

THE OFFICIAL NEWSLETTER OF THE TELECONSULT GROUP OF COMPANIES



A word from the Chairman



Lord John E. Shazell
CEO & President

At the beginning of a new year, there is always new hope that the year ahead will be better than the last.

2003 was a year to be remembered for the Iraq war, increased threats of terrorism, SARS outbreak and further ups and downs in the economies of some countries and the world economy in general.

The ICT / Telecommunications industry as a whole, has experienced more than its fair share of doom and gloom, but we are being told to expect a better year ahead and there are signs that projects are being awarded.

TELECONSULT continues to view this situation as a challenge and a significant opportunity to do business.

TELECONSULT has a wealth of services to offer those companies looking for creative and improved ways of running their businesses, in particular by outsourcing those activities, which can be out-sourced, without increasing their head count.

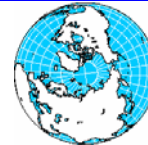
TELECONSULT is ready to meet these challenges and to work with other professionals who are like minded and ready to move forward.

TELECONSULT is also pleased to announce that our TELETRAIN product is now in a marketable form and we plan an official launch in the first quarter of 2004.

We are excited about this product and believe that when launched, it will be a world leader in it's class.

At the time of writing this newsletter we are in the midst of the festive season and on behalf of the TELECONSULT management and staff, would like to wish you and your families 'Seasons Greeting's and may 2004 be a year in which all your dreams are fulfilled.

With the approaching Lunar New Year of the Monkey, prospects look good..



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Due to the cancellation of CommunicAsia 2003, due to the SARS outbreak, **TELECONSULT** was unable to exhibit, however we have decided to exhibit at CommunicAsia 2004, being held from June 15-18, 200 at Singapore Expo.

Please put a note in your diary and come and see us.



Membership of the Association of Telecommunications Industry of Singapore (ATiS)



TELECONSULT continues to be a full member of the Association of Telecommunications Industry of Singapore (ATiS), an organisation formed some years ago to represent the industry and local Singaporean telecommunications companies and the author of this Newsletter still holds the position of Vice President of the Association.



Website

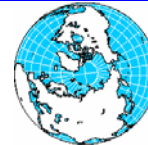
TELECONSULT is pleased to announce that our new look website is up and running.

Please have a look by visiting URLs – <http://www.tcint.biz> or <http://teleconsultinternational.com>. year in brief.

The site is linked to all major search engines and has a fresh, new look.

One of the features of the website, is the ease of updating content and features a new Content Management System, delivered by our partner TAO Consulting Pte. Ltd.





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StarHub Pte.Ltd



TELECONSULT continues to supply the services of Bob-Marshall Read to StarHub Pte. Ltd., who is the Project Director for the roll-out of StarHub's 3G/UMTS project roll-out.

StarHub is one of the two Public Basic Telecommunications Service (PBTS) Licencees in Singapore, the other being SingTel and is majority owned by Singapore Technologies Telemedia (STT), other shareholders being SPH, MediaCorp, British Telecom (BT) and NTT, Japan.



New Staff



We welcome on Board a new member of staff – Ms Noridawati Bte Abdul Razak (Ida), who joins the TELETRAIN, software development team.



TELECONSULT is now officially recognised as a Microsoft Partner, registered under the Independent Software Vendor (ISV) Program.



This program is for partners who utilise MS products in the development of new and innovative solutions.



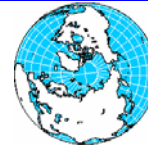
New Business Divisions, Products and Services

TELECONSULT is starting to see results from the recent initiative to create new business divisions to supplement our core business activities.





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TELECONSULT has been very active in the last quarter seeking out business opportunities in the following fields:

- Defence systems and equipments, military supplies
- Healthcare and medical equipment and system supplies
- Security systems and equipments
- Fire systems and equipments
- Data Centre Division



Encouraging signs have been received, that we may be well placed to receive orders for the following projects in early 2004:

- Royal Customs and Excise Department., Brunei – Supply of a new CCTV security system for one of the Border Posts.
- Supply of Military trailers to MINDEF, Brunei
- Supply of Military equipments to MINDEF, Brunei

Data Centre Divison



TELECONSULT aspires to be a leader in Data Centre, TeleHouse, TeleHotel, design / build and / supervision and also to advise Clients through consultancy and training seminars / courses on best practice.

TELECONSULT has a lot of experience in the planning and design of Central Offices and Data Centres and can help Client's who need this specialist service.

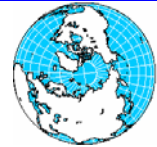
TELECONSULT plans to run a series of Seminars on Data Centre design, installation and management, in Singapore, Brunei Darussalam and Malaysia, in the first quarter 2004.

For further information, please contact us.

The Seminar is being run in conjunction with a marketing initiative, linked to a Risk Management and Quality Audit effort, offering a non-vendor specific inspection service and a physical health check-up of Data Centre facilities in Singapore, Malaysia, Indonesia and Brunei.

This is part of a new strategic alliance formed with Atlas Service Partners.

Please see below for more details.



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ATLAS
Service partners



Atlas Service Partners



TELECONSULT has recently signed an Agreement with Atlas Service Partners, which is a Risk Management Assessment Company, to provide ICT/Telecommunications expertise and support to undertake Risk Management and Quality Assurance studies for Operators, from an Insurance perspective, to eliminate and/or minimise risks.

The two parties recently collaborated on the Risk Management Assessment of an MSC and BTS sites for IM3 in Indonesia.

TELECONSULT was responsible for the design of the Check List Assessment Forms and has now a complete set of survey forms for a Risk Management / Quality Audit survey, for most types of mission critical Telecommunications Centres i.e Data Centres, TeleHouses, TeleHotels, Submarine Cable Landing Stations, Satellite Earth Stations, TelePorts, Central Offices, NOCs, MSCs, ISCs, Core Network Nodes (CNNs), Call Centres, Disaster Recovery Centres etc.



Atlas Service Partners is an established Loss Adjuster and Insurance Risk Management firm.



Fire Systems and Equipments



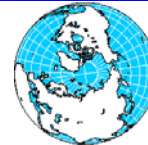
TELECONSULT has recently concluded an agreement with Sprinkler Fire Systems Pte.Ltd., Singapore to market FM 200 total flooding fire suppression systems to clients in Brunei Darussalam and elsewhere.



This is largely envisaged as an initiative to be done in conjunction with the services planned for Data Centre design and implementation, as over 70 new Data Centres are planned in Brunei Darussalam, which are being provisioned under the 'e-Government' initiative.

Other products allied to this requirement are Fire Alarm Systems, Self-Contained Breathing Apparatus (SCBAs), Very Early Smoke Detection Alarm (VESDA) and Moisture Detectors.

FM 200 systems are routinely installed in secure environments like Earth Stations, Data Centres, TelePorts, TeleHouses and TeleHotels, Central Offices (COs).



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Security Systems and Equipments



TELECONSULT has recently concluded an agreement with Integrated Security Solutions Asia Pacific Pte.Ltd., (ISS) Singapore and Lucky Technology Limited, SAR Hong Kong to promote their CCTV/ DVR Security products and i_Guard Biometric Door Access Systems.



Looking Forward



Recent marketing forays into Nepal and Pakistan have produced some World Bank opportunities and Expressions of Interest (EOI), have been submitted for Consultancy for the Corporatisation of Nepal Telecommunications Corporation (NTC) and a tender is under preparation for a Consultancy to reorganise the Frequency Allocation Board (FAB), in Pakistan.

Brunei Darussalam still holds the main prospect for 2004, but a decision on date of Corporatisation is awaited from HM's Government.

With the formation of the new company; PT Teleconsult Nusantara in Indonesia, it is planned to step-up marketing efforts in Indonesia in 2004.

It is planned also to attend trade shows and exhibit in Indonesia, Malaysia, Vietnam and Thailand in 2004, to increase our exposure in the region.

About us



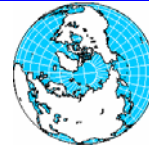
TELECONSULT is a wholly owned Group of companies, which provides specialist ICT and Telecommunications Consultancy, Technical Assistance, Project Management and Training services, covering a geographical area encompassing the Middle East, South East Asia, Australia, New Zealand and the Pacific Rim countries.

TELECONSULT has companies operating in the Republic of Singapore, Federated States of Malaysia, Sultanate of Brunei Darussalam, Republic of Indonesia and SAR Hong Kong, China.





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PROFESSIONAL TELECOMMUNICATIONS CONSULTANCY, TECHNICAL ASSISTANCE, TRAINING
AND PROJECT MANAGEMENT BY PROFESSIONAL TELECOMMUNICATIONS
CONSULTANTS AND TRAINERS