



History & Profile

Advantage Systems Sdn Bhd has been a key player in the Malaysian IT Market for over 17 years, ever since it began operations in 1984.

The Company is one of the early Pioneers in the Supply and Installation of Computer Data Cables, Connectors, Structured Cabling Systems and Turnkey Computer Room Site Preparation Projects.

Over the years, the Company has also evolved and expanded its business activities beyond Structured Cabling Systems to include being a Value-Added Distributor and Solution Provider of a wide range of Connectivity, Communications, Networking, Professional Printing Solutions and lately has embarked into providing e-Solutions as well.

- a. PC-to-IBM 5250(AS/400) & 3270(Mainframe) SNA Host Connectivity and Software Solutions such as 5250/3270 Transaction Terminals, PC-to-Host Emulation Boards and Software, 5x94/3x74 Controllers and LAN-to-Host Gateways
- b. TCP/IP for Windows Emulation Software for IBM AS/400 MidRange , 3270 Mainframe and UNIX Hosts including access to these Hosts over the Internet.
- c. Web-to-Host Connectivity and e-Business Solutions
- d. Thin-Client Computing Solutions such as Network Computers, Windows-based Terminals and Server-based Thin-Client Computing from CITRIX and MICROSOFT
- e. Professional Printing Solutions such as high-performance Line and Serial Matrix Printers, High Speed Inkjet Printers, Laser Printers, Print Servers and Protocol Converters, Electronic Forms Merging Solutions, Fax Solutions, Consumables and high quality remanufactured Toner Cartridges and Accessories
- f. e-Solutions such as Customer Relationship Management (CRM) Solution and Business Intelligence(BI) Solutions for Data Warehouse, Data Extraction & Data Mining

In addition, Advantage Systems has also developed a high-value added Network Systems Integration Solutions business for its large base of Corporate Customers including the following Products and Services:-

- a. Microsoft NT/Windows 2000 and Novell Netware Operating Systems
- b. Enterprise e-Mail and Workflow Applications such as Microsoft Exchange and Lotus Domino
- c. Network Servers including RAID Disk Configurations, DAT/DLT Tape Backup Solutions, Switches, Routers, Firewalls, Network Operating Systems, Enterprise e-Mail Systems and other Networking Communications Hardware and Software to Corporate Bodies and the Public Sector





Corporate Profile

Advantage Today

Advantage Systems is today widely acknowledged as an IT Specialist and Market Leader in offering Connectivity, Communications, Networking and Professional Printing Solutions.

Advantage Systems' principal business activities include the following:

- SNA & TCP/IP Host Connectivity and Integration
- Data Cabling Consultancy and Implementation Services
- Network Systems Integration
- Professional Printing Solutions
- e-Solutions viz CRM & BI Solutions
- SupportPack IT Services

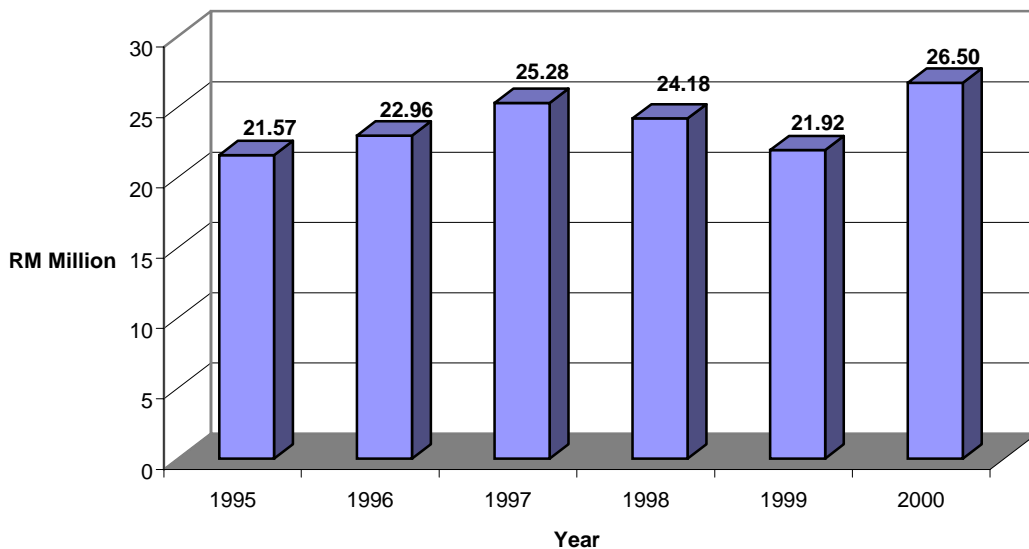
The leadership position of Advantage Systems was given further recognition and credibility in July 2000 when **Mesiniaga Berhad**, a leading Malaysian IT Company that is listed on the Main Board of the Kuala Lumpur Stock Exchange (KLSE), invested in a 30% equity stake in the Company

Fact Sheet

1. Annual Business Turnover

Over the years, Advantage Systems has enjoyed a steady business growth. With annual revenues exceeding RM26 Million, and a total Workforce of 80 specialized and dedicated Employees, we intend to continue this exponential growth as we further increase our value-added products and services.

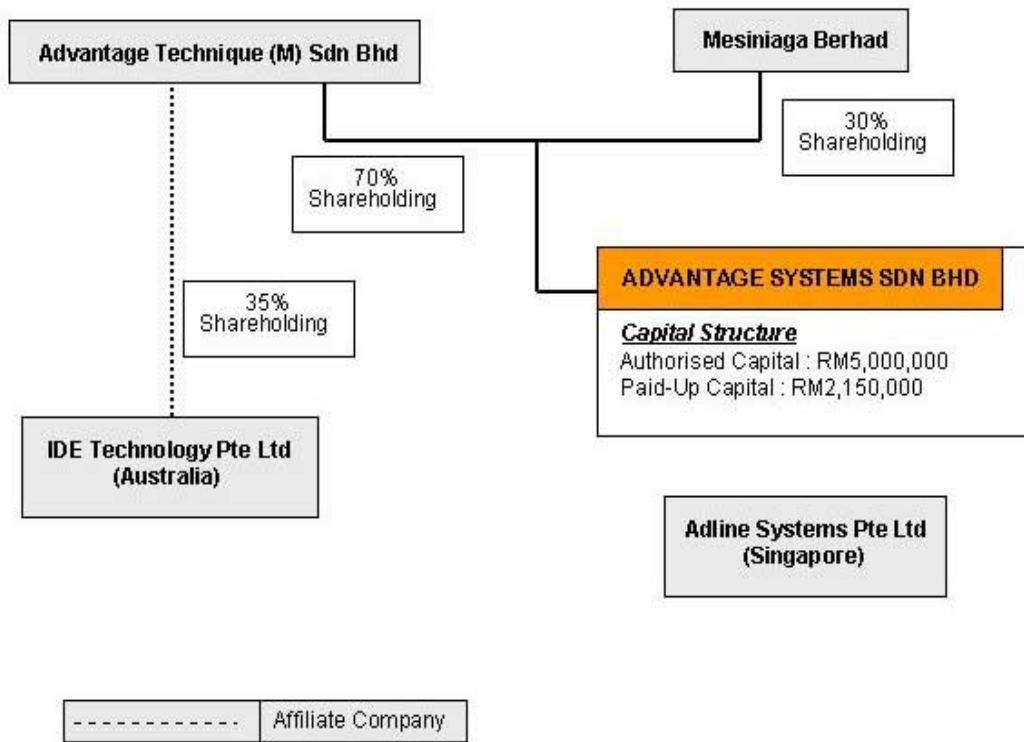
Annual Business Turnover





Corporate Profile

2. Subsidiaries & Associate Companies



- Advantage Systems Sdn Bhd has 2 Branches in Penang and Johor
- Adline Systems Pte Ltd and IDE Technology Pte Ltd are Associate Companies of Advantage Systems Sdn Bhd





Products & Solutions



Professional Printing Solutions

- TALLY – Line, Dot Matrix , Inkjet Printers & Consumables
- KYOCERA MITA – Laser Printers & Consumables
- LANTRONIX – Print Servers, Terminal Servers
- PRAIM – Printing Solutions
- PBTI – Quality Remanufactured Toners
- AXIS – Print Servers, Network Devices, Camera Servers



SNA and TCP/IP Host Peripherals and Integration

- WRQ – Emulation and Web-to-Host Solutions
- NETMANAGE – PC-to-Host Solutions
- PERLE – Network & Remote Controllers, Remote Access Servers (RAS) & Routers
- Better Online Solutions (BOS) – Communication & Connectivity Products for AS/400
- MAPLE – Twinax, Ethernet and Window-based Terminals
- VISARA – Communications & Connectivity Products for IBM Mainframe
- COMTROL – Data Communication Products for multi-user Computer
- EQUINOX – Terminal Servers, Server-based and Serial Communication Products
- LANTRONIX – Network Device Servers
- AVOCENT – KVM (Keyboard Voice Mouse) Switching Solutions
- ARGUS – Internet Routers and Remote Access Servers
- CGS – SDLC Card for IBM SNA Hosts and Coax Products for IBM Mainframe
- ADVANCED BUSINESSLINK – Web-to-Host, Remote Access & e-Business Software for the IBM AS/400



Network Systems Integration

- 3COM – Networking Products and Solutions
- CABLETRON – Total Network Solutions
- NORTEL NETWORKS – Networking Products and Solutions
- CISCO – Networking Products & Solutions
- CITRIX – Server-based Computing Solutions
- AXIS – Network Device Servers, Wireless and Mobile Communications
- EICON – ISDN Terminal Adapter and Secure Internet Connectivity Solutions
- DANWARE DATA – NetOp Remote Control and NetOp School
- TRUE NORTH SOFTWARE Inc – Internet Anywhere Mail Server



Data Cabling Services

- KRONE – High Performance Cables for Data and Communication Networks
- AMP- Electrical and Electronic Connectors, IC Sockets, Fibre Optic Products, Premises Cabling and Application Tooling
- LUCENT – Optical, Data and Wireless Networking Technologies



e-Solutions

- FRONTRANGE SOLUTIONS INC – award-winning CRM Solution, GoldMine for Sales & Marketing, HEAT for Support & Services including HelpDesk & Call Center
- BRIO TECHNOLOGY – BrioQuery Business Intelligence & Data Warehouse Solutions





Corporate Information

For more information about Advantage Systems Sdn Bhd, please visit our homepage at <http://www.advantage.com.my>.

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