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## **STRATEQ AND INTUITTECH FORGE ALLIANCE**

### ***Partnership Forms World's largest Asterisk Enterprise IP Telephony Communications Provider***

Kuala Lumpur, 18 August 2011 - Strateq Sdn Bhd (*formerly Kompakar Inc Sdn Bhd*), a leading technology provider of solutions and services, announced it has entered into an strategic partnership with Intuittech Sdn Bhd, the world's largest Asterisk solutions provider.

The alliance allows Strateq to become the primary sales interface to market and distribute the complete portfolio of Asterisk-based telephony solutions from Intuittech in the Asian region.

Asterisk (created by Digium, Inc.) is the market leader for open source communication applications. It is currently deployed on millions of servers worldwide to manage PSTN (Public switched telephony network) and Voice Over Internet Protocol (VOIP) calls for businesses and individuals.

Strateq's Head of Infrastructure and Technology Services Tan Seng Kit said: "We are glad to have Intuittech added on our partner ecosystem. We look forward to working together with Intuittech to achieve a mission to revolutionize open source telephony solutions for enterprises in the Asian market."

"Together, Strateq and Intuittech will be the world's largest Asterisk telephony solutions provider. We expect the partnership will contribute significantly to the Group's revenue in 2012 and help both companies carve a bigger share in the IP telephony market, while helping us to penetrate into new vertical markets.

Asterisk has been the answer to many enterprises' growing communications pain. It is simply a cost-effective alternate to expensive, proprietary telephony systems. Similarly, Asterisk offers rich yet flexible features including unlimited extensions, call forwarding, voice mail, voice mail to email, conference bridge, unified communication and more, said Tan.

“We strongly believe Asia will be the next big wave of growth for Asterisk as enterprises are starting to recognize its real benefits such as flexibility, features richness and cost savings in terms of hardware and licensing fees,” Tan explained.

“At Strateq, our philosophy is IT infrastructure and applications should not be a burden to an organization, but it should be a differentiator. In fact, on a group level, we have started do phase out our traditional Private Branch Exchange (PBX) system to adopt Asterisk IP telephony based system.” Tan added.

Commenting on the partnership, Daniel Krahenbuhl CEO of Intuittech Sdn Bhd said, “We believe Strateq is the right partner because of their vast experience in managing enterprise markets and wide regional coverage. We look forward to working closely with them to make Asterisk the telephony solution of choice for enterprises looking to lower communication costs without compromising quality or performance.”

The strategic partnership will allow Intuittech's clients to leverage on Strateq's regional sales and regional support resources. Intuittech will be placing its technical and implementation team at all Strateq's regional offices starting with Singapore and Thailand this year.

“Asterisk has made huge progress in the voice communications industry since it was introduced about 11 years ago. Its appeal keeps growing as businesses look for quicker return-on-investment (ROI) and technical flexibility from their telephony investment,” said Krahenbuhl.

By using Asterisk telephony systems, companies can lower their telecommunications, licensing and operational costs. Unlike traditional phone systems, there will be no additional costs for additional features such as call queue, voice mail and others. And since it can operate on standard hardware, companies have the choice to keep the existing phones and other system components that they did not want to replace.

“Some of our clients have enjoyed up to 60 per cent in cost savings associated to software licensing, hardware investment and infrastructure maintenance in the long run,” added Krahenbuhl.

Intuittech has worked with a diverse range of organizations, from large multinationals to local blue-chip organizations - to design and implement Asterisk-based telephony solutions in Malaysia and worldwide.

**About Strateq Sdn Bhd**

Strateq Sdn Bhd (*formerly Kompakar Inc Sdn Bhd*) is a leading technology enabler providing empowering solutions through smart partnerships. Strateq provides a wide array of strategic offerings which can be grouped as healthcare hospital information system, Oil & Gas downstream solutions, data centre and business continuity services, system integration and IT infrastructure and business solutions services, as well as applications development services.

Having gained an impeccable reputation in Malaysia, Strateq has also expanded into China, Hong Kong, Philippines, Singapore and Thailand.

**About Intuittech Sdn Bhd**

Intuittech Sdn Bhd is a leading provider of Asterisk and Nagios solutions in South East Asia. We design, build, implement and maintain cutting-edge telecommunications and monitoring solutions that leverage on the latest in open source technologies to empower our clients businesses, providing CIO's and technology leaders solutions that deliver business results rapidly, are value driven and more affordable.

**About Asterisk**

Digium®, Inc., created, owns and is the innovative force behind Asterisk, the most widely used open source telephony software in the world. Since its founding in 1999, Digium has become the leading provider of open source alternatives to overpriced proprietary communication systems. Since the initial release of Asterisk, it's been tested and refined by a community of more than 70,000 developers and integrators in 170 countries around the world.

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**Press Relations:**

**Strateq Sdn Bhd contacts:**

Angela Tham or Sharina Shah Ruddin  
[angelatham@strateggrp.com](mailto:angelatham@strateggrp.com) or [sharina@strateggrp.com](mailto:sharina@strateggrp.com)  
Tel: 03 6209 5900; Fax: 03 6209 5910

**Intuittech contacts:**

Marco Di Cerbo  
[marco@intuit.my](mailto:marco@intuit.my)  
Tel: 03 2035 5802; Fax: 03- 2035 5828