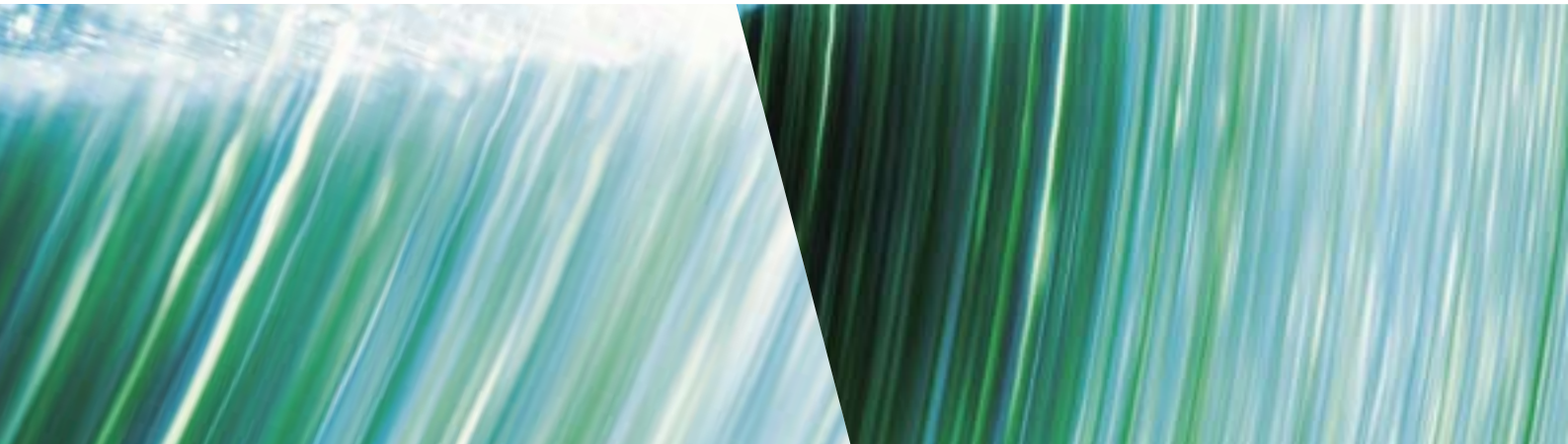


“...A THRIVING TECHNOLOGY COMMUNITY, PEOPLE THAT ARE WELL EDUCATED, PEOPLE THAT ARE CREATIVE.”

Doug Kidder, *Principal, LECC*



NEW ZEALAND DELIVERS SPECIALIST SOLUTIONS

New Zealand's Information and Communications Technology (ICT) sector offers immense value to your business. This is because our ICT companies are perfectly placed to meet growing world demand for specialist applications.

New Zealand has a proven track record of delivering industry solutions that are commercial winners, and particular success with applications for niche markets.

For example, more than a third of UK dental practices now use specialist dental software provided by a New Zealand company. New Zealand customer information system technologies have captured 37% of the market of North American retail energy marketer installations. In Asia, a New Zealand company provides a niche platform that protects one of the world's largest telecommunications providers from Internet attacks.

Our companies stand out because of their willingness to apply new thinking. They offer fast response times, cost competitive results, and operate in an excellent business environment. New Zealand's location and demographics create a small but well-defined environment that is excellent for market testing.

Multinationals recognise the value New Zealand offers and work with our ICT sector to deliver world-leading solutions to customers – and results to investors.

NEW ZEALAND DELIVERS COMMERCIAL SUCCESS

Many multinationals already profit from a partnership with New Zealand.

Singapore Technologies Electronics Limited has leveraged off our ability to do more with less by investing in a New Zealand e-commerce company. This global partnership now supplies credit card-compliant terminals to one of Singapore's largest taxi fleets.

US-based GeoVector Corporation benefits from our willingness to apply new thinking. GeoVector's New Zealand research and development centre pragmatically mixes technologies and disciplines, creating bold solutions not dreamt of in more regimented ICT environments.

Global internet company Allied Telesyn Group was attracted by the broad skills and responsiveness of our developers and managers, and their ability to see the big picture. Allied Telesyn has expanded numbers at its New Zealand research centre from 50 to 200 in three years, attributing this growth to New Zealand's global connectedness and the availability of specialist skills.

US-based Symantec Corporation benefits from New Zealand's cost-competitive labour force, and its ability to develop solutions for global markets. Symantec's New Zealand investment runs the US company's only development centre outside North America and Europe. Symantec kept the development centre in New Zealand because of the high quality of our university graduates. Flexible immigration policies also mean overseas recruits can be employed when specialist expertise isn't readily available.

EDS has recognised our excellent business environment, which includes world-class communications infrastructure, political stability, and a secure intellectual property regime. EDS has added EDS New Zealand to its Best Shore programme – which highlights high quality, cost-competitive environments.

SHARE THE SUCCESS

These are just a handful of the international companies already profiting from a partnership with New Zealand.

To find out how your business can benefit, contact Investment New Zealand, the investment promotion agency of the New Zealand government. Investment New Zealand is a division of New Zealand Trade and Enterprise, the country's economic development agency. Investment New Zealand understands the ICT industry and has extensive networks within it. This means we can identify and facilitate investment opportunities relevant to you.

Contact us today and learn how New Zealand can deliver value to your company.

ICT Investment Manager

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