INTERVIEW QUESTIONS

1. What makes you want to start this company, INTELLEGO Solution SDN BHD? (How you came up with this idea?)

*I have been doing identity security since the day i started work in MIMOS Berhad. Having my own company has always been my ambition since my school days.*

1. Can you share with us the history of this Company briefly ? (How you build up the team you have today? Have you face any struggles or crisis in the process? How you and your team manage to overcome problems your company encounter with)

*My partner and I setup this company on 7 July 2007 with only RM10K as paid up capital. Today we have about 20 personnel. Doing business is like riding a bicycle. You cannot stop paddling because if you do you will fall. You have to keep paddling forward. Setting up a company is the easy part but sustaining it requires a lot of hardwork, grit, determination and a little bit of luck. There is no short cut to success. We set our ourselves a clear and realistic goals and we work very hard to achieve it. Along the way, we have to wriggle through many ups and downs. Even up till today, we still face challenges (finances, HR, business). As an entreprenuer, one must have “never say die” attitude and never be afraid to make mistakes. Challenges can be overcome by having good experience and good experience can only be gained by making bad decisions.*

1. We know INTELLEGO provides various kind of services and create several products in the field of IT. May we know what are the achievements of INTELLEGO.

*We provide off-the-shelf and custom identity security and data protection solutions. As an authorised MyKad command set holder (we have permission from JPN to access MyKad), we are int the business of securing the technological link between a real entity (such as a person or an object) and its digital equivalent entities. It covers a collection of electronically captured and stored identity attributes including biographic and biometric data.*

*Our solutions are mainly used by financial institutions, government agencies, enterprises, or even SMEs to physically or remotely verify and authenticate the identity of their employees, customers or partners within their organisations or via the public network.*

*The technologies adopted in our solutions include symmetric and asymmetric cryptography, smart cards, RFID, biometric recognition, Artificial Intelligence (AI), smart devices and web services.*

*It is the custom nature of our projects that has empowered us to acquire vast experience in many diverse areas of digital security and software development. With our team who have exceptional ICT skills, knowledge, and experience, we delight our customers by delivering the best solutions and services possible within allocated time and budget.*

*Intellego was founded on the principle of gathering an elite group of software engineers and professionals, and leveraging their collective abilities. Hence, we work hand in glove with reputable global partners such as Gemalto (acquired by Thales) for a wide range of digital security solutions, Jumio for eKYC services, Nexus for Public Key Infrastructure (PKI) solutions, Sec-Consult for information security advisory and OpSec for document security and brand protection.*

*Our achievement is reflected by the fact that these world class companies recognise and appoint us as their premier or sole partner in Malaysia as well as the region. In addition, our market reputation is also signified by the virtue that we are consistently being awarded contract by the Central Bank.*

1. Is there any rival for you and your company. If yes, who is them? And in what way your company compete with your rival?

*We do have many frenemies. We compete with them in certain areas but we sometimes colloborate with them. In business, we cannot build walls and isolate ourselves. We have to build bridges and roads to foster good relationship with everyone including our competitors. Competition is good as it produces champion.*

1. In your opinion, what is the factors that cause you and your team successful?

*I am not sure what is your definition of success. We define success as achieving the goals we set for ourselves and not by others. To achieve our goals, we have to be courageously persistent (gritty) and hardworking*

1. What are the values that you and your colleagues always hold to? In your opinion, how these values help your company in a positive way?

*We believe in team work. For a team to work effectively, leadership is important to steer the direction and to maintain a harmonious environment. While trust will develop as the result of the environment, the passion that arises within the team will then stimulates and drives creativity.*

1. What is your prospect toward your company? (What is your next target for your company?)

*To develop a product or service that will revolutionise the way identities are being verified remotely and being able to proof the legitimacy of a digital transaction.*

1. What is your plan of your company for the future?

*To go for IPO and to setup a fund to help nurture local entreprenuers.*

1. Last question, what is your take on technology’s evolution from the past years? Does data (e.g. big data) play an important role?

*With high speed internet connectivity which allows information sharing, technologies are being developed and made obsolete at a very rapid rate. Companies are forced to make obsolete their own products before their competitors do. To stay competive, companies need to analyse data to improve efficiencies. Credit companies and Telcos are harnessing data to develop new business model.*

*Big data will be vital to the fourth industrial revolution. In fact, big data is Industry 4.0. In manufacturing, for example, improvements and efficiencies in the analysis of big data are expected to bring billions of dollars to the industry over the next five years.*

*Others look at it as an equation in which artificial intelligence plus big data equals the fourth industrial revolution. On one hand, you can see the possibility of job losses as autonomous machines take over tasks that humans have handled for years. On the other, there could be a slew of new jobs created when it comes to harnessing the power of data and using it in a meaningful way.*