

# SoftWhere Asia/Pacific

July – September 2009



Despite the financial crisis ravaging the region in the first half of 2009, software companies in Asia Pacific have generally performed better than expected and have grown more than other regions of the world. The first half of the year was most challenging as orders from customers were delayed and pushed back. It is now viewed that the worst is over. Companies are now focusing on providing customers with better solutions and offering a value proposition with enhanced distribution channels & partners and support & services.

The crisis has also given time and opportunity for companies to review their talent strategy and succession planning process. There is also greater emphasis on upgrading talents and skills through recruitment, and training and development. As one executive put it “every hire has to be justified by the additional business the person is able to generate”.

We recently completed a series of conversations with CEOs and MDs of technology companies in the Asia Pacific region. This upcoming report is specific to the Asia Pacific region and offers perspectives on the global economic crisis as seen from Asia. We look forward to sharing this with you.

## SoftWhere (highlights July – September 2009)

### Acision

- Mark Williams has been appointed Senior Vice President and General Manager for the Asia Pacific region. Mr Williams was previously Head of Global Sales at Amdocs.

### Agile

- Peter Dillon has been appointed to lead the Australian operations for the New Zealand telecommunications systems developer and integrator. Mr Dillon was previously Chief Operating Officer of Avaya South Pacific.

### ATA

- Bennie Lin has been appointed Chief Operating Officer of ATA, a leading provider of computer-based testing services in China. Mr Lin was previously General Manager of strategic accounts at Microsoft.

### Avanade

- Jeyan Jeevaranam has been appointed Vice President, Australia and New Zealand. Mr Jeevaranam replaced Craig Dower, who has taken up wider responsibilities in the Asia Pacific region as President and General Manager, Southeast Asia, Australia and China. Mr Jeevaranam will report to Mr Dower in his new role.

### Avaya

- Lim Hsin Yin has been appointed Country Director, Singapore of Avaya. Ms Lim was previously Country Manager for the Software Business of the General Business division at IBM.
- Biswajit Parashar has been appointed Marketing Lead for EMEA, where he will lead the vendor’s EMEA field marketing organisation. Most recently, Mr Parashar worked at E.On Energy, UK, where he created the ‘Easy Green’ marketing campaign to promote engagement with the alternative energy source market.



## CA

- Vicki Batka has been appointed Senior Director of Channel Sales, based in Singapore. Ms Batka has been with CA for eight years, most recently as Head of the Recovery Management and Data Modelling business.
- Jim Fisher has been promoted to the role of Vice President, Regional Channel Sales, replacing Nick Ellis who has returned to the US. Mr Fisher is based in Sydney and joined CA in 2000 following the acquisition of Sterling Software.
- Stephen Miles has been appointed Vice President Solutions Sales of Asia Pacific, driving sales in the telco sector, based in Singapore. Prior to joining CA, Mr Miles was Sales Vice President for the Infrastructure Management Group at EMC, where he specialised in service assurance solutions for service providers and enterprises.

## Calypso

- Nigel Ford has been appointed Business Head, Asia Pacific of Calypso Technology, a US-based provider of integrated trading application suites to the capital markets industry. Mr Ford was previously Business Development Director, Asia Pacific of Sophis, an international provider of cross-asset, front to back trade and risk management solutions.

## CapGemini

- Ranjan Tayal has been appointed Vice President and Head of India Business. Mr Tayal was previously Vice President and Business Head, India and South Asia at Satyam Computer.

## China Information Security Technology

- Jackie Kazmerzak has been appointed Chief Financial Officer of China Information Security Technology, a provider of digital security solutions. Ms Kazmerzak was previously Head of China Investment at JLF Asset Management.

## Citrix Systems

- Mark Fioretto joined Citrix as Enterprise Director, Australia and New Zealand. Mr Fioretto was previously Vice President, Enterprise South Asia at Nortel.
- Rick Seeto has been appointed Vice President, Enterprise South Asia at Nortel. Mr Seeto was previously Vice President of Worldwide Partner programs at Nortel, as well as Chief Marketing Officer, Asia.
- Nick Smith has been appointed Country Leader of Australia and New Zealand. Mr Smith was previously Regional Vice President, Australia and New Zealand with Gartner.

## Compuware

- Steve Jobson has been appointed Vice President, Australia, New Zealand and Japan. Mr Jobson relocated to Sydney from the UK where he was responsible for the Northern EMEA business.

## Drishti Soft

- Vipin Jethi has been appointed Vice President, Sales of Drishti Soft, a provider of communications solutions. Mr Jethi will be predominantly involved in channel management and direct sales in India and Europe, Middle East and Africa. Mr Jethi was previously General Manager, Middle East and Africa at Al Yousufi Computer and Telecommunication.

## Experian

- Graeme Beardsell has been appointed Vice President, Sales and Marketing for Asia Pacific. Mr Beardsell was previously General Manager, Asia Pacific at Misys.

## Fujisoft

- Reiko Yasue has been appointed Director, Mobile Business Group, System Business Department of Fujisoft, Japan.

## GlobalLogic

- Milind Jadhav has been appointed Chief People Officer of GlobalLogic, a global software product engineering company. Prior to joining GlobalLogic, Mr Jadhav served as Vice President of HR Corporate Services and Global HR Shared Services at Suzlon Energy.

## Global Unichip Corporation

- Lung Chu has been appointed China President of Global Unichip Corporation, a provider of System on Chip Design Foundry service. Mr Chu was formerly President, Asia Pacific at EDS company, Cadence Design Systems.

## IBS

- Kamal Sharma has been promoted to Vice President Sales and Marketing for Asia Pacific, and Automotive Business Line at IBS, a world leading provider of supply chain management solutions. Mr Sharma was previously President for Lawson Software in Asia South, Japan and Korea.

## Imperva

- Kane Lightowler has been appointed Regional Sales Director of Australia and New Zealand. Mr Lightowler was previously Regional Sales Manager for Australia and New Zealand at Tumbleweed Communications.
- Stree Naidu has been appointed Vice President, Asia Pacific of Imperva. Mr Naidu was previously Regional Director of Asia for Plumtree Software.

## Infor

- Lars Faeste has been appointed Vice President, Enterprise Asset Management Sales, Asia Pacific. Mr Faeste was most recently Vice President, Asia Pacific Sales, IBM Tivoli Software Group.
- Tobin Alexander has been appointed Regional Vice President, Automotive Sales, Asia Pacific. Mr Alexander joined Infor from Oracle where he was the Senior Director in the Auto Industry Business Unit in Asia Pacific.

## Kingsoft

- Tao Zou has been appointed Executive Director of Kingsoft, a leading entertainment and applications software developer, distributor and service provider in China. Mr Zou will also remain in his role as Senior Vice President for Kingsoft's entertainment software business.

## Lawson Software

- Shane Cumming has been appointed Head of Fashion Sales and Strategic Initiatives, Asia Pacific at Lawson Software. Prior to this role, Mr Cumming was Regional Director of the Greater China region.

## McAfee

- Jacqui Donovan has been appointed Regional Marketing Director, Asia Pacific. Ms Donovan previously led regional marketing at Symantec.
- David Sykes joined McAfee to manage Strategic Accounts and Alliances, Asia Pacific. Mr Sykes was previously with Symantec as Managing Director of Pacific Region.

## Microsoft

- Adam Anger has been appointed Head of the Windows business group for the Greater China region, responsible for strategy, growth and overall performance of the Windows business across the region. Mr Anger was promoted from Senior Director, Business and Marketing organisation.
- Joelle Woo has been appointed Director, Business and Marketing of Microsoft Hong Kong. Ms Woo was previously Director, Developer and Platform Group of Microsoft Hong Kong.
- Peter Yeung has been appointed General Manager of Microsoft Hong Kong. Peter was formerly Managing Director, Jardine OneSolution.

## MindTree

- MindTree's co-founder, Subroto Bagchi was elected Vice Chairman of the company by the Board of Directors. Mr Bagchi will continue in his current role of Gardener where he helps shape future leaders of MindTree, a Bangalore-based global IT solutions company.

## Misys

- Angelita Azuelo has been appointed Senior HR Business Partner at Misys Philippines. Ms Azuelo was previously Compensation and Benefits Senior Lead, Shared Services of IBM Business Services Philippines.

## NEC

- Shiro Komiyaji has been appointed President of NEC Soft, Okinawa, Japan.
- Hideki Tominaga has been appointed General Director of NEC Solutions Vietnam, a subsidiary of NEC Soft and NEC Asia in addition to his current role as Associate Senior Vice President of NEC Soft. Mr Tominaga succeeds Toshio Morita, who was the Chairman and President for NEC Solutions Vietnam since it was established in 2006. Mr Morita will be retiring after his fulfilling stint with NEC Solutions Vietnam.

## Oracle

- Wilson Ho has been appointed Managing Director of Oracle Hong Kong. Mr Ho was previously Director of search marketing at Yahoo! Hong Kong.
- Rajesh Hukku has resigned from Oracle Financial Services Software, which develops and markets enterprise software products. The company was formerly known as i-flex Solutions. Mr Hukku was previously Chief Executive Officer of i-flex and later became its Chairman and Managing Director.

## OutStart

- Social business software OutStart appointed Don Hernandez as Managing Director, Asia Pacific as part of its expansion into the region. Mr Hernandez previously served as Vice President of EMEA Sales and International Sales for Learning and Performance Management software providers, SumTotal Systems and Plateau, respectively.

## Patni Computer Systems

A number of key leadership appointments were made at Patni this quarter:

- Deepak Khosla who was previously Head of Asia Pacific has been appointed to lead the SAARC region.
- Naresh K Lakhanpal has been appointed President, Patni Americas. Mr Lakhanpal was previously with Deloitte & Touche as Global Practice Director, Technology, Media and Telecommunications Practice. Prior to this, he was Chief Executive Officer of Navigational Sciences and has held senior management positions with Tandem Computers and Ericsson.
- V Mathivanan has been appointed President, Asia Pacific. Mr Mathivanan served as Managing Director of Singapore Network Services (SNS).

## QlikTech

- Jason Bissell has been appointed Managing Director, Asia Pacific of QlikTech, a business intelligence software vendor which has opened an Asia Pacific office in Singapore. Mr Bissell spent the last four years growing QlikTech's channel business in the UK.

## Software AG

- Steve Keys has been appointed Head of Global Consulting Services for the Asia Pacific region. Mr Keys joined the company as Sales Director, Enterprise Transaction Systems, and was promoted to Sales Director, Australia and New Zealand in early 2009.

## SonicWALL

- Wang Chenjie has been appointed General Manager of China at SonicWALL, a leading secure network infrastructure company.
- Dean Redman has been appointed Country Manager, Australia and New Zealand. Mr Redman has been with SonicWALL since 2008 and was most recently Channel Manager where he developed and managed SonicWALL's partner programs and partner-solution education.

## Sophis

- Gerry Fernandez has been appointed Business Development Director for South East Asia at Sophis, an Ireland-based provider of cross-asset, front-to-back portfolio and risk management solutions. Mr Fernandez was previously Business Development Director at Cognotec.
- Vincent Lo has been appointed Sales Director for Greater China at Sophis. Mr Lo was previously Head of Fixed Income, Sales and Trading in the UK at Reuters Group.

## Springsoft

- Xu Wei has been appointed China Country Manager of Springsoft, a global supplier of specialised IC design software. Mr Xu was formerly Regional Manager for South China and Hong Kong at Synopsys.
- Tomoyuki Kawarai has been appointed Japan Country Manager of Springsoft. Kawarai was formerly Sales Director at Cadence Design Systems.

## SunGard

- Mikito Hayashi has been appointed Sales Director, Japan of SunGard. Mr Hayashi was previously Sales Director, Financial Industry System Sales at Oracle.

## Symantec

- Bjorn Engelhardt has been appointed Vice President of the Symantec SaaS group for the Asia Pacific region and Japan. Mr Engelhardt was previously Senior Director of Security Data Management Group business unit at Symantec for Asia Pacific and Japan.

## Techfirm

- Masaoki Kobayashi has been appointed President, Director of Engineering Support and Representative Director in Techfirm, a Japan-based company engaged in information technology business. Mr Kobayashi was formerly Vice President, Director of Engineering Support and Director in Techfirm.
- Yuichiro Tsutsui has been appointed Chairman of Techfirm, Japan. Mr. Tsutsui was formerly President and Representative Director of Techfirm.

## UniRisX

- David Piesse has been appointed Chairman, Asia Pacific Operations, of UniRisX, the leading SaaS provider of global insurance services, based in Hong Kong. Mr Piesse was formerly Head of Global Insurance and Financial Services, Asia Pacific, Practice for Sun Microsystems.

## UST Global

- Krishna Prasad has been appointed Global Head for Delivery and the Head of the Chennai centre at UST Global, a leading provider of end-to-end IT services and solutions. Mr Prasad was previously General Manager, Strategy and Services, where he led G A Menon Academy, responsible for competency development within UST.

## Virtual.Offis

- Chy Chuawiwat has been appointed Chief Executive of the managed IT infrastructure player. Mr Chuawiwat previously headed up sales and marketing. Prior to joining Virtual.Offis, he was Managing Director, Asia Pacific for Clearswift.

## About Russell Reynolds Associates

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Russell Reynolds Associates is a leading global executive search and assessment firm with more than 300 consultants based in 39 offices worldwide. Our consultants work closely with public and private organizations to identify, assess and recruit senior executives and board members to drive long-term growth and success. We value teamwork, serving our clients with a collaborative approach that spans our international network of sector and functional experts.

Our in-depth knowledge of major industries and our clients' specific business challenges, combined with our understanding of who and what makes an effective leader ensure that our clients secure the best leadership teams for the ongoing success of their businesses. For more information, please visit us at [www.russellreynolds.com](http://www.russellreynolds.com).