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Adv

TM Net targets S'pore companies

By ZAZALI MUSA

**JOHOR BARU:** Internet service provider TM Net Sdn Bhd is targeting companies in Singapore to use its data base centre here.

Chief executive officer Michael Lai said the company would embark on a marketing campaign in the republic to create awareness on TM Net's services available in Johor.

He said the prospects were good as several multinational corporations and small- and medium-scale enterprises were in the midst of relocating elsewhere from the republic.

“Johor is gaining in this respect as some companies are relocating their operations here,” Lai told a press conference at the CEO Nationwide Road Tour and the Reward and Recognition Night for tmnet direct and streamyx subscribers in Johor.

Presently, TM Net has 184,397 dial-up customers and 55,882 broadband customers in Johor and 600,000 broadband users nationwide.

Lai said apart from attracting companies based in the republic, the company would also target Singapore-owned companies already operating in Johor.

He said several Singapore companies had approached TM Net and expressed interest in its Johor Baru data base centre.

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Michael Lai

The centre provides hosting services for companies wanting to put their businesses on the Internet.

Lai said companies could rent “space” at the data base centre or place their servers there, adding that the company spent RM2mil on each centre.

TM Net has three other data base centres in the Klang Valley, and one each in Ipoh, Penang and Labuan.

Lai said pricing would not be the main factor to attract Singapore companies to use its services but TM Net would offer them more value-added incentives or packages.

“Plans to develop south Johor into a leading integrated service hub in the region under the Ninth Malaysia Plan will further boost demand for services here,” he added.

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