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Launch of SaaS Cataloguing Dictionary Another Milestone In Outsourced Relationship

 Employing a seat outsourcing arrangement with Mitrais, the Australian-headquartered enterprise analytics specialist Oniqua Pty Ltd has completed the development of a standards dictionary which will be delivered over the web using the software as a service (SaaS) model.

The new dictionary, replacing twice yearly updates on CD, enables Oniqua's blue chip clients to streamline the management of their assets.

Commissioning of the dictionary by Brisbane-headquartered Oniqua is another milestone in an ongoing outsourcing relationship with Mitrais.

In 2006 the outsourcing arrangement established a captive team of 12 people in Bali operating under the day-to-day management of Oniqua's cataloguing team, based in its Melbourne office.



Col Rae
Service Delivery Manager

Oniqua's service delivery manager, content, Col Rae said it became a strategic business necessity for Oniqua to undertake cost-effective measures to lower the cost of cataloguing activities to remain competitive in the global market.

"Outsourcing enables us to escalate production and speed of service for clients, while project management and strict quality assurance procedures are maintained within the Australian operation," he said.

The Oniqua Standards Dictionary enables users to identify standard names, material characteristics and abbreviations. The SaaS version will further advance Oniqua's credentials among an

Launch of SaaS Cataloguing Directory Another Milestone In Outsourced Relationship (continued)

international customer base which includes the world's major mining companies.

Three years on the Oniqua team in Bali numbers 18 people. In addition to cataloguing, Oniqua backs up its Australian based development group and operations with programmers in Bali developing analytical applications and doing software testing.



Server Talks Business For Mitrais

Having identified the need to automate its own business processes to achieve greater productivity, Mitrais has built on its Microsoft Gold certification to deliver a range of services based on Microsoft's BizTalk server.



Both Mitrais clients and prospects outline similar issues as they explore Microsoft service-oriented architecture (SOA), such as integration with SAP, business process management (BPM) and more basic challenges such as mainframe connectivity.

In a project called BizTalk for ADAM, Mitrais has automated its business processes to generate work orders and staff timesheets based on data collected from its Microsoft Office Project Server.

BizTalk is a business process management (BPM) server. It uses 'adapters' which are tailored to communicate with different software

systems used in large enterprises to enable companies to automate and integrate business processes.

Ken McClellan, Mitrais CTO explains that the BizTalk service is used mainly by the company's administrative scheduling and accounting department which manages project and employee information in two applications called ADAM and SONIC.



Ken McClellan

Chief Technical Officer

BizTalk first reads the reference to a project from the ADAM (Availability, Development Accounting and Matrix system). It then generates work orders and timesheets into SONIC (Scheduler On the Net and Invoicing Compass) for further administrative processing.

BizTalk also notifies project owners or managers by email when the projects they are responsible for, have been published in Microsoft Office Project Server. An additional workflow step has

Server Talks Business For Mitrais (continued)

been added to the publishing process that initiates a BizTalk workflow that in turn updates the other administrative systems.

Typically BizTalk enables companies to integrate and manage business processes by exchanging business documents such as purchase orders and invoices between disparate applications, within or across organizational boundaries.

BizTalk Server helps organizations create automated business processes in three general areas:

Enterprise Application Integration (EAI) connects applications within a single organization. This often includes service-oriented architecture (SOA). Business-to-Business Integration (B2B) connects applications across different organizations.

Development for the BizTalk Server was undertaken by Mitrais staff using Visual Studio. NET.

Quality of IT Graduates Elevates Indonesia as Software Development Outsourcing Destination

The ability to recruit and train top quality graduates from Indonesia's specialized IT universities is a critical factor in the decision of many Australian companies to outsource software development to Mitrais, according to vice president of software development, Mike Page.

He was commenting on the fact that Indonesia has risen a further step up the ladder of most attractive outsourcing destinations to enter the top five according to global management

consulting firm, A.T. Kearney's latest Global Services Location Index (GSLI).

"The ability to recruit top quality graduate software engineers and our internal training and competency assessment program, combines with a near shore location and cost advantages to underpin the growth in our Australian client base.

"Our current graduate intake completed its three month internal training course at the end of



Quality of IT Graduates Elevates Indonesia as Software Development Outsourcing Destination (continued)



August. This is the 8th course we have run in the 3 years since the scheme was launched.”

“Our experience bears out what A.T. Kearney is saying about the growing importance of the quality of the labor pool,” Mike Page said.

While India and China retain the top three spots they have occupied since the inaugural GLSI in 2004, a fundamental shift in the index has taken place as central European countries have yielded ground to countries in Asia, the Middle East and North Africa.

Mr. Norbert Jorek, a partner with A.T. Kearney and managing director of its Global Business Policy Council said “while cost remains a major driver in decisions about where to outsource, the quality of the labor pool is gaining importance as companies view the labor market through a global lens driven by talent shortages at home, particularly in higher, valued-added functions.”

The GLSI analyses and ranks the top 50 countries worldwide for locating outsourcing activities, including IT services and support. Each country’s score is composed of a weighted combination of relative scores on 43 measurements which are grouped into three categories: financial attractiveness, people and skills availability and business environment.

Indonesia overtook Brazil to rise to number five in the ranking of the latest survey.

For further information please visit www.atkearney.com

Mitrais Backs Software Protection

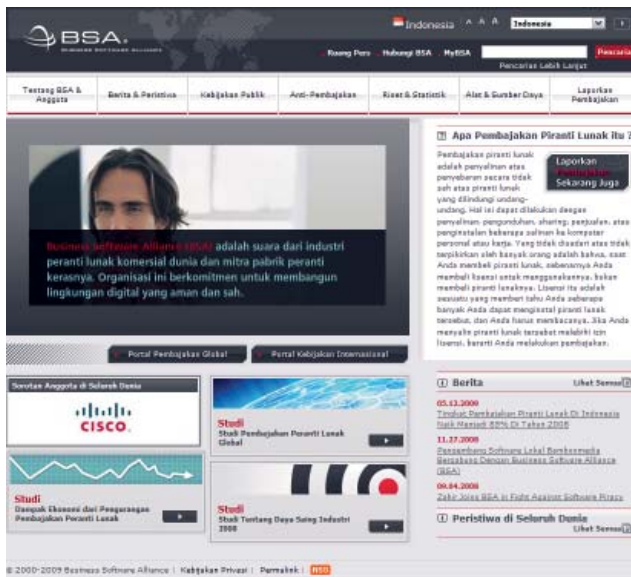


Mitrais has joined six other local companies and become a member of the Business Software Alliance (BSA) in Indonesia, an international organization aimed at promoting the use of legally licensed software.

By joining this important industry body, Mitrais substantiates its commitment to promote and encourage the use of only properly licensed software as being in the best interests of software developers and software users.



Mitrais Backs Software Protection (continued)



“We are committed to the BSA because its aims and objectives protect our interests across the three areas of the software industry in which we operate,” Ms Wiwie Harris, Mitrais director HR and corporate affairs said.

“Our commitment to the aims and objectives of the BSA is based on more than a decade in work-

ing with some of the world’s leading software companies and understanding the importance of support and product development, to them and to ourselves.

“Our software development business uses a variety of software products and tools from many sources to develop applications and systems for clients in Australia, Indonesia and other international markets.

“Mitrais is also a major supplier of software to the Indonesian mining industry, as a reseller for a number of strategic software companies, most notably Mincom.

“Recently we began expanding into new markets with our proprietary Mitrais Medical Suite and our online recruitment system. We know hospitals and clinics share our view that only by having properly licensed software can they be assured of the support and ongoing development of applications that are critical to delivering cost-effective healthcare.”

Mitrais Appointments To Drive Regional Expansion

Mitrais announces the promotion of Charles Trader to the role of senior manager with the software development line of business which provides services to Australian organisations.



It also announces the appointment of Peter D. Barnett MBE as a director of Mitrais Pte Ltd to assist with the regional expansion of the Mitrais group.



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Mitrais Appointments To Drive Regional Expansion (continued)

Charles Trader is responsible for the management of people, performance and technology across the software development line of business. He is actively involved with Mitrais' Australian clients.

With a degree in electrical engineering from Institute Teknologi Bandung (ITB), Charles joined Mitrais in 2000.

His skills and expertise cover project management, software engineering, programming and database management.

An accountant by profession, Peter Barnett has extensive experience in Europe, Asia and Australia where most recently he was CFO of the major small goods company, KR Castlemaine Foods Pty Ltd.

He is a skilled and resourceful financial and operational executive who spent more than 26 years in South East Asia in hotels and leisure, garment trading and business consultancy before immigrating to Australia in 2005.

About Mitrais

Mitrais was established in 2000 to develop excellence in software development using Indonesia as a base of operations. Its objective is to be a leading near shore provider to Australian software developers and a major force in the Indonesia domestic market. Mitrais is a Microsoft Gold Certified developer, an Oracle Partner and has also certified products in SAP NetWeaver. In 2004 the company entered the health industry, developing a proprietary hospital management information system which it sells globally. In 2007 it absorbed Mincom Indoservices to extend its operations into the sale and support of mining software (in particular from Mincom) in Indonesia. With offices in Bali, Jakarta and Singapore, Mitrais has more than 80 clients and employs more than 300 staff. For further information visit www.mitrais.com