


Case Presentation: Collaboration in Practice





col·lab·o·ra·tion

/kəˌlæbəˈrɑːʃən/ 

Noun

1. The action of working with someone to produce or create something.
2. Something produced or created in this way.

Synonyms

cooperation - contribution





EVOLUTION

2009

FIRST
INTRODUCTION TO
PNG
SKILL ASSESSMENT
INITIAL PROJECT

2010

MCR OPENS ITS
OFFICE IN PORT
MORESBY
TELINET PROJECT

2011

MCR EMPLOYS LOCAL
ENGINEERING SATFF
TELIKOM MPLS
PROJECT

2011

MCR OPENS ITS
SECOND OFFICE IN
PORT MORESBY @
TELIKOM
TELINET HOSTED
SERVICES BY MCR





MUTUAL OPPORTUNITY

TELIKOM

- National Carrier in PNG
- Operator of the largest Private IP and MPLS networks in PNG
- Has the largest number of connected corporate customers
- Has the facilities necessary for expansion
- Has a long term vision for growth and expansion

MCR

- 23 Years experience in providing architecture solutions in all relevant areas
- Possesses high skill sets in Cloud based technology and solutions
- Understands customers' needs and business objectives
- Has developed market approach to sell Cloud services
- Has strong relationship with key vendors
- Has strong track record within Telikom and other corporate customers in PNG
- Has local presence and experience in PNG





MUTUAL NEEDS

TELIKOM

- Increase Revenue
- Expected to be “Ahead of the Game” in Services and Products in PNG
- Required to introduce and implement advanced IT solutions
- Expected to provide Global Standard Quality
- Improve Retention Ratios

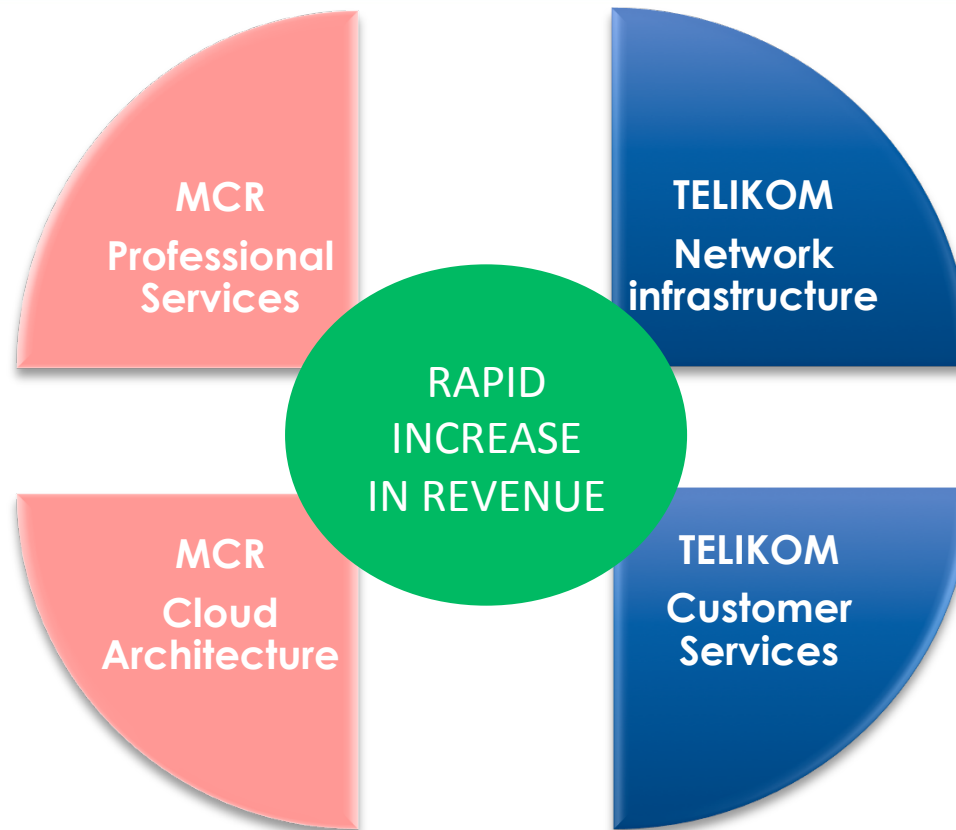
MCR

- Requires a launch pad to sell its services country wide
- Requires access to network resources throughout the country
- Requires strong partner to promote and sell its services





WORKING APPROACH





DELIVERY METHODOLOGY

TELIKOM

- Provision more bandwidth for new services
- Provide 2nd and 3rd level network problem escalation for MCR
- Work with MCR to market new services to existing clients

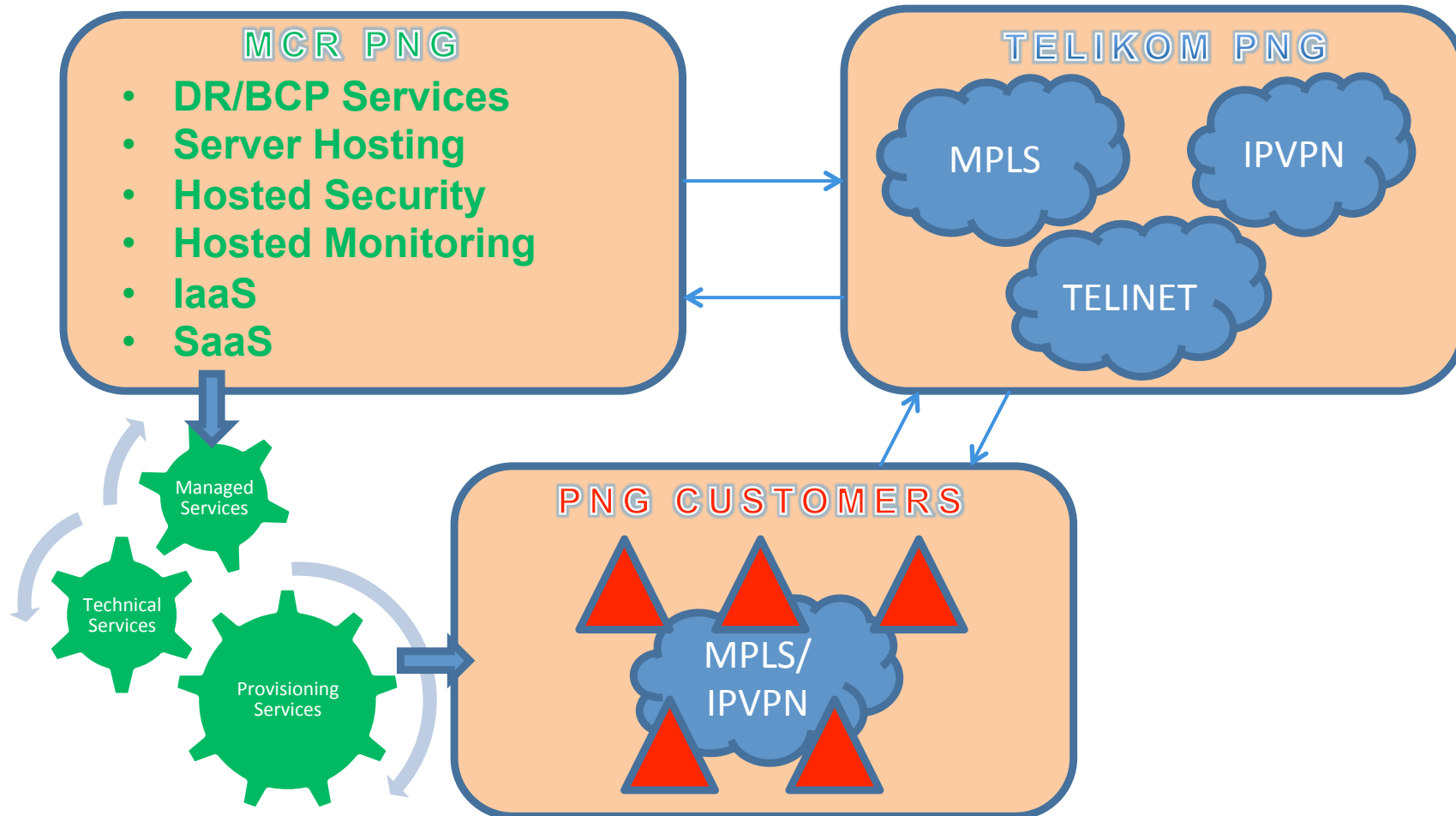
MCR

- Design new products:
 - Architecture
 - Productisation
 - Marketing
 - Delivery
- Implement new products
- Market new product
- Manage the Infrastructure



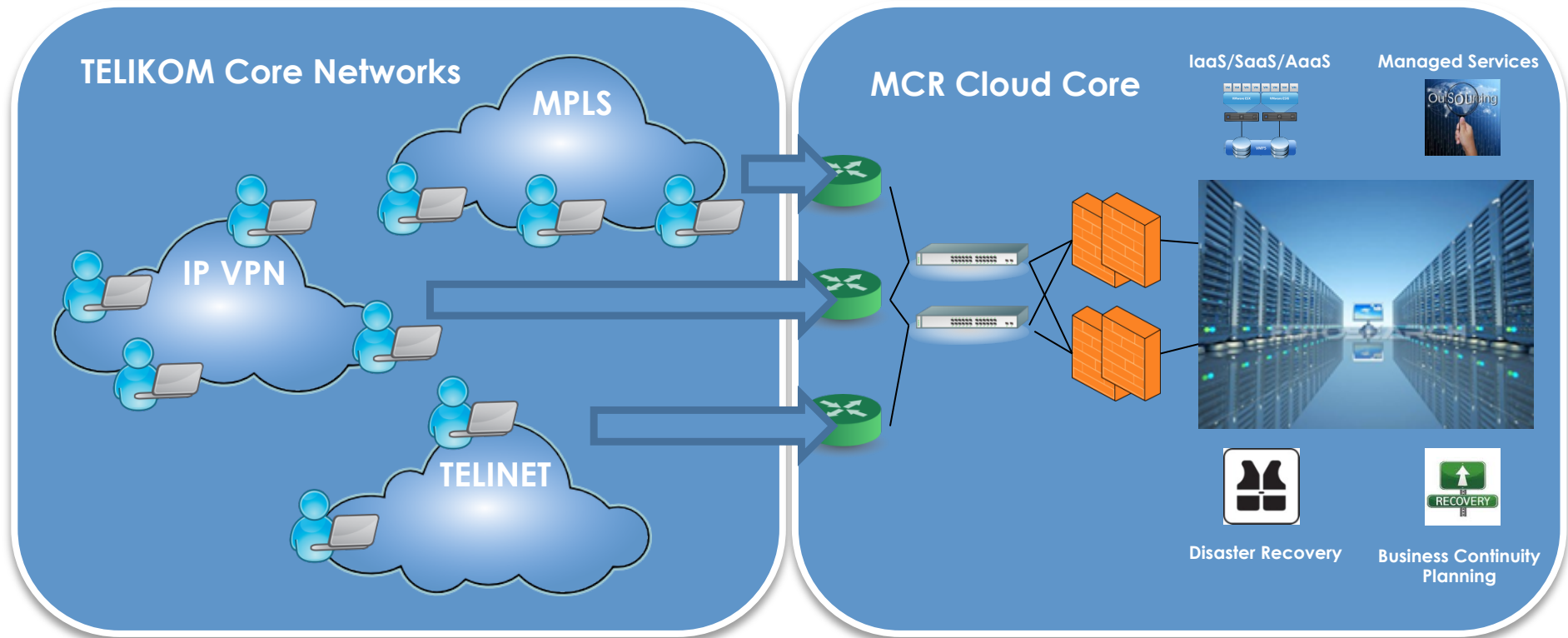


MCR/TELIKOM HOSTED SERVICES



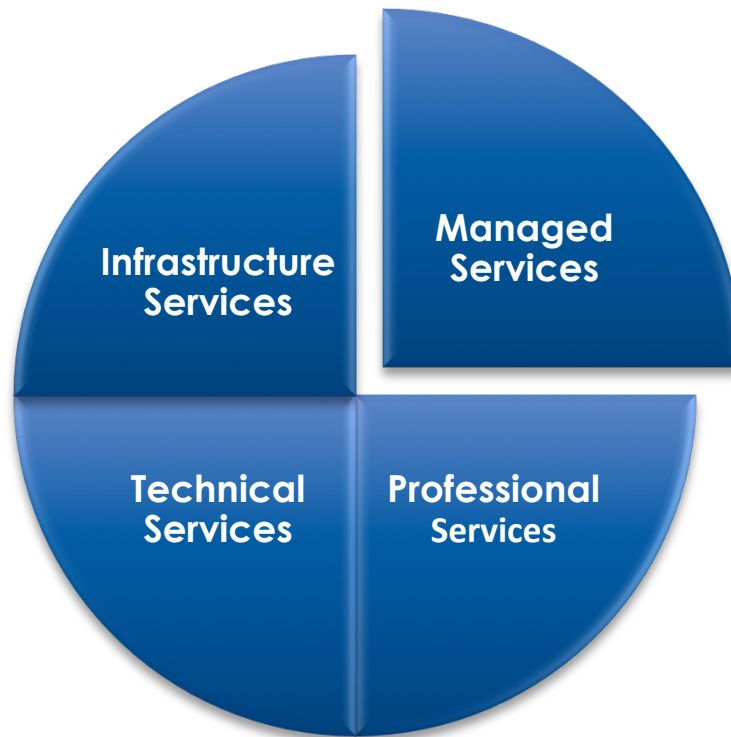


ARCHITECTURE





MCR/TELIKOM HOSTED SERVICES





A snapshot of our main vendors...

Our strong partnerships allow us to access key technologies from the worlds leading IT vendors and to select, implement and support the optimum solution for your business needs!



