

# Turkey - Malaysia Business Forum 2016

DRAFT ONLY

REPUBLIC OF TURKEY  
MINISTRY OF ECONOMY

10-12  
MAY  
2016

Malaysia Turkey  
Business Forum  
ICT&Defence

UR-GE

BILKENT  
CYBERPARK

ODTU-TEKNOKENT

MIDA  
Kuala Lumpur KL Sentral

MIDA Sentral No.5, Jalan Stesen Sentral 5  
Kuala Lumpur Sentral 50470 Kuala Lumpur

MDEC  
MICCI

MTBF



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# OVERALL PROGRAM

- May 8 : Departure From Ankara
- May 9 : Arrival To Kuala Lumpur ( Early Morning)
- May 9 : Commercial Attaché Visit ( Around 4 Pm)
- May 10 : Opening-speakers-b2b-lunch-b2b (Full Day)
- May 11: B2b Half Day (Tbd)
- May 11: Departure From Kuala Lumpur ( At Night)



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# Proposed Speakers from Turkey

## **Turkey**

1. Deputy undersecretary of ministry of transport, maritime affairs and communications
2. Head of information and communication technologies authority
3. Malaysian Turkish Ambassador MS Başak Türkoğlu

## **Malaysia**

1. MDeC – Norhizam Abdul Kaddir Vice President InfoTech
2. MICCI – Datuk Jalilah Baba – President
3. MIDA – Executive Director\*

# INDUSTRY SUB-SECTORS

- 3D Development Software
- Automation Systems Software
- Document & Process Management Systems
- E-Commerce
- Online Education & Education
- Embedded Software
- Games, Animation & Virtual Reality
- Geographic Information Systems (GIS)
- M2M Solutions
- Mobile Apps
- Mobile Games
- Packages and Customized Apps
- Operating Systems
- Security & Surveillance
- Picture Archiving & Comm Systems (PACS)
- Portals & Content Management Systems
- Retail Supply Chain Solutions
- Simulation Systems
- Smart Grids
- Social Media Data Mining
- Software Development Platforms
- Telecommunication Services
- Various Mgmt Systems (ERM, CRM, etc)
- Voice and Speech Technologies
- E – Government Solutions
- IT Consultancy
- IT Operations Management
- Various Defence Technologies



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# ICT COMPANIES

- TURKSAT
- NKR Software
- CBKSoft
- DiriSoft
- DuSoft
- Inosas
- Biliřim San ve Tic. Ltd. řti
- Admongrel Dijital Yayicilik Anonim Sti
- Ttg Uluslararası Telekomunikasyon Hizmetleri Ltd.Sti.



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# TURKSAT

- Turksat A.S., is the only satellite operator in Turkey, operating three satellites and providing various satellite communication services through Turksat 2A, Turksat 3A, Turksat 4A, to customers throughout Turkey, Eurasia and the MENA region. With its high-tech infrastructure and experienced staff, Turksat is one of the world's leading operators in the satellite communication business. Through innovative projects which meet the communication demands of communities in the Eastern hemisphere, Turksat provides services not only throughout Turkey, but also to people all over the world.
- **Products (Services) & Sector Of Interest :**
  - E-government
  - Ministries
  - Mobile Solutions (IOS, Windows, Android)
  - Distributed Systems
  - Open Source Technologies
- **Possible Areas For Cooperation:**
  - E-government, Mobile Solutions (IOS, Windows, Android), Distributed Systems, Open Source Technologies, Electronic Document Systems And System Integration



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# NKR SOFTWARE

- Electronic Intelligence, Cyber Security, Cyber Attacks, Information Security and Cryptography, ERP, Windows, iOS, Solution Development on Android Mobile Technology Platform, E-government Technologies, Information Technology
- **Products (Services) & Sector Of Interest :**
  - Public Financial Management System : E-Government Technologies
  - Infofence : Information Security
  - Wad-e : Mobile and Web Solution Development
- **Possible Areas For Cooperation:**
  - All alternatives are welcome



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# CBKSOFT

- CBKSOFT was founded in 2004 in Ankara and has been developing Document & Workflow Management Systems since 2006. CBKSOFT's Document & Workflow Management product "enVision" has an extensive usage in public and private sectors. enVision has been used by more than 300 clients and more than 400.000 end users.
- **Products (Services) & Sector Of Interest :**
  - E-government
  - Enterprise Content Management
  - Electronic Record Management
  - Document Management
- **Possible Areas For Cooperation:**
  - Partnership



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# DIRISOFT

- A software R&D company established in 2006. Our main areas of expertise are web technologies, cloud computing and big data. Awarded 3 times by the Scientific and Technological Research Council of Turkey (TÜBİTAK) for our R&D projects. TAI(Turkish Aerospace Industries), OSTIM (Organized Industrial Region Directorship of Ankara) and TTGV(Technology Development Foundation of Turkey) are some of our customers.
- **Products (Services) & Sector Of Interest :**
  - dsOffice, a rapid web application development platform working on cloud with big data and IoT support. dsOffice is a complex application platform with many ready-to use business modules. Software development IDE, advanced javascript API, REST API, e-commerce library, document management library, graphical UI development editors etc.
  - www.webci.co (Free website builder build with dsOffice)
- **Possible Areas For Cooperation:**
  - Partnership
  - Franchising



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# DUSOFT

- Founded in 1999 with business in Energy, Defense, Unmanned Aerial Vehicle, Consultancy and Education the company has grown to a service several key clients in Turkey including; Ministry of Education, Ministry of Energy and Natural Resources, The Scientific and Technological Research Council of Turkey, MEDAS (Energy Distributor in 6 Cities in Turkey) and VESTEL A.S.
- **Products (Services) & Sector Of Interest :**
  - Energy
  - Defense
  - Education
- **Possible Areas For Cooperation:**
  - Energy, Defense, Education.



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# INOSAS

- Formed in 2013 clients include leading universities, Middle East Technical University (METU), Ankara Social Sciences University. Government clients include Ministry of Science, Industry and Technology, the Council of Higher Education (CoHE / YÖK), Turkish Academy of Sciences (TÜBA) and The Scientific and Technological Research Council of Turkey (TÜBİTAK). Key private sector clients are ISNET (Istanbul), AVAYA (Global – Istanbul), Turkish Airlines (THY Teknik – Istanbul), Telemobil (TBI – Istanbul)
- **Products (Services) & Sector Of Interest :**
  - Goo IT Management & Service Desk
  - Call Center Operation Management
- **Possible Areas For Cooperation:**
  - Banking & Finance, Insurance, Platform Providers, Call Center Service Providers, Energy Distribution, Telecommunication, Health, Government, E-Commerce, Universities



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# BİLİŞİM SAN VE TIC. LTD. ŞTİ

- Bilişim Ltd is an independent Turkish firm, established in 1985 in Ankara, as a Software House and an IT Consulting Firm. The main strategic goal of Bilişim Ltd is to persist as a thriving industrial software house with its state-of-the-art multilingual application software products, and to maximize its revenues by raising sales volume via marketing and sales channels and reliable partnerships. The company genuine software solutions such as bilişimERP, bilişimBYS, bilişimHR, bilişimBI are being continually upgraded in new versions, to comply with changing conditions and technology. These software products have been developed as R&D projects supported by TÜBİTAK, The Scientific and Technical Re-search Council of Turkey.
- **Products (Services) & Sector Of Interest :**
  - Business Intelligence System
  - Method Wizard – Lean Manufacturing Software
- **Possible Areas For Cooperation:**
  - Technology Partner, Solution Partner, Reseller for BilişimBI and Method Wizard Products in market.



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# ADMONGREL DIJITAL YAYICILIK ANONIM STI

- AdMongrel is a software company who provides HbbTV technology and services for broadcasters and pay TV operators . Through HbbTV technology, AdMongrel enables interactive services on top of linear broadcast. Red Button services, Interactive Ad Platform, Interactive Quiz Platform, VoD portal, Enhanced Teletext Features and apps are available through our HbbTV services
- **Products (Services) & Sector Of Interest :**
  - Business Intelligence System
  - Method Wizard – Lean Manufacturing Software
- **Possible Areas For Cooperation:**
  - Technology Partner, Solution Partner, Reseller for BilişimBI and Method Wizard Products in market.



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# TTG ULUSLARARASI TELEKOMUNIKASYON HIZMETLERI LTD.STI.

- TTG Int. LTD, a privately owned company established 2001, is the leading global provider of best-in-class proactive and customer oriented approach to Service Assurance as well as configurable OSS software solutions to the telecoms industry. TTG's growth has been outstanding to its exceptional vision and leadership in the development of 2G, 3G & LTE technology, IP networks, NGNs as well as Fix networks. The expertise gained in these technologies has enabled TTG to pioneer the agnostic OSS tools such as performance management, fault & alarm management, leased line inventory, configuration management, transmission inventory and planning.
- **Products (Services) & Sector Of Interest :**
  - Mobile And Fix Network Operators
  - MCMC (Malaysian Communications And Multimedia Commission)
- **Possible Areas For Cooperation:**
  - Sales
  - Partnership
  - Re-seller



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# DEFENSE COMPANIES

- Udea Elektronik
- BEAM Teknoloji A.S.
- ICterra Information and Communication Technologies.
- Başarsoft Bilgi Teknolojileri A.Ş
- Alti Dynamics
- MilSOFT Yazılım Teknolojileri A.S.
- Btt Bilgi Teknoloji Tasarım Ltd. Sti
- STM Savunma Teknolojileri Mühendislik ve Ticaret A.Ş.
- Havelsan Inc



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# UDEA ELEKTRONİK

- Established in 1999 with a purpose of delivering services and products in the area of wireless communication (Radio Frequency) technologies to a worldwide customer portfolio. Our products include RF Receiver, Transmitter and Transceiver Modules working on ISM band, Active - Passive UHF RFID solutions and OEM-ODM professional wireless products specifically designed and manufactured for customers. UDEA, also is a manufacturer company for Apple devices (MFi Licenced/Approved).
- **Products (Services) & Sector Of Interest :**
  - Wireless Communication
  - Automation
  - RF Modules
  - RFID
  - OEM Products
  - Video Surveillance Systems for Military Vehicles
- **Possible Areas For Cooperation:**
  - Electronic Design and Manufacturing / Direct Sales – Partnership



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# BEAM TEKNOLOJİ A.S.

- BEAM Teknoloji is established in 2011 and become the first privately held Common Criteria Evaluation Facility under Turkish Scheme. BEAM Teknoloji is providing IT Security Evaluation Services to its clients in public, military and private sector. BEAM Teknoloji is looking for cooperation for product evaluation services under Malaysian Scheme (MyCC) and also looking for joint R&D projects in order to increase the capabilities of its evaluation center.
- **Products (Services) & Sector Of Interest :**
  - IT Security
  - IOT
  - Mobile Applications
- **Possible Areas For Cooperation:**
  - Common Criteria Evaluation Services / Direct Sales – Partnership



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# ICTERRA INFORMATION AND COMMUNICATION TECHNOLOGIES

- ICterra is ICT solutions provider in local and global market. Offer a range of software, technology, IT services and consultancy on the basis of collaborative partnerships, innovation with its in-depth technology and domain expertise and know-how. Having been establish a part on Siemens – Türkiye in 1991, ICterra team later has been part of Siemens Enterprise Communication and performer Software R&D activities for Siemens. In 2013, after a Management Buy Out process, the company has been reorganized as independent company, owned by the CIO Vedat Uslu, and renamed as ICterra.
- **Products (Services) & Sector Of Interest :**
  - Information And Communication
  - Software Solutions
  - Cyber Security
- **Possible Areas For Cooperation:**
  - Software Development and Test, Web and Mobile Applications, Communication and Collaboration Solutions, Software licensing, Cyber Security.
  - Direct Sales – Partnership



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# BAŞARSOFT BILGI TEKNOLOJILERI A.Ş

- Başarsoft was founded in 1997 and soon became a partner of Pitney Bowes dedicated to creating GIS solutions. Başarsoft develops infrastructure solutions for water, electricity, natural gas, telecom, cable TV. These seamlessly integrate with other systems based on Oracle, SQL Server, SAP, ATOS, IBM Maximo, Siemens, etc. Başarsoft's proprietary navigable map database is helping vehicle tracking, logistics, location-based services and navigation systems in both public and private sectors. Başarsoft develops geosolutions for marketing, financial services and logistics. Başarsoft has been listed among the fastest growing companies since 2009.
- **Products (Services) & Sector Of Interest :**
  - GIS Solutions
  - Navigation
  - Easy-to-use Tools For Infrastructure Strategically
- **Possible Areas For Cooperation:**
  - GIS Solutions, Navigation, Easy-to-use tools for infrastructure strategically.
  - Direct Sales – Partnership



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# ALTI DYNAMICS

- Alti Dynamics was founded at May 2015 by two aerospace engineers. Alti Dynamics showed incredible performance in 6 months, increased its number of employee to 4 and supplied service to the most prestigious companies and institutions including TUBİTAK Space and METU.
- **Products (Services) & Sector Of Interest :**
  - UAVs,
  - Composites
  - Manufacturing
  - Testing
- **Possible Areas For Cooperation:**
  - Electronics and Software Development, Communication
  - Direct Sales – Partnership



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# MILSOFT YAZILIM TEKNOLOJILERI A.S.

- MilSOFT Software Technologies is a 100% Turkish & private company, which was established in 1998, specialized in System Integration and Software Development. MilSOFT has business presence and interest in defense industry and public sector.
- **Products (Services) & Sector Of Interest :**
  - Command Control Communications Computer and Information (C4I)
  - Data Links and Messaging
  - Image Exploitation Systems
  - Electronic Warfare
  - Training & Simulation
  - Embedded Systems
  - IT Solutions
  - Cyber Security
- **Possible Areas For Cooperation:**
  - Command Control Communications Computer and Information (C4I), Data Links and Messaging, Image Exploitation Systems, Electronic Warfare, Training & Simulation, Embedded Systems, IT Solutions, Cyber Security.
  - Direct Sales – Partnership



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# BTT BILGI TEKNOLOJİ TASARIM LTD. STİ

- BTT Ltd., located in METU Technopolis in Ankara/Turkey, was founded by experienced electronic and software engineers in 1999. Now BTT operates with over 40 employees, supplying over 18 countries with branches in London, Singapore and Dubai. BTT addresses the needs of governments and enterprises with intent-based solutions for fighting crime and terror, by anticipating, managing and mitigating safety. By this context, BTT has been serving to several Law Enforcement, Military and Security Agencies, Emergency Units and financial institutions with R&D based products.
- **Products (Services) & Sector Of Interest :**
  - Sectors – (Police, Military, Intelligence Agencies)
  - Security Branch (Anti corruption Agency, Prime Minister’s Office, Military Intelligence – Police Intelligence)
- **Possible Areas For Cooperation:**
  - BTT is open to offer its expertise on telecommunications intelligence products.
  - Direct Sales – Partnership



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# STM SAVUNMA TEKNOLOJILERI MÜHENDISLIK VE TICARET A.Ş.

- STM Since its foundation in 1991 upon a decision of the Defence Industry Executive Committee (SSİK), Savunma Teknolojileri ve Mühendislik A.Ş. (STM) has been providing solutions compliant with international standards in the areas of engineering, technology and consultancy.
- **Products (Services) & Sector Of Interest :**
  - Cyber Security, Big Data
  - Underwater Optical Communication
  - Radar through Wall
  - Vertical Wind Tunnel
  - Software Solution for Armed Forces and aircraft systems & Airlines,
  - Military
  - Defence
  - Aerospace
  - Technology Firms
- **Possible Areas For Cooperation:**
  - Consultancy Services, Command and Control Information Systems, Big Data, Cyber Security, Civilian Aviation Solutions (Co-Development, Cooperation the marketing for third countries, Technology Transfers), Direct Sales



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# HAVELSAN INC

- HAVELSAN was founded in 1982 as a Turkish- American company under the name of HAVELSAN-AYDIN and began its operations in 1985 with 98 percent of its capital owned by the Turkish Armed Forces Foundation. Active in the areas of software intensive systems, HAVELSAN has focused in the areas of Air Defense Systems, Naval Combat Systems, Simulation and Training Systems, Management Information Systems, Management of Energy and Homeland Security within the context of Command and Control Communications, Computers, Intelligence, Surveillance and Reconnaissance Systems (C4ISR).
- **Products (Services) & Sector Of Interest :**
  - Air Defense Systems
  - Naval Combat Systems
  - Simulation and Training Systems
  - Management Information Systems
  - Management of Energy and Homeland Security within the context of Command and Control Communications
  - Computers
  - Intelligence
  - Surveillance and Reconnaissance Systems (C4ISR)
- **Possible Areas For Cooperation:**
  - As stated in the Products (Services) & Sector Of Interest.



# THANK YOU & CONTACT DETAILS

Prepared by:



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