

## FINISHING OFF THE SECOND QUARTER OF 2010

As we enter the second half of the year it gives us an opportunity to review what TeAM has done over the last 6 months and to plan for the next 6. While we are pleased that we have done several interesting projects and have engaged the Government on creating a better environment for Technopreneurs we always strive to do more.

Other than the monthly T3 get-together events, we also like to focus on Market Access in the coming 12 months. The challenge of this focus includes reaching out in terms of capacity and resources; helping companies in different stages, from start-ups to the more mature companies; looking at a partnership model to boost our reach, and a few others.

The Market Access program focuses on assisting our members to create a market for their products and services both globally as well as locally. Our initiative in Go Global and Buy MSC Malaysia are two of the ongoing efforts to help the industry. Moving forward we are planning more activities co-organised with other bodies and associations, with the aim of tapping a larger network and thereby creating business opportunities for our members.

One way to improve ourselves is to listen to our audience. Feel free to drop us your comments and recommendations, and better still take part in our events. Let us know if you can connect us with other groups or organisations/Associations, which could make our activities more interesting.



T3 March 2010

### T3 MARCH 2010 WITH MARK CHANG FROM JOBSTREET

Starting random businesses from trial-and-error, and then ending up running the leading job portal in Malaysia. I guess it takes more than mere luck to run a business spanning across different countries. Join us each month in our T3 session and learn from the gurus.

### T3 APRIL 2010 WITH CHOK KWEE BEE FROM TEAK CAPITAL

The woman with money, and tons of it. How do VCs in Malaysia work differently from those in other countries? Is there something else in a VC that you should consider, other than the money? If you happen to bump into her sometime in the future, don't miss the chance to mingle with her and to receive some advice on growing your business and making it 'venture funding ready'.

### T3 MAY 2010 WITH DASH FROM WARISAN GLOBAL

Wonder who is the person behind the Malaysian host for Global Entrepreneurship Week (GEW)? An icon in the industry and having just launched the GEW 2010 on top of KL Tower, the energy behind this guy is immense. Stay tuned for their activities on [www.gewmalaysia.com](http://www.gewmalaysia.com)



T3 June 2010

### T3 JUNE 2010 WITH RICHARD TAN FROM LELONG.COM.MY

It is wonderful to have a nice turnout during his talk, despite a World Cup game showing live on TV at the same time. This shows the drawing power of Richard who runs probably the most successful e-commerce site in Malaysia. Check out the session's video recording on our website.

### IN PROGRESS AND PLANNING

We are participating in discussions and inputs under MSC Malaysia's Local Advisory Panel, especially in the following segments:

- Malaysian companies expanding business globally
- Adopting Malaysia made ICT products and services locally

### PANEL SERVICE PROVIDER & MEMBERSHIP BENEFITS

A few little perks of joining us as a member: Discounted subscription for iPay88, FREE consultation on your Intellectual Property matters; and more. This is on top of supporting our effort in improving the Technopreneurs ecosystem and holding different events.

### GO GLOBAL-US PROGRAMME LAUNCHING

A few of our Go Global participants are heading to the United States in July. In fact, some are already there, setting up partnerships, or getting local staff to engage with the right parties. Although different companies have different approaches, budget, strategies, time line, etc, it is no doubt that business in the ICT sector should look at the world as their market. Let us know how we can help you to grow your business abroad, or if you would like to share your experience with like minded entrepreneurs.

### TEAM AGM & DIALOGUE ON NEW ECONOMIC MODEL (NEM)

We had our Annual General Meeting back in late April. The new list of executive and council members is on our website under "Council & Subcommittees". The annual routine session



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was followed up by a discussion on the NEM. You can get a copy of our recommendation on NEM on our website as well.

Picture above from left: Azlan Yaacob - Green Technology; Chris Leong - Funding; Ir. Aziz Ismail - Go Global; Koh Lee Ching - TeAM President; Premesh Chandran - Social Entrepreneurship; Lu Chen Pin - Professional Development; Hazani Hassan - Government Relationship; Bernice Low - Creative Content; Daniel Cerventus - Youth Outreach

### TEAM ADVISOR INVITED TO PRESENT TEAM'S VIEW ON THE FUNDING ECOSYSTEM TO PEMANDU LABS

TeAM's Advisor Dr.V.Sivapalan who conducted the NEM Dialogue at the AGM was invited to present TeAM's views on improving the funding ecosystem as part of PEMANDU's (Performance Management & Delivery Unit) effort under the NEM. TeAM's recommendations were presented and they have agreed to take these into consideration. This is part of TeAM's effort in engaging the Government on policy matters to make sure the Voice of Technopreneurs are considered when policies affecting them are created. If TeAM's recommendations are adopted we are confident the funding environment for members will be substantially better for the next few years. You can view TeAM's recommendations on the TeAM website.

### MEMORANDUM OF UNDERSTANDING (MOU) SIGNING WITH IPAY88

iPay88 is one of our preferred partner on our reference panel of service providers,

especially for Internet Payments. Companies will get a discounted rate by being a TeAM member when they sign up for an Internet Payment gateway service with iPay88.



### LAUNCH OF TEAM CLOUD COMPUTING PROJECT

This project assists TeAM members who would like to push their platform to the cloud, which started late last year. We will start rolling out the free 12-months access shortly, as well as having a half-day event to launch this. As cloud computing is one of the high-lights under the 10th Malaysia Plan, join us to know more on what it means to you as a business owner, or as an end user.

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## ABOUT TEAM

The Technopreneur Association of Malaysia ("TeAM") was formed in 2001 by a group of Malaysian Technopreneurs to further the interests of Technopreneurs and to assist in the development of the Digital Economy in Malaysia.

Since its founding, TeAM's efforts in accelerating the adoption, growth and development of the ICT industry in Malaysia has resulted in a number of successful key initiatives such as the Cradle Investment Programme (CIP), Excite the Entrepreneur Programme, TeAM Clinic, Malaysian ICT Trade Directory (with MATRADE), MSC Global Technopreneur Forum 2004 (with MDeC) among others.

At the same time, TeAM takes an active role in fostering ICT development efforts in support of initiatives by the Government of Malaysia to make Malaysia a major ICT and Biotechnology player in the region. TeAM annually participates in the Malaysian Government's annual budget dialogue and has proposed ideas and initiatives to enhance the technopreneur sector in the country.

Have not subscribed to our mailing list yet? Go signup at [www.team.net.my](http://www.team.net.my), email us at [info@team.net.my](mailto:info@team.net.my) or call Siti at 03-2264 5320

TeAM Secretariat  
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