

Genweb2 plans big says the company chairman

IMRUL KAYES CHOWDHURY

Genweb2, a Bangladesh based global IT services and solutions company, recently signed a deal with Tata Consultancy Services, largest Indian IT services industry.

Genweb2 will represent Tata's products and sell those products in Bangladesh.

In an interview with The Daily Star, Akhter Ahmed, chairman and co-founder of the company shared company's vision and plans.

The company was set up with a vision to become the country's first global IT services and solutions company.

TK Group, a Bangladeshi conglomerate, is the investment partner of Genweb2.

Ahmed said Genweb2 plans for long term.

"The goal is not to just sell a product and disappear," he said adding "the goal is to become a trusted advisor and think about long term solutions. We are partners with many international service providers and product vendors.

We can always pull in the partners, but we have to ensure that we are having dialogues with our clients to understand their business challenge. This is critical. We are not here to just re-sell some products. We are not in the 'agency' business; we are in the 'solution' business".

Genweb2 has clients in US, Middle East, Europe and also in Japan. These are very large companies in logistic section, banking and manufacturing sectors.

In addition to overseas market, Genweb2 is working with local clients in the banking other sectors.

Ahmed observed that Bangladesh corporate sector has the opportunity to not only adopt technology to drive efficiency, but they also have the advantage because there is not much legacy systems in place.

"Therefore, it will allow us to guide them to put together a technology strategy from a clean platform," he said.

About its products, Akhter said among others they have mobile wallet solution and Trust Bank is a client of that.

They are also talking to a number of other banks. They are looking for some other business models that can help the mobile banking sector.

"Mobile banking is not about just making money," he said. "It's about inclusive growth, as the Bangladesh Bank governor says that it's very important to bring all the people in the unbanked sector to get included in the banking system."

However, it is difficult for the banks to do that by opening up branches everywhere.

"But everybody carries a mobile phone, so if the mobile banking takes off that will be a great opportunity for the unbanked sector to come into the banking world and that what we are trying to enable by using our technology", Ahmede said.

He said Genweb2's business in Bangladesh is going well considering it's been only two years that the company

started its journey.

Regarding challenges in the Bangladesh relating to technology adoption, he said the biggest challenge is the short term approach to buying technology or software.

"What is important is to have a long-term plan for the business strategy and align the technology strategy to that business strategy," he said.

"We often talk about what products to buy or not to buy, but the most important thing is to ensure that we have a roadmap of what we want to do over the next three years. If clients are able to put together the right architecture and strategy, then the decision around what product, what investment to make, and what timeframe will make much more sense".

Ahmede worked at Microsoft as president, new emerging markets for Asia Pacific. He said "from that vantage point I can tell you that in the next ten to twenty years there will be lot of opportunities in all these emerging markets because of high population, and the economic growth rate.

To have the local IT industry to grow big in Bangladesh, he emphasised on five key facts. He said companies that are trying to grow big in this industry they have to have right management team; there has to be right investment; set up right partnership with other global companies; understanding how the customers buy in the global market and skill resources.

"If you put all this 5 things together it will be a much bigger industry than the garment sector and it can earn billion of dollars in revenue for the country," he said.

New online payment gateway system launched

IT & TELECOM DESK

Casada Technology Bangladesh Ltd, a group of business professionals from Bangladesh, Canada, and USA, yesterday launched globally recognised online payment gateway system Payza (previously known as Alertpay) and its newest service simplysendBD.

Powered by UK based global online platform Payza, simplysendBD is a much more economical and simpler way of transferring remittance compared to other existing institutions.

The cost for sending up to USD \$500 is USD \$5 and for transferring money more than \$500, the cost is \$10.

This is opposite to the other such companies where the rate of transfer charges increase with the amount of money transferred.

Officials believe that the new service will have a positive impact on the economy of the nation through significantly reduced fees involved with remittance.

To avail the services of simplysendBD.com, one must sign up for a free account at Payza.com.

After that the Payza account holders will be able to add funds to their Payza e-wallet, and send this money directly into the receiver's bank account by logging into simplysendBD.com.



Akhter Ahmed

Google in industry's 'defining fight' with Apple

REUTERS, San Francisco

Google Inc Executive Chairman Eric Schmidt expects more than a billion mobile devices around the world to be running its Android software within a year, intensifying a battle with Apple Inc that he called a "defining fight" of the industry.

Schmidt said there were already four times as many Android mobile gadgets - smartphones and tablets made by the likes of Samsung Electronics - and that the scale of the battle between the two firms was unprecedented.

"We've not seen ... competitive fights on this scale," he said during an interview with tech blog AllThingsDigital at New York's 92nd Street Y on Wednesday.

Google and Apple were once close partners, with Schmidt serving on Apple's board during part of his tenure as Google CEO. But the ties between the two have been strained



Eric Schmidt

by the rise of Google's Android mobile operating system, now the world's leading platform for smartphones and a direct threat to Apple's lucrative iPhone and iPad businesses.

As competition between the two companies has heated up, Apple has moved to cut its reliance on Google products by dumping YouTube from the new iPhone's pre-loaded selection of apps and replacing Google's mapping software on the iPhone with its own mapping service.

Apple's foray into mapping has not gone smoothly. Apple CEO Tim Cook was forced to issue a public apology earlier this month amid complaints that the product - based on Dutch navigation equipment maker and digital map maker TomTom NV's data - contained glaring geographic errors and gaps in information.

"What Apple has learned is that maps are really hard," Schmidt said. "We invested hundreds of millions of dollars in satellite work, airplane work, drive by work, to get the maps accurate."

But he added that the two technology companies were "always in communication with each other."

Schmidt also said he did not expect Google to become a significant player in China any time soon, following its 2010 standoff with the government over Web censorship and cyber-attacks that Google said originated in China.

Samsung releases mid-range dual SIM smartphone

IT & TELECOM DESK

Samsung has released Galaxy S Duos S7562 also known as Kyle, a dual SIM smartphone, in the local market. It is a mid-range smartphone.

Design wise, the S Duos is shorter version of Galaxy S3 with 121.5 x 63.1 x 10.5 mm in dimension and weighs 120g. The device runs on Android 4.0.4 (Ice Cream Sandwich) OS. It also has the latest TouchWiz UI.

With 4-inch LCD WVGA display (480 x 800 pixels), the device is powered by 1 GHz processor.

It comes with built-in storage capacity of 4GB, which is expandable up to 32 GB.

The Galaxy Duos has 5MP camera with geo-tagging feature, which captures images at a maximum resolution of 2560 x 1920 pixels and VGA video recording capability at 30fps and a front-facing VGA camera.

The primary camera is placed at the back with LED flash. Loudspeaker is also placed at the back.

The VGA camera is placed at the topside of the screen and beside it there is a proximity sensor.



At

the bottom of the screen there are three buttons home, menu and back keys.

The power button and the hot-swappable microSD card slot are placed at the right side while volume controller is on the left side.

The 3.5 mm headphone jack is at the top of the device. And at the bottom there are microUSB port and the mouthpiece.

The Samsung Galaxy S Duos has SIM Manager to configure how calls and data are handled on both SIMs

The phone allows both SIMs to be active simultaneously.

There is an option to toggle the dual SIM Always on or off for either SIM.

The S Duos is available in the market at Tk 27,900.

Oracle unveils Oracle Fusion Tap for iPad

IT & TELECOM DESK

Oracle has announced the availability of Oracle Fusion Tap, an iPad application.

It is available at the Apple App store.

It runs off cloud-based enterprise applications and across Oracle application cloud services.

Automatically personalised to each user, the app gives users exactly what they need at their fingertip and provides the long-sought key functionalities to remain productive and to keep business moving, even when away from the desk.

Designed specifically for the iPad and the mobile workforce, it provides access with or without an internet connection.

Lenovo knocks HP off top global PC market: Gartner

REUTERS, San Francisco

China's Lenovo Group Ltd edged out Silicon Valley icon Hewlett-Packard Co to become the world's No. 1 PC maker in the third quarter, according to data released by research house Gartner on Wednesday.

A rival to Gartner, IDC, still ranks HP in the lead - but by less than half a percentage point - in terms of PC shipments worldwide. Both studies reinforce HP's struggles against rivals as new chief executive Meg Whitman tries to overhaul the stalled 73-year-old company.

Worldwide shipments of personal computers fell over 8 percent last quarter, according to both research firms, which blamed myriad factors including retailers and vendors ridding themselves of older inventory ahead of the launch of Microsoft's Windows 8 operating system, the growing popularity of mobile gadgets like tablets, and a slowing economy.

PC demand growth has crumbled over the past year as more consumers flock to ultra-portable and increasingly powerful tablets and smartphones for basic



computing.

Both sets of data show that Lenovo, Taiwan's Acer and other Asian PC makers are taking share away from U.S. competitors HP and Dell, which held on to the No. 3 spot in the quarter.

Lenovo, which has a market value of \$8.2 billion, said it believed there was room for continued growth in the sector.

"We are establishing even deeper roots in each major market around the world. In addition to localized sales and distribution teams in major markets, we are establishing an even stronger manufacturing footprint," Lenovo Chairman and CEO Yuanqing Yang said in a statement.

This year the company has bought Brazilian electronics maker CCE, valued at a base price of 300 million reais (\$148 million), and U.S. cloud computing firm Stoneware.



TECHPHOTO

Models display Japanese casual fashion giant Uniqlo's knitted wears decorated with cameras and electronics gadgets, styled by Nicola Formichetti. He is known as the fashion director of Lady Gaga at the company's mega shop in Tokyo on October 6 as a part of Shinjuku Style Collection.

PHOTO: AFP