment, industry players, financial institutions as well as telecommunication and infrastructure service providers. The chapter was officially launched on January 12th 2017.

Objectives of e-Commerce Malaysia are:

1. Be the voice of the e-Commerce merchants in Malaysia;
2. Promote Malaysian e-Commerce players through regional and global initiatives;
3. Bring the various players in the e-Commerce ecosystem together to collaborate and cooperate for mutual benefit;
4. Be the point of contact with the government on e-Commerce related matters;
5. Increase the awareness on the ease of online shopping.

#MYCYBERSALE

Malaysia's favourite online sale event, #MYCYBERSALE 2018, was back again for the 5th year in a row, in September. The event which began in 2014 has grown by leaps and bounds in terms of the number of registered merchants and gross merchandise value (GMV).

PIKOM, the organiser for the second year in a row, once again produced an outstanding #MYCYBERSALE 2018 online sale event, generating RM390 million in gross merchandise value, beating the set target of RM380 million and achieving a 25 per cent annual growth.

GMV is defined as the total revenue generated during the sales period before taking into account discounts. Products from the lifestyle and fashion categories were the top favourites among consumers.



Export revenue also increased from RM39 million in GMV in 2017 to RM51 million this year derived from shoppers in 32 countries from Africa, Europe, Middle East, Asia, North America and South America regions. About 74 percent of the export revenue were contributed by participating merchants in the travel category. The next top categories for the export market were entertainment (16.9%) and groceries (5.7%) categories. Marketplaces which comprised many local SMEs also played a role in contributing to this years' growth.

About 1,260 merchants in over 20 retail categories took part in the event, offering incredible promotions and deals during the five-day event.

This number was a jump from 1,007 merchants in 2017 and this was achieved through the efforts by PIKOM in holding a number of roadshows nationwide with their partner associations to promote the event among SMEs and to encourage them to get on the e-commerce platform to broaden their market reach.

PIKOM held an official launch of #MYCYBERSALE 2018 on August 28th 2018 prior to the start of the online event. Communications and Multimedia Ministry information technology division deputy secretary Ahmad NorhadZahari, launched the event at Sime Darby Convention Centre, Kuala Lumpur.

#MYCYBERSALE attracted corporate partners and sponsors namely Pinnacle Partners Commerce.Asia, Fusionex, Mastercard and Lazada; Premier Partners Mobiversa, SAP Malaysia, Shippop, Shopback, CapFiX and y5zone Malaysia; Gold Partners iPay88 and Malaysia Productivity Corporation (MPC) and Silver Partners SF Express, eGHL, GDex, LWE, World First and City-Link Express. The event also attracted initiative partners and marketing partners as well as lucky draw sponsors.



Outsourcing Malaysia



OM, a chapter of PIKOM with MDEC as the strategic partner, is envisioned to promote and develop Malaysia's outsourcing services industry as a global hub for high-value outsourcing. Formed in 2006, OM has more than 100 members representing major players from the shared services and outsourcing sector.

6th Outsourcing Malaysia Annual General Meeting

The 6th OM AGM to select the Committee Members for the term 2018-2019, was held on December 8th 2017 at the PIKOM Training Centre attended by 25 Ordinary Members.

The new lineup of Committee members for 2018-2019 is as follows:



Designation	Name	Company Name
Chair	Cheah Kok Hoong	Hitachi-Sunway Information Systems Sdn Bhd
Deputy Chair (Outsourcing)	Anthony Raja Devadoss	Kelly Outsourcing & Consulting Group, APAC
Deputy Chair (Shared Services)	M. Pattabhiraman	UOB Centre of Excellence (M) Sdn Bhd
Treasurer	Raymond Devadass	Daythree Business Services Sdn Bhd
Chair Emeritus	David Wong Nan Fay	SnT Global Services Sdn Bhd
Committee	Alex Hee Kam Fatt Divya Dutta Joanne Seaton Jusri Ong Nicholas Tay Phan Yoke Hin Thyaga Rajan Serniwassan	Documation Sdn Bhd Aegis BPO Malaysia Sdn Bhd Angstrohm Technologies Sdn Bhd Telecontinent Sdn Bhd VADS Berhad HDC Data Centre Sdn Bhd Basis Bay Sdn Bhd
Advisors	Arun Augustine C.J. Ang Dato' Lim Han Boon Hew Wee Choong Kurt Bergmans Phil Captain Woon Tai Hai Zulfiqar Zainuddin	DoctorDB Envo BPO Services Sdn Bhd Malaysia Digital Economy Corporation BP Business Service Centre Asia Sdn Bhd PMC team & Nex Drone i2M Ventures Sdn Bhd

Join Outsourcing Malaysia (J.O.M) Event

An annual networking session to update members on developments in the industry and share future initiatives. It is also a platform to invite leaders in the global business services industry to become members. It was held on 7th August 2018 in Common Ground, Wisma Mont Kiara, Kuala Lumpur.



Global Business Services Iskandar Summit 2018

i2M and Outsourcing Malaysia organised the first GBS Iskandar Summit 2018 held in Jen Hotel, Iskandar Puteri, Johor Bahru on 18th September 2018. The Summit was designed as an Exclusive invitation-only, information sharing forum and an intimate networking platform for key C-level executives from the Global Business Service (GBS) industry within the region. Attendees had the opportunity to engage in challenging debates and thought-provoking knowledge sharing with senior industry practitioners and thought leaders regarding strategic opportunities to gain advantage in an increasing competitive digitally revolutionised business presence. i2M Ventures' Sdn Bhd Managing Director, Zulfiqar Ziauddin delivered the welcome address.



Cybersecurity Chapter

The newly formed Cybersecurity has been active throughout the year. The chapter participated in and supported various cybersecurity events in the year. Plans are afoot for directors awareness training on cybersecurity and regular forums for members.

AI SIG

The Artificial Intelligence Special Interest Group was formed this year to cater for the growing demand for AI in the industry and among the users. In the past year, the AI chapter held a forum for members.

Venture Investment Chapter

PIKOM Sea Dragon Venture Platform

The inaugural PIKOM SEA Dragon Venture Platform, was unveiled on May 11th, aimed at connecting scale up companies in Malaysia and across the South East Asia region with global venture capitalists, corporate investors and high net-worth individuals from China, Silicon Valley, Hong Kong and Malaysia and others.

This new industry initiative by PIKOM's Venture Investment Chapter, stems from the fact that lack of funding and lack of public exposure are some of the biggest hurdles faced by companies in the scaleup stage. Through this platform, we could be looking at some of these companies receiving funding of up to USD25 million in this platform.

The Sea Dragon Venture Platform proved to be a fruitful initiative, attracting more than 170 companies from Malaysia and SEA region who impressed the investors to get the much-needed funding to take them to the next level. It was no easy task as the stakes were high and after grueling preliminary phases, this number was scaled down to 32. Out of these 32 companies who made the final cut about sixty percent were Malaysian companies.



International Engagements



The Asian-Oceanian Computing Industry Organization (ASOCIO) is an ICT Federation organized by ICT associations representing 24 economies throughout Asia Pacific. ASOCIO was established in Tokyo, Japan in 1984 and it is the most time-honored and active international ICT trade organization in Asia and Oceania. Its influence covers more than 10,000 ICT companies and represents approximately USD\$ 350 billion of ICT revenue in the region. ASOCIO's objective is to promote, encourage and foster relationships and trade among its members, and to develop the computing industry in the region.

ASOCIO is actively involved in many events such as Multilateral Trade Visit, Smart City Summit and Digital Summit in order to share knowledge as well as promote collaboration between ICT organizations/government bodies. Below are the highlights that have taken place this year:

Multilateral Trade Event (MTV)

ASOCIO Multilateral Trade Visit 2018 was held in Vientiane Capital, Lao PDR from January 23 – 26, 2018. This event was co-hosted by Lao ICT Commerce Association (LICA) and with the collaboration of Ministry of Post and Telecommunications (MPT) of Lao PDR.

There were a total of 27 delegates from more than 7 countries such as Bhutan, Japan, Malaysia, Myanmar, Sri Lanka, Thailand and Taiwan in this trade visit.



LICA Booth at Lao ICT Expo 2018.

3rd BIITTE and 2018 Plenary Meeting, Bhutan

The ASOCIO Plenary Meeting was held in Thimphu, Bhutan from June 20 -23 2018 in conjunction with the 3rd Bhutan International IT & Training Event (BIITTE). The event was co-hosted by Bhutan ICT & Training Association (BICTTA) and with the collaboration of The Department of Information Technology & Telecom (DITT), under the Ministry of Information and Communication, Royal Government, Bhutan.



There were 53 delegates from more than 10 countries including India, Japan, Korea, Malaysia, Myanmar, Singapore, Sri Lanka, Taiwan, Thailand and Vietnam who attended the event.

The theme of the event is “Promoting Techno-Entrepreneurship for Digital Economy”. The event focused on talks and discussions on components, impacts, and security aspect of E-Governments, E-Commerce and building a start up ecosystem through panel discussions and seminars.



Smart City Summit, Hanoi, Vietnam

The Smart City Summit was held in Hanoi, Vietnam from September 17 – 18, 2018. The event was organized by ASOCIO (Asian-Oceanian Computing Industry Organization) and Vietnam Software & IT Services Association (VINASA), hosted by Hanoi People's Committee.

The theme for this event is “Creating Smarter and Securer Cities by Digital Solutions”, which covered presentations on topics such as Digital Government, Smart Transportation, Smart Education, Smart Healthcare and others – all leading to a smarter living lifestyle. This event attracted 700 delegates including the local and international participants. Business matching sessions between the local and international delegates were also conducted. Site visits to Hi-tech Park and Smart City models around Hanoi were also arranged for all trade visitors.



ASOCIO Digital Summit 2018, Tokyo (Nov 7th-8th 2018)

The ASOCIO Digital Summit 2018 was held in Tokyo, Japan on 7 – 8 November 2018. Hosted by Japan Information Technology Services Industry Association (JISA), the two-days event will take place in ANA InterContinental Hotel, Tokyo.

The concept for this summit is “Connected: connecting with people beyond borders, generation and cultures.”



About 800 local and international delegates attended the summit.

One of the interesting programmes at this event was the launch of the ASOCIO Research report which was published in partnership with WITSA. The report titled ICT Talent Development & Collaboration: Cross Border Opportunities within Asia Pacific covers 13 economies such as Australia, Bangladesh, China, India, Indonesia, Japan, Korea, Malaysia, Singapore, Sri Lanka, Taiwan, Thailand, and Vietnam.

Research firm, International Data Corporation (IDC) was engaged to write the report using relevant findings and analysis to cover each economy. The objectives of the research report are:

- To ascertain the key ICT talent demand, supply and effective development initiatives and agenda in the region;
- To identify the deficiencies or gaps of these talent pools (demand and supply) within each economy;
- To identify areas of synergies and opportunities for cross border ICT talent acquisitions and collaborations;
- To set a foundation in converting these opportunities into realistic implementation plans for the next stage of the project;

The ASOCIO Awards Night was also held to recognize the contribution and achievements of organisations in the following categories:

Award Category	Award Recipient
Outstanding ICT Company	Powerware Systems
Outstanding User Organization Award	Maybank Group
Digital Government Award	Malaysia Digital Economy Corporation for eUsahawan
ICT Education Award	Knowledge.com Corporation



PIKOM in the News



Year	Month	Media Events/News Topic
2017	November	#MYCYBERSALE 2017 Hits RM311 Million Gross Merchandise Value
	November	PIKOM Signs MOU With FUSIONEX, MATTA and Cybersecurity Malaysia To Boost Growth in Digital Economy
	November	PIKOM Unveils Newly-Elected Council For 2017-2018 Term
2018	February	PIKOM hosts Chinese New Year dinner for Members
	February	PIKOM signs MoUs with five associations for SMEs to adopt eCommerce
	March	Media luncheon with PIKOM Chairman
	March	Malaysia makes inaugural debut as new head of the Asia Pacific ICT Alliance (APICTA)
	May	PIKOM SEA Dragon Venture Platform to Connect Global Investors with Scale Ups from Malaysia and Beyond
	May	PIKOM Welcomes Y.B. Gobind Singh Deo as the New Communications and Multimedia Minister
	July	ICT Job Market In Malaysia recovered in 2017 recording higher salary growth and double-digit job numbers growth
	July	PIKOM targets RM370 million GMV for #MYCYBERSALE 2018
	August	#MYCYBERSALE 2018 fuels e-Commerce sector with growing participation by SMES
	September	#MYCYBERSALE 2018 heats up with prizes worth up to RM20,000 for top spenders
	September	GBS Iskandar Summit 2018 to drive the Industry 4.0 agenda in Malaysia's global business services sector
	September	Budding developers from 8 schools and universities to represent Malaysia at 18th International Apicta Awards in China
	October	PIKOM welcomes back Alan Fung as the association's new secretariat CEO
		#MYCYBERSALE 2018 hits new records with RM390 million in GMV
	November	Press statement by PIKOM on Budget 2019
		Communications and Multimedia Minister YB Gobind Singh Deo officiates PIKOM Leadership Summit 2018

Media Clippings

PIKOM

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Pikom SEA Drag global investors with scale up

By Digital News Asia | May 22, 2018

• 32 startups from Southeast Asia to pitch to top investors

• Fundraising via platform aimed to receive funding of up to US\$25 million

PIKOM sasar GMV RM370 juta di MyCybersale

KUALA LUMPUR 24 Julai - Juara dalam talian bertajuk #MyCybersale 2018 kali ini yang bermula 1 September hingga 7 September dijangka mencapai nilai dagangan (GMV) sebanyak RM370 juta berbanding RM311 juta yang dicatat pada 2017.

Pemilihan KIC Kelantanang Malaysia (PIKOM) yang merupakan komite berbilang pihak yang dianggotai oleh beberapa agensi kerajaan dan swasta, telah mengumumkan bahawa pihaknya akan mengadakan pertandingan e-dagangan terbesar di Malaysia ini pada tahun ini.

Pemilihan KIC Kelantanang Malaysia (PIKOM) yang merupakan komite berbilang pihak yang dianggotai oleh beberapa agensi kerajaan dan swasta, telah mengumumkan bahawa pihaknya akan mengadakan pertandingan e-dagangan terbesar di Malaysia ini pada tahun ini.



Purata gaji iktisias ICT dijangka naik 5.4 peratus



Sasar RM370j

PIKOM sasar #MYCYBERSALE 2018 akan mencatatkan GMV RM370 juta



Pikom targets RM370m GMV in #MyCyberSale 2018

Pikom sasar jana GMV RM370 juta



PIKOM gesa kerajaan tangani isu jejas pertumbuhan industri ICT

Alan Fung CEO baharu Pikom



ICT Job Market in Malaysia Recovered in 2017



今年MyCybersale 交易總額目標3.7億

【本報訊】由2018年9月1日至9月7日，在檳城舉行的MyCybersale 2018年網絡購物盛事，預計可達3.7億令吉的總交易額（GMV）目標。其中5000萬令吉將作為出口收入。

主辦單位表示，今年MyCybersale 2018年網絡購物盛事，預計可達3.7億令吉的總交易額（GMV）目標。其中5000萬令吉將作為出口收入。

PIKOM Chairman Ganesh Kumar Bangah interviewed by Mikhail Raj, analyst and host of Biz Talk at Bernama News Channel. The interview covered a whole range of topics, DFTZ, E-Commerce, Fintech, cybersecurity, and much more.



Press Conference: Launch of #MYCYBERSALE 2018



Launch of PIKOM ICT Job Market Outlook in Malaysia 2018



PIKOM Chairman Ganesh Kumar Bangah interviewed by Astro Awani's SME Bersama Afiezy Azaman



RTM 1 news coverage: #MYCYBERSALE Sasar jana GMV RM370 juta



PIKOM aspires to become a talent enabling platform that enhances and matches the demand and supply of IT knowledge workers through an integrated and holistic approach encompassing industry, academia and governmental agencies.

PIKOM Academy wish to address the following industry needs:

- Assist industry to bridge the talent gap.
- To create awareness and promote programmes related to IR 4.0 and latest tech programmes.

List of training by PIKOM Academy for year 2017/2018:

- **Applied Data Analytics**

Date: Dec 7th & 8th 2017

Venue: Fusionex

Training Partner: Fusionex

- **Star On Trac Certification**

Date: Jan 15th – 19th & Jan 22nd – 26th 2018

Venue: PIKOM Training Centre & TNB

Training Partner: On Trac



- **33rd PIKOM PowerPM Leadership Course (PLC)**

Date: July 16th to 20th 2018

Venue: PIKOM Training Centre

Training Partner: Business Technovise International (BTI)



- **Manager Development Programme**

Date: Jan 15th - 19th & Jan 22nd - 26th

Venue: PIKOM Training Centre & TNB

Training Partner: On Trac

- **Applied Data Analytics**

Date: March 20th & 21st 2018

Venue: Fusionex

Training Partner: Fusionex

- **32nd PIKOM PowerPM Leadership Course (PLC)**

Date: April 16th – 20th 2018

Venue: PIKOM Training Centre

Training Partner: Business Technovise International (BTI)

- **34th PIKOM PowerPM Leadership Course (PLC)**

Date: October 1st to 5th 2018

Venue: PIKOM Training Centre

Training Partner – Business Technovise International (BTI)



Other Events by PIKOM Academy:

- **21st PIKOM PLC Thought Leadership Talk**

Partner: Business Technovise International (BTI)

Date: December 5th 2017

Theme: Integration Management

Venue: PIKOM Training Centre



- **PIKOM Success Forum**

Date: December 13th 2017

Theme: Pushing the Boundaries – Success in the Digital Age

Venue: Kuala Lumpur Convention Centre

Invited Speakers: • Roshan Thiran (CEO, Leaderonomics)

• Chan Kok Long (Executive Director, iPay88)

No. of attendees: 77

Synopsis: “PIKOM Success Forum, a satellite event held in conjunction with Global Entrepreneurship Community Summit 2017 which was organized by Malaysian Global Innovation & Creativity Centre (MaGIC)”

- **Everything Digital in 2018**

Partner: Persolkelly & INSEAD

Date: February 28th 2018

Venue: Parkroyal Kuala Lumpur

Invited Speaker: Prof. Phil Parker

No. of attendees: 52

Synopsis: “Uncover the core notions of AI and machine learning and how problems are approached using these techniques. A broad outline on a systematic approach to developing coherent strategies that leverage artificial Intelligence and other emerging technologies will be shared.”

- **22nd PIKOM PLC Thought Leadership Talk**

Partner: Business Technovise International (BTI)

Date: March 13th 2018

Theme: Scope Management

Venue: PIKOM Training Centre

No. of attendees: 29

- **3rd PLC Annual Leadership Award and Dinner**

Partner: Business Technovise International (BTI)

Date: May 17th 2018

Venue: OAK Hall, Menara OBYU

No. of attendees: 36

Top Awards Winners:

- a. Company
 - Malaysia Airlines Berhad
 - Aetins Global Services
 - Takaful
- b. Individual
 - Tho Chee Kin (Edotco)
 - Shahazana Shaari (SME)

- **23rd PIKOM PLC Thought Leadership Talk**

Partner: Business Technovise International (BTI)

Date: June 26th 2018

Theme: Management

Venue: PIKOM Training Centre

No. of attendees: 27

- **AI Seminar – Practical Applications of AI for Businesses**

Partner: iTrain

Date: August 2nd 2018

Venue: PIKOM Training Centre

Invited speaker: Dr. Ettikan K. Karuppiah

No. of attendees: 45

- **Entrepreneurship can be a Corporate Best Practice**

Partner: Persolkelly & INSEAD

Date: August 28th 2018

Venue: Royal Lake Club

No. of attendees: 35

- **24th PIKOM PLC Thought Leadership Talk**

Partner: Business Technovise International (BTI)

Date: September 4th 2018

Theme: Cost Management

Venue: PIKOM Training Centre

No. of attendees: 32

Membership : New Members 2018



PIKOM embarked on an aggressive campaign to promote the corporate and individual memberships at various roadshows, corporate events, festive events and business networking events. As a result of their efforts, the Association successfully recruited 87 new corporate members and 266 individual members from November 2017 to October 2018.

Across Verticals Sdn Bhd
 Allf Management Group Sdn Bhd
 Angstrom Technologies Sdn Bhd
 Asian Integrated Medical Sdn Bhd
 AsiaPay (M) Sdn Bhd
 Atoz Computer Media Sdn Bhd
 Avavaz Sdn Bhd
 Baby Direct Sdn Bhd
 Banking Technologies Asia MCS Sdn Bhd
 Bay Group Holdings Sdn Bhd
 BNetworks Sdn Bhd
 BP Business Service Centre Asia Sdn Bhd
 Calms Technologies Sdn Bhd
 Carsome Sdn Bhd
 Che Ibu Ayu Beauty
 Chic Initiative Enterprise
 Computer Land Malaysia Sdn Bhd
 CSP Global Technologies Sdn Bhd
 CXC Global (M) Sdn Bhd
 CXS Analytics Sdn Bhd
 Cyngus Technologies Sdn Bhd
 Datalynx Sdn Bhd
 Decowood Marketing
 Deloitte Tax Services Sdn Bhd
 Dnex Technology Sdn Bhd
 Dojo KL Sdn Bhd
 eCommerce Media PLT
 Emgraft Systems Sdn Bhd
 Ernst & Young Advisory Services Sdn Bhd
 Experiential Learning PLT
 Future Leaders Internship Program FLIP
 Favor Tech Sdn Bhd
 First Online (M) Sdn Bhd
 Forest Interactive Sdn Bhd
 Gameka Sdn Bhd
 Genpact Malaysia Sdn Bhd

GHL ePayments Sdn Bhd
 Giosis Sdn Bhd
 Harvess International Sdn Bhd
 IMEC Hygiene Sdn Bhd
 IMS Asia Sdn Bhd
 INETSOHO Resources Sdn Bhd
 Infinity Capital Enterprise
 Infront Consulting Group (M) Sdn Bhd
 Insite My Innovations Sdn Bhd
 Katy World (M) Sdn Bhd
 Key Alliance Group Berhad
 Krypton Global Networks (Malaysia) Sdn Bhd
 Ladders Enterprise
 Loong's Leather Shoes Collection
 LTT Global Communications Sdn Bhd
 Massa Collection Sdn Bhd
 Matrix Invent MSC Sdn Bhd
 Max Money Sdn Bhd
 Mobiversa Sdn Bhd
 NEM Malaysia Sdn Bhd
 Netquas Holiday Sdn Bhd
 Neuro Multi Skill Sdn Bhd
 Nexus Asia Sdn Bhd
 NG Jewel Sdn Bhd
 Olive Tree Lifestyle Sdn Bhd
 Oso Cane Sdn Bhd
 Palo Alto Networks (Malaysia), LLC
 Passiontree Marketing Sdn Bhd
 QRTAC Sdn Bhd
 Rentwise Sdn Bhd
 SaltySkins Sdn Bhd
 Sandwich Enterprise
 SCCW Holdings Sdn Bhd
 SEM Marketing (M) Sdn Bhd
 Servicesource International Malaysia Sdn Bhd
 Software One Experts Sdn Bhd

Sputnik Consulting Sdn Bhd
 SRG Asia Pacific Sdn Bhd
 Steiger International Sdn Bhd
 Surf Venture Enterprise
 Synergy Four Sdn Bhd
 Synergy Log-In Systems Sdn Bhd
 Sysnapse Service Provider (M) Sdn Bhd
 Tecforte Sdn Bhd
 The Offshore Partners Sdn Bhd
 Top Click Sdn Bhd
 UVR Creative Sdn Bhd
 Volotect Sdn Bhd
 VSEM Technology Sdn Bhd
 Wide Tropism Trading Sdn Bhd
 Wingo Starr Group Sdn Bhd
 Zexnet Systems Sdn Bhd

Highlights of Events

PIKOM

31st ANNUAL GENERAL MEETING

A newly elected council was formed at the 31st Annual General Meeting held on November 24th 2017 in PIKOM, to lead the National ICT Association of Malaysia for the 2017/2018 term.



PIKOM Leadership Summit 2017

The 9th PIKOM Leadership Summit (PLS) 2017 event was held on November 23rd 2017 at the Connexion Conference & Event (CCE) @ Vertical. The then Transport Minister Dato' Sri Liow Tiong Lai launched the Inspiring Tales from Business Leaders-themed event, as well as the 9th PIKOM ICT Strategic Review 2017/2018 report themed as Convergence of the Digital and the Physical Worlds.

The 300-plus attendees comprised C-Level executives, captains of the industry, government agencies and government-linked companies, higher institutions of learning and end user group.

The event was organised by PIKOM with MDEC as the strategic partner. The Diamond sponsor was Fusionex while other sponsors included NTT Data, AMD, Lenovo, Akamai, Jabra and 11street.

During the event, PIKOM signed Memoranda of Understanding (MoUs) with three key organizations to boost further adoption and growth in the digital economy for Malaysia.

The first MoU with Fusionex was to allow ICT Professionals to be equipped with the right skills and training in Big Data, in line with the Government's target of achieving 20,000 data professionals by 2020. To heighten awareness of the malice and threats of Cybersecurity attacks, PIKOM also signed an MoU with Cybersecurity Malaysia (CSM).

PIKOM also signed an MoU with the Malaysian Association of Tour and Travel Agents (MATTA) to promote further adoption of the digital platform for the Travel industry.

A mock cheque presentation was also held where PIKOM and Fusionex each donated RM20,000 to the Malaysian Red Crescent Society (MRCS) in aid of the victims of the devastating 2017 Penang floods.

About 20 speakers, panelists and moderators took part in the event to add more impact with their interesting and dynamic presentations, discussions, candid interviews and exchanges on today's hot technology topics and trends.

A side exhibition featuring products and services by partners and sponsors was one of the highlights of this annual event.



PIKOM Annual Dinner and ICT Awards Night 2018

More than 1,000 guests attended the PIKOM Annual Dinner and ICT Awards 2018 themed We Sing, We Dance and We Celebrate, which was held on September 21st at the Majestic Hotel Kuala Lumpur. Once again, the biggest awards night of the ICT Industry of Malaysia was a delightful event, honouring the MSC APICTA award recipients and also the PIKOM Leadership Award recipients. The guest of honour at the black-tie dinner was Minister of Entrepreneur Development, YB Mohd Redzuan Md Yusof. The Minister also launched PIKOM's inaugural quarterly magazine, my.iT at the event. The Shanghai Sisters entertainment group delighted the ballroom-full of guests with their powerful and energetic rendition of popular numbers in English, Malay and Chinese. Comedian Rizal Van Geyzel brought the house down with his bagful of jokes and funny stories.

The guests had glamour, grace and beauty written all over them, making it hard for the fashion police judges to pick the winners for the best-dressed awards.











MSC Malaysia APICTA Awards 2018 Winners

No	Head Category	Sub-category	Status	Organisation / Institution	Product / Project
1	Student	Junior Student	Winner	SJKC Yuk Chai	Air Project
			Merit	Sekolah Menengah Kebangsaan Damansara Jaya	New Gen Farming
			Merit	Foon Yew High School	Talent Trade
			Merit	Chung Ling Private High School	New Generation Mobility Support Device
2	Consumer	Media & Entertainment	Merit	Epnox Technologies	LitLive
		Banking, Insurance & Finance	Winner	Finology Sdn Bhd	Loanplus Service
		Real Estate	Merit	BNetworks Sdn Bhd	bWave Centrix IoT for Real Estate
		Retail and Distribution	Winner	Farm to Fork	dahmakan
		Tourism & Hospitality	No Winner/ Merits		
3	Industrial	Manufacturing	Merit	DF Automation & Robotics Sdn Bhd	Trackless AGV with Robotic Arm
		Agriculture	Winner	Loo Urban Farm	HAVVA Urban Farming Solutions
4	Inclusions and Community Services	Health and Wellbeing	Merit	FAVORIOT	Raqib
			Merit	Blockchain Street Sdn Bhd	Blockcord
		Community Services	Winner	TerraPhoenix Sdn Bhd	Icycle
			Merit	FAVORIOT	Favoriot IoT Middleware
		Education	Winner	Beeducation Adventures Sdn Bhd	BeED Educational Experiential Learning Platform
		Resources, Energy & Utilities	No Winner/ Merits		
		Engineering & Construction			
		Supply Chain Logistics			

MSC Malaysia APICTA Awards 2018 Winners

No	Head Category	Sub-category	Status	Organisation / Institution	Product / Project
5	Business Services	ICT Services Solutions	Merit	RunCloud	RunCloud managing multi-cloud hosting and web deployments
		Security Solutions	Winner	Emgraft Systems Sdn Bhd	Simplex Systems
		Finance & Accounting Solutions (FINTECH)	No Winner/ Merits		
		Professional Services (Legal, HR Etc) Solutions			
6	Public Sector and Government	Government & Citizen Services	Winner	National Defence University of Malaysia & Green Data Center LLP	Anytime Anywhere Combat Computing Unit (A2C2U)
7	Cross Category	Start Up	Winner	RunCloud	RunCloud is a fast and easy cloud panel for managing multiple cloud hosting and web deployments. Software as a Service (SaaS)
		Research and Development	Winner	Telekom Research & Development Sdn Bhd	Smart Safety Helmet
			Merit	DF Automation & Robotics Sdn Bhd	Trackless AGV with Robotic Arm
8	Technology	Internet of Things	Winner	BNetworks Sdn Bhd	bWave Centrix : Technology Agnostic IoT Service Platform
		Artificial Intelligence	Winner	SmartPeep	AI-based Fall Monitoring System
		Big Data Analytics	No Winner/ Merits		

PIKOM ICT Leadership Awards (PILA) 2018

Award Categories:



FireEye Malaysia



Affin Bank Berhad



Andrew Tiang,
N2N Connect



(1) Chong Chin Kan,
QSR Group
(2) Sher Khan Akbar Khan,
UEM Group

PIKOM Leadership Summit 2018

The annual PIKOM Leadership Summit 2018 was held on November 13th at the Sheraton PJ Hotel. The event was officiated by Minister of Communications and Multimedia YB Gobind Singh Deo who also launched the 10th edition of the PIKOM ICT Strategic Review 2018/2019.

The *Embark on the Digital Revolution* - themed PLS 2018, attended by over 500 delegates was organised by PIKOM with MDEC as the strategic partner. It provides the ideal platform for hundreds of thought-leaders and C-Level participants to network with some of the big names in the Malaysia's ICT industry and at the same time, learn the latest trends and insights in technology.

For the first time the event was held together with Smart Sourcing Summit, the flagship business leadership event of Outsourcing Malaysia, which is a chapter of PIKOM.

Fusionex was the pinnacle partner of this combined impactful event valued at RM990 per delegate. The other partners are Taiwan Excellence, Dimension Data, NEM, PWS, VeeAM, Exclusive Networks growthX Academy and SRG.



International APICTA Awards 2018 in Guangzhou, China

Malaysia took home one winner and six merit awards at the International APICTA Awards 2018 in Guangzhou, China from October 9th to 13th, 2018. The sole winner recipient was Sekolah Menengah Kebangsaan Damansara Jaya who won for their project New Gen Farming, which uses Internet of Things technology with Raspberry Pi as the main hardware developed to help farmers manage crops better and cheaper than other current systems.



PIKOM CHARITY GOLF 2018

About 88 golfers were up bright and early to tee off at the PIKOM Charity Golf 2018 held on July 24th 2018 at Kota Permai Golf & Country Club in Kota Kemuning, Shah Alam. It was a praiseworthy effort on the part of the golfers as the event raised RM60,000 of which RM20,00 each was donated to Montfort Youth Training Centre, National Council for the Blind and the Malaysia Association for the Welfare of Mentally Challenged Children.



Festive Gatherings

PIKOM Chinese New Year Dinner

More than 200 guests attended the association's annual Chinese New Year 2018 dinner for members held on February 7th 2018 at the Sime Darby Convention Centre. It was certainly a joyous event bringing together prominent leaders, captains of the ICT industry and ICT Professionals. Guests enjoyed the mouth-watering eight-course dinner, the festive cookies and drinks. Some even went home with lucky draw gifts. Most of all it was a great occasion for guests to catch up with old friends and colleagues.



PIKOM Hari Raya Open House

The PIKOM Hari Raya Open House, held on July 3rd was once again a joyous event for the 300 plus guests who attended the event. It was the perfect event for networking and catching up with clients, friends, partners and colleagues and enjoying the fabulous spread of local delicacies.



Affiliation

PIKOM

PIKOM maintains close affiliation with national and international bodies.



THE CHINESE CHAMBER OF COMMERCE AND INDUSTRY OF
KUALA LUMPUR & SELANGOR (KLSCCCI)



**GLOBAL ENTREPRENEURSHIP
MOVEMENT ASSOCIATION**



PERSATUAN INDUSTRI KOMPUTER DAN MULTIMEDIA MALAYSIA
THE NATIONAL ICT ASSOCIATION OF MALAYSIA

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