



Making a mark in the China software market

It took 10 long years of perseverance and effort before Singapore businessman Teo Yee Cheong finally made his mark on the China software industry.

Mr Teo, a Computer Science and Mathematics graduate from the former Nanyang University (now known as Nanyang Technological University), has spent the last 25 years in business system consultancy, system development, project management, implementation and training..

Based on his vast experience and a personal investment of S\$500,000, he established Bizpoint Pte Ltd. The company currently employs about 100 staff.

He is the chief architect behind the third re-development of the business solution package, E8 Business resource Management System (E8).

E8 is developed using object-oriented technology and it is also web enabled. The software has more than 500 installed sites in Singapore, Malaysia, Indonesia and Japan. E8 is has been localized for the China market and is an ERP solution that meets international standards, together with many other best practices from Singapore.

Bizpoint's major products and solutions include the E8 BRM Business Resource Management System, E8 Property Management and Maintenance System, WOA Office Automation Management System, Supply Chain Management, Financial Management System, Taxation Process Work Flow Management System, Tax Collection Management System integrating the Banks, the Tax Authority and the Treasury. Corporate Information Management System, Hotel Information Management System, Infra-Red Image Analysis System, E8 Garment Manufacturing and Operations Management System, etc.

Success did not come easy. Mr. Teo made several trips to China in 1980, 1986 and 1991 to market his products. It was only in 1994 that he formed a joint venture with Anhui Normal University in 1994. Bizpoint System (Wuhu) Co Ltd, the first foreign joint venture for system integration and IT solution development, is now also the largest and most established IT solution provider in Anhui, Wuhu.

For the past few years, Bizpoint has received several commendations from the Chinese Government.. They include:

- December 1995: "New High-tech Enterprise" from Anhui Province Science and Technology Commission

- 1998 & 2000: "Outstanding Private Scientific and Technological Enterprise" from Wuhu People's Government Commendation
- December 2001: awarded the status of software enterprise by the Information Technology Bureau of Anhui Province, with approval from the Committee of Experts of Association of Software Industry of the Anhui Province.
- June 2002: four software products were registered with Information Technology Bureau of Anhui Province for independent intellectual property rights.

Many of the software application systems developed by Bizpoint can also be found in Shanghai, Zhejiang, Jiangsu and other major cities.

For more details, please visit www.bizpoint.com.sg/

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