



- 34 Now playing
- 5 Coming attractions
- 15 In The Pipeline



# Corporate Intro.



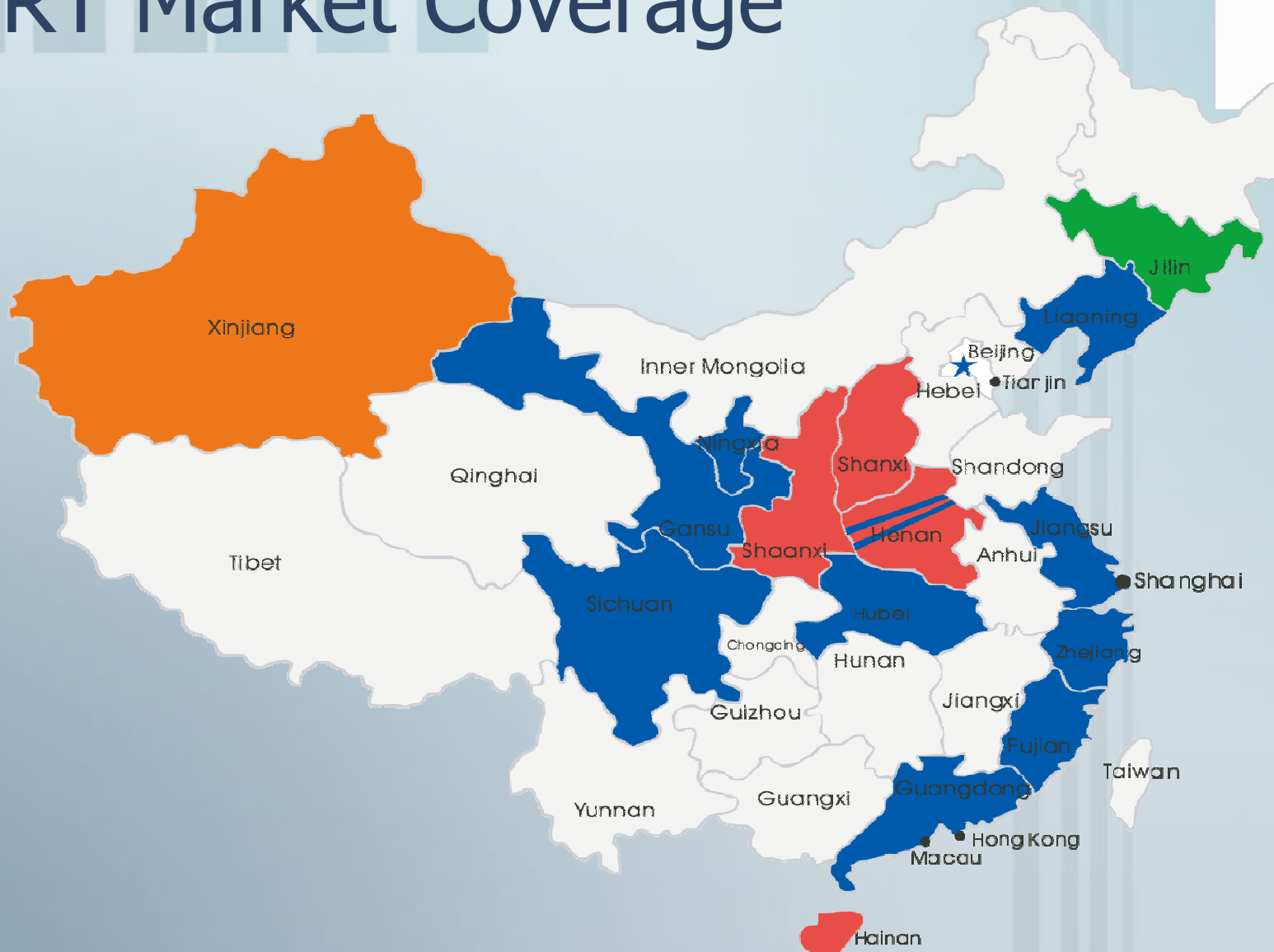
- A leading provider of corporate telecom fixed and wireless IT services
- Founded in 2000
  - Averaging 250% year-on-year revenue growth
  - Over 600 employees
- Mission: to become China's premier provider of corporate IT & telecom solutions
- Headquartered in Hangzhou
  - Regional presence in 16 provincial Mkts.
  - Regional offices in Guangzhou, Nanjing, Chengdu, Wuhan, Zhengzhou, Xi'an, Changchun, Urumqi, Beijing, Jilin, Fuzhou and more...
- Red Herring Asia 100 Finalist in 2006/2007; GSM Top Innovator 2007; MoMo Finalist 2006



# SRT Market Coverage



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- ChinaMobile
- ChinaUicom
- ChinaTelecom
- ChinaNetom



WidSets  
Mobilize Your Web

# Current Market Trend: Operators – Corporate Services



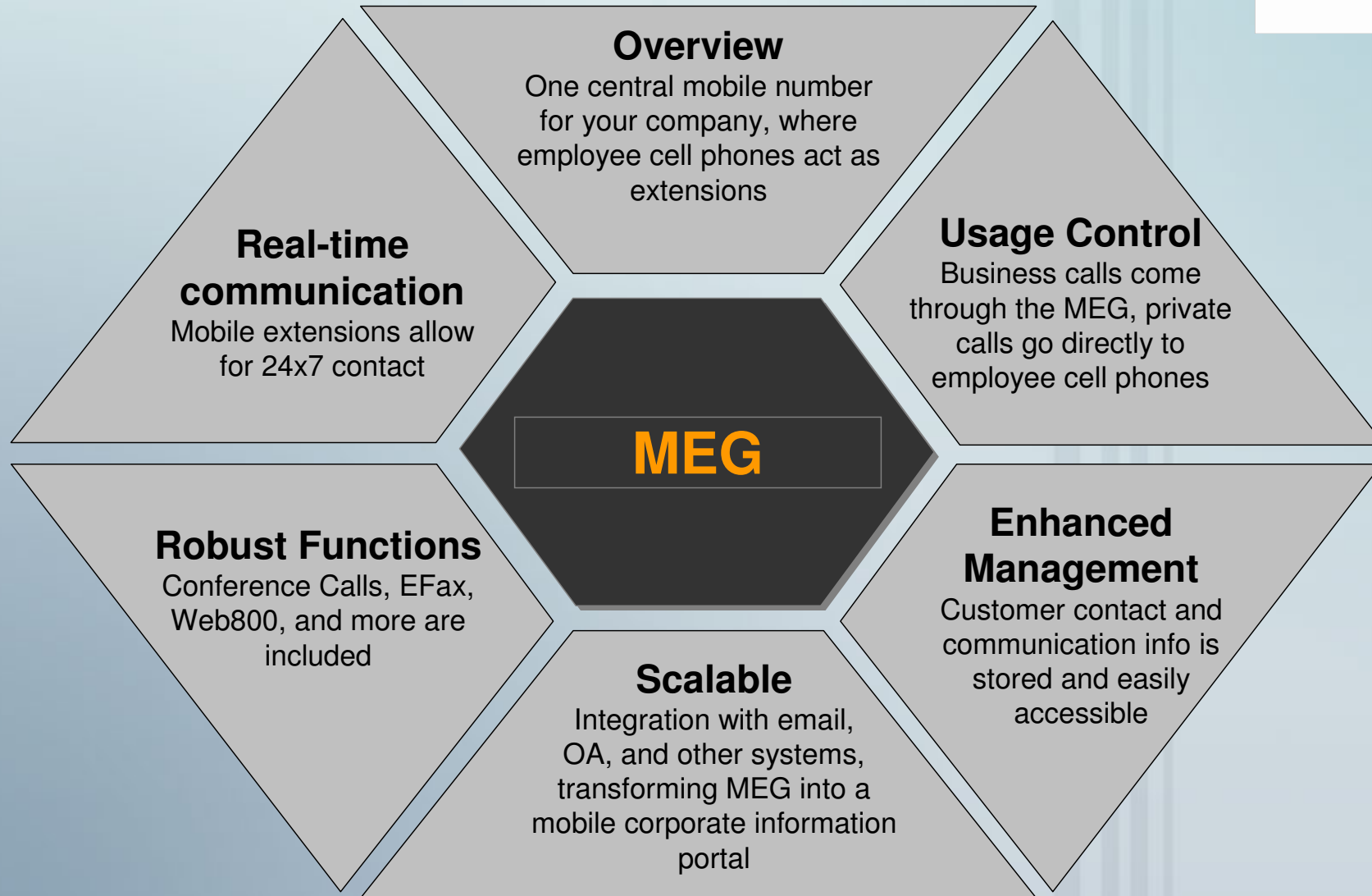
- China's operators are focused on new sources of revenue growth
  - Major cities have reached market saturation
  - 500 Million plus users, but ARPU?
    - Recent growth has been in rural markets
      - Low income users have less to spend on mobile services, lowering ARPU
      - Lower ARPU from rural areas will be off-set in the short-run by increased demand for data services from urban users
      - A long-term strategy is required to increase ARPU
  - Corporate services can balance the ARPU equation to ensure healthy revenue growth

# Current Market Trend: Corporate Client's Needs?

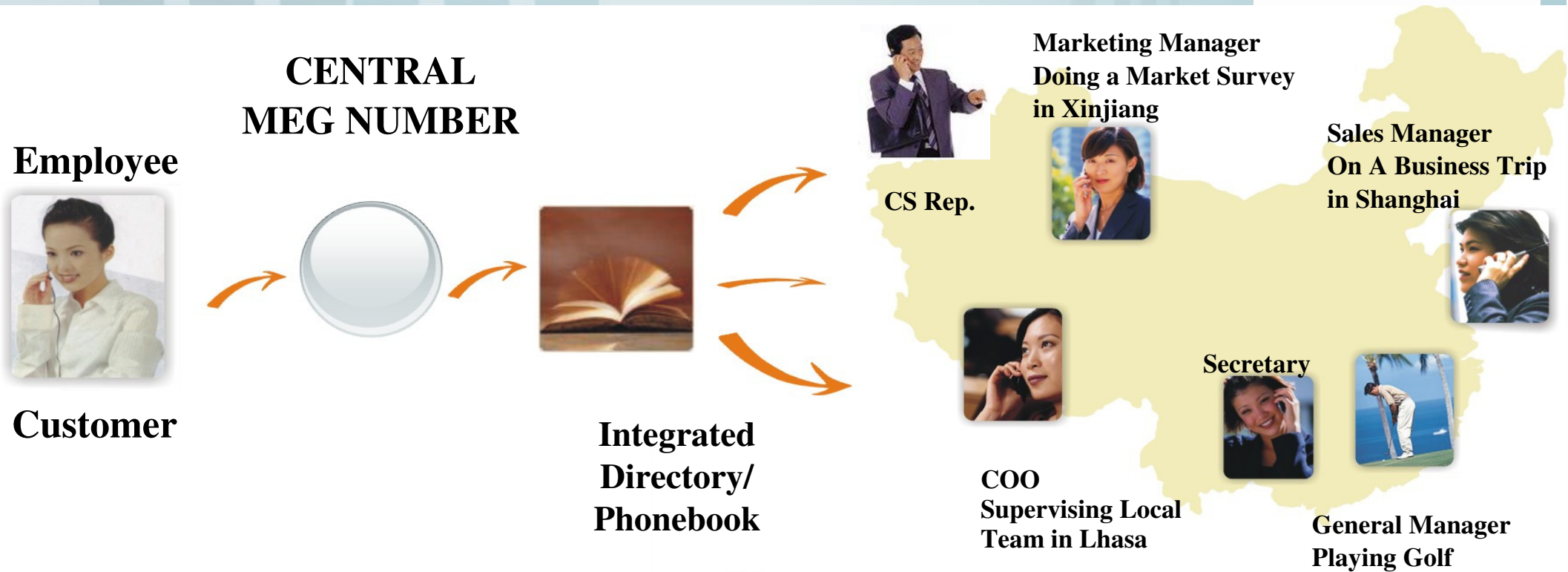


- Enterprises in China are focused on
  - Generating new sales/business opportunities
  - Reducing costs
  - Tracking and monitoring all employees
  - Security – protecting corporate resources like sales contact lists
- Existing communications and management options, however are limited
  - Go without any management software systems
  - Purchase local management systems
  - Secure pirated solutions
  - Purchase expensive international solutions

# What is MEG?



# Call Method



1. Corporate phonebook contains all corporate/client contact information
2. Customer only needs to dial the central MEG number for all communication features
3. Centrally tracks all calls made through the system, so management is simply a matter of checking records from one source
4. Family and friends can dial employee mobile phones directly as before

# MEG Industry Solutions:

## Characteristics

- Dynamic business environment
- Extensive client network
- Scattered employees
- High internal management requirements
- Smooth & robust external communication needs

## Challenges

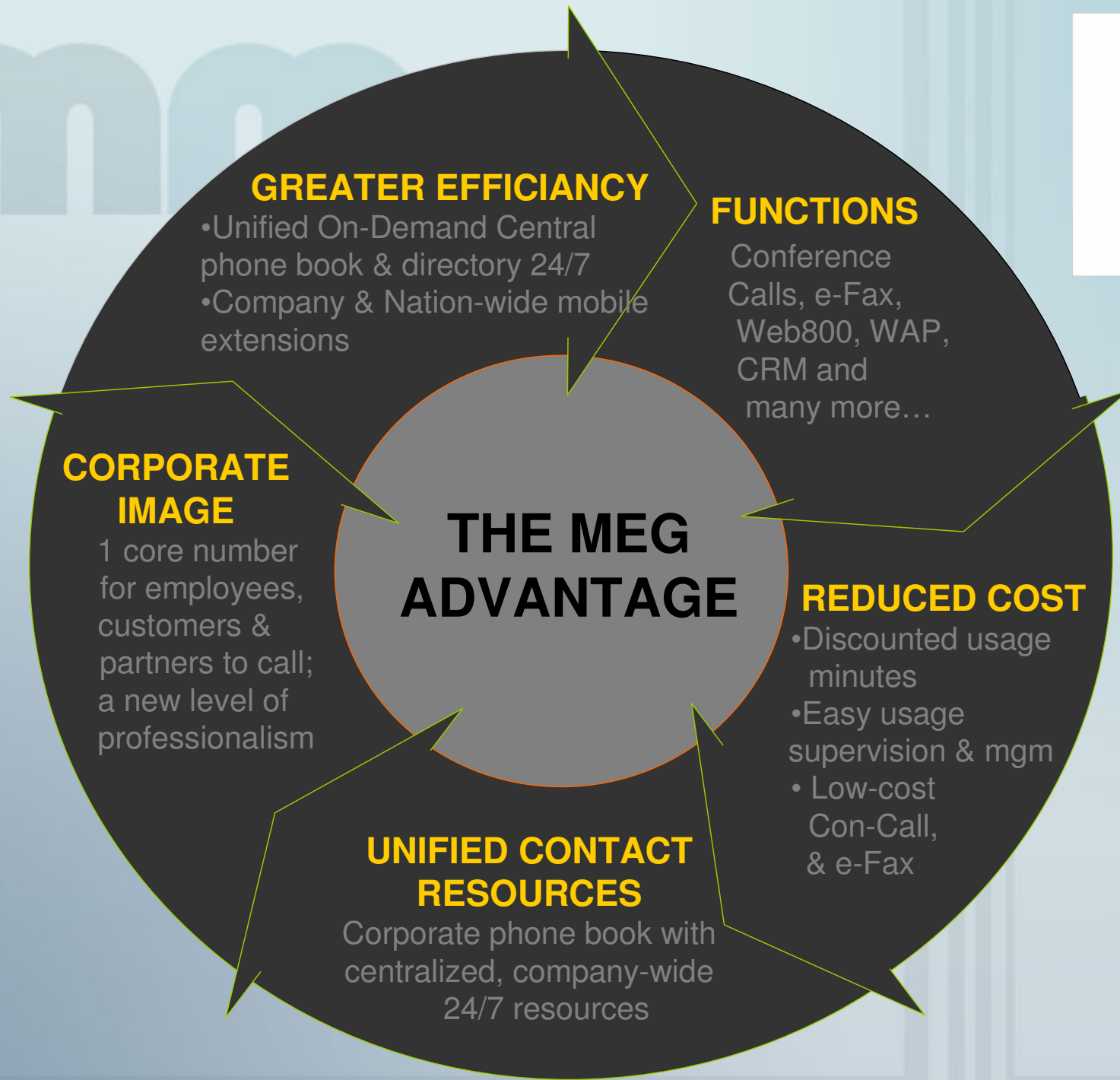
- Frequent inter-dept communication;
- No effective way to manage organize & control communication costs
- Scattered employees, difficult to schedule and hold meetings

## MEG Solution

- Centralized corporate phone book, with company-wide resources, 24/7
- Advanced & robust usage control, tracking and management tools
- 1 core number with integrated company-wide Con-Call, e-Fax, Web800 & WAP features



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# MEG Customer Reaction: China Market



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