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Business growth calls for Sydney office



Soon to celebrate its 10th anniversary, Mitrais has opened a sales office in Sydney to meet calls from its Australian customer base for a local presence.

Heading the office is industry veteran Garry Ohlson who has been appointed sales director, NSW.

He is responsible for sales of Mitrais software development services to commercial and industrial organizations in NSW.

Mitrais vice president of software development, Mike Page said "The Sydney office will provide the opportunity to showcase our skills.

"While most clients know of our expertise in Java, Cobol and .NET not as many know of the work we are doing with the iPhone, cloud computing and CRM," he said.

Garry Ohlson brings to his new role significant management and technical experience working for vendors in the applications software market, including companies such as Oracle and Computer Associates.

He was responsible for the set up and growth of NASDAQ-listed Commerce One and DBMS Inc in the Australian and Asia Pacific marketplace.

He will work closely with Peter D. Barnett MBE who has assumed the role of director of Mitrais Pty Ltd in addition to his existing role as director of Mitrais Pte Ltd Singapore.

The Sydney office is located at 12th floor, 1 Pacific Highway, North Sydney. Telephone 02 9959 1009. Fax 02 9959 3003. Garry can be contacted on mobile 0418 600 650



Garry Ohlson
Sales Director, NSW

"Powered by SAP Netweaver" Certification Ensures Mitrais Can Meet The Needs of Australian SAP Users

Mitrais has completed a six month project to certify its use of SAP NetWeaver, the integrated technology platform and technical foundation for both SAP and non-SAP applications.

Certification in SAP NetWeaver will further strengthen the ability of the Mitrais software engineers to develop systems for its clients.

This will contribute to lowering IT costs through providing an enterprise architecture said Mike Page, vice president of Mitrais' software development business.

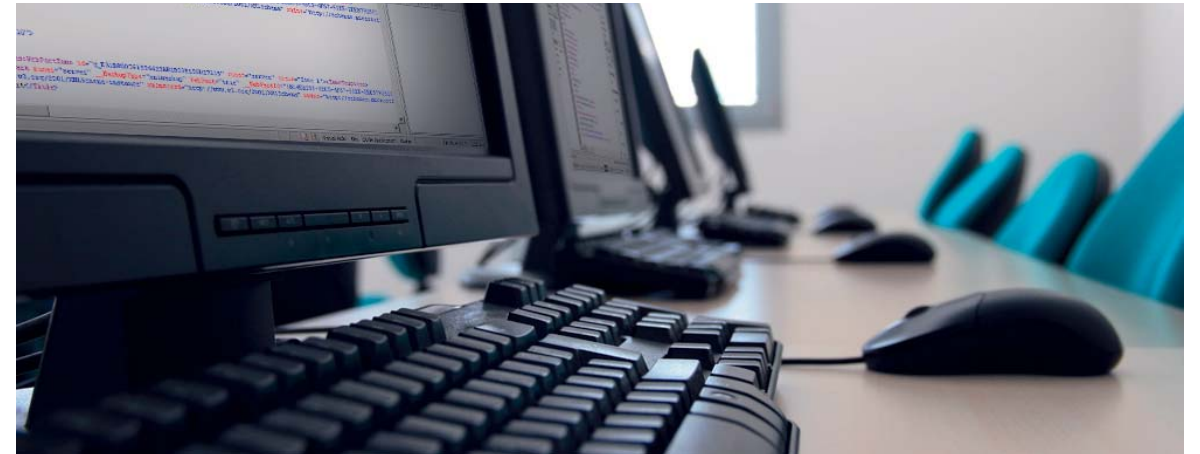
"It represents an enormous added value to our clients who are implementing IT strategies based on SAP NetWeaver," Mr. Page added.

SAP® Certified
Powered by SAP NetWeaver®

SAP NetWeaver is part of SAP's goal to deliver an integrated, robust open and adaptable enterprise service-oriented architecture. It is built using open standards and industry de facto standards and can be extended with, and interoperate with, technologies such as Microsoft .NET, Sun Java EE, and IBM WebSphere.

Mitrais had completed certification in Java Enterprise Edition Advanced (JavaEE Adv) and Enterprise Portal Business Package (EP BP).

Mr. Page said certification in JavaEE Adv demonstrates that applications developed by Mitrais can be run on top of a SAP NetWeaver application server and that it conforms to SAP's deployment standards.



The EP-BP certification shows how an application system can be accessed from SAP's enterprise portal with support for a single sign-on and a common look and feel capability.

Mitrais was first certified in SAP NetWeaver in 2006.

Outsourcing Strategy Crucial to Controlling Costs During IT Skills Shortage

Australian IT companies planning software development projects in 2010 when a predicted skills shortage begins to bite and wages escalate, will find a silver lining if they embrace the right outsourcing strategy.

Mike Page, vice president of software development for Mitrais was commenting on the findings of an IDC Australia report released late last year. The report predicts a shortage in skilled IT labor due to a decline in the number of foreign workers on 457 visas, combined with a low level of student enrolments in tertiary IT education courses.



Mike Page - Mitrais VP Software Development

“Australian IT companies should use the opportunity to explore the outsourcing of software development to Indonesia to avoid the impact of escalating salaries which will result from this shortage, as well as the two obstacles to successful outsourcing - distance and cultural differences,” Mr. Page said.

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

Mr. Page 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. Indonesia rose 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).

Innovative Partnership to Help Software Engineers “Master” IT

Mitrais software engineers will be able to significantly further their qualifications in information technology while remaining employed by the company following an agreement reached with the University of Indonesia.



The agreement sees Mitrais appointed as the Bali partner for the University’s Dual Mode (e-learning) program.

From this year suitably qualified Mitrais software engineers will be able to undertake a Master of Information Technology (MIT) degree through the University of Indonesia’s Faculty of Computer Science (Fasilkom UI). A combination of video conferencing and e-learning technologies will enable lecturers located in Jakarta to deliver classes each evening in real-time to students based in Mitrais’ Bali offices.

Innovative Partnership to Help Software Engineers “Master” IT (continued)



Sixteen Mitrais staff have been accepted and will commence the program this month.

Mr. Mike Page, vice president of software development at Mitrais, said the findings of the Evans Data Group on software development trends in emerging markets like Indonesia support the strategic importance of the agreement with the University of Indonesia.

Evans Data Group found that developers in such markets are much younger, with a median age of 29 as

opposed to 41 in the rest of the world. The developer population is growing faster in emerging markets at 25 percent a year versus 9 percent in the rest of the world. While developers are generally highly educated, there is a greater amount of multi-language skills among those in emerging markets.

Mitrais has actively recruited to its Bali headquarters talented young graduate software engineers from several universities which specialize in IT and are located in major cities such as Jakarta, Bandung, Yogyakarta and Surabaya.

In the past those wanting to pursue higher qualifications have been forced to leave the company and relocate to other cities as there is no university in Bali which specializes in IT.

After researching cooperative agreements with various institutions, Mitrais concluded the Dual Mode Program offered by the University of Indonesia (Faculty of Computer Science) would give staff access to one of the country's best Masters in IT courses.

“We are naturally keen to retain the services of talented young graduates. Being able to further their qualifications while remaining employed by Mitrais will be a benefit to them and to our clients,” Mr. Page said.

The curriculum for the MIT degree covers core subjects in the first two semesters, IT integration in the third semester and production of a thesis in the fourth and final semester.

To register their interest in enrolling, applicants need a bachelor's degree in computer science, informatics, computer engineering, maths or physics, or to have had experience in IT in another field of study.

Periodically lecturers will travel to Bali to give lectures and administer tests.

Mitrais will install teleconferencing hardware and cover the costs of lecturers when learning or assessment takes place in Bali.



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Mitrais "Shutterbugs" capture Bali's Beauty

Mitrais employees submitted more than 500 photos for the company's annual photography competition held recently.

The competition urges staff to actively seek out subject-matter, large and small, on beautiful Bali.

It has been responsible for those with an interest in photography spending many weekends together chasing the common and not so common images of the island's geography, buildings, animals, people and other items of interest.

Some entries find their way into Mitrais advertisements which are placed in Australian IT publications. Many others are also freely available to be downloaded from the [Mitrais website](http://www.mitrais.com).



In this issue of the Software Development newsletter we publish a selection of recent entries. We hope you enjoy them.

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 of application development services to the Australian IT industry. 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 100 clients and employs more than 300 staff. For further information visit www.mitrais.com