

Scan hopeful S3 can help it clinch projects

By Rupinder Singh
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SCAN Associates Bhd, a provider of information and communications technologies security solutions, expects its latest product called S3 to fetch revenue of some RM9 million this year from the domestic market alone.

The ACE-listed company is optimistic that S3 can help it clinch projects, mainly from the government and the banking sector.



Norbik (left) with Nik Khairul.

"We plan to market S3 as our new major product. Business-wise, S3 can be a good recurring income stream for us," Scan group chief executive officer Professor Datuk Dr Norbik Bashah Idris told Business Times in an interview.

"We are now discussing with several parties in the government as well as application service providers (ASPs) to use S3 as their core technology for government applications," said Nik Khairul Raja Abdullah, Scan's head of solution development.

ASPs provide computer-based services to customers over a network.

"We are targeting ASPs because they offer a cheaper and efficient solution to their clients. It also increases our chances (of clinching projects)," he added.

Scan's main projects are from the government, namely through its managed security services (MSS) launched in 2004.

It also plans to introduce S3 overseas in the second half of this year.

Nik Khairul added that Scan has received interest from original equipment manufacturers (OEM) in Hong Kong to bundle S3 into their projects.

Scan spent RM600,000 to develop S3, an encryption-based identity management solution that relies on digital certificate from certificate authority (CA). Its most noticeable difference is its roaming capability which is useful in mobile communications.

"No local product has implemented true roaming certificate. Secondly, it has the ability to integrate multiple tokens authentication," said Norbik.

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