

# Time is a Wealth of Change

By Teh Hon Seng, Managing Director

*“Time is a wealth of change,  
but the clock in its parody makes it mere change and no wealth.”*

That's an excerpt from a short poem I adored by Rabindranath Tagore, a renowned Indian poet.

Time flow, the curtain of year 2007 is about to come down with performance that could be rated as outstanding, abysmal or just mundane. Some of our players like Seven Seas in Dubai, CV Retailindo and PT Caveo in Indonesia, Excel and Inetsion in Malaysia, Grupo Ejje in El Salvador, Compax in India, Time Speed of South Africa, Blue Chip in Sri Lanka and many more have shown excellent performances this year. Therefore, they should have ended the year's performance with big smiles on their faces.

The circumstances are unpredictable, hence the changes in the script of FingerTec®'s business is inevitable. Technology evolves and follows the famous Gartner chart (refer to my "You're at the right path with FingerTec®" article in October Newsletter), when one is at the right time, right path, and with some talent, the fame and wealth is within grip.

FingerTec Worldwide shall register a remarkable performance (forecasted at 65%) too this year, as we have made significant improvements in our systems to strengthen our branding and support systems with the introduction of micro support websites and formalizing the Spare Part Allocation Scheme amongst the activities that benefited our partners and resellers. We fine-tune our overall systems this year to improve our handling of client enquiries.

Our new product momentum is going strong starting this November with the first batch of FingerTec R2 making its debut early last month. The first batch was sold out within a week and has received a thumbs up from customers. The R2 will be available for bulk order in December onwards.

Following the launch of R2, five more new products will be showcased until June of 2008. The M2 model, the only door access model with metal casing

will be introduced to the world end of December to cater to those markets which require solid metal exterior. The new, a more affordable Ofis sensor will also be coming out before year-end.

The color LCD series for time attendance and door access systems, FingerTec® i-Kiosk 100 and FingerTec® i-Kiosk 100 Plus are scheduled to make their first appearances in the first quarter of January 2008; and the TCMS software web version, is expected to reveal itself by end of second quarter.

We crave for changes for betterment, from slightest to paramount, which we believe could place us ahead of our rivals; and maintain our core competency that rooted on "make everything easy".

The clock is ticking with meaningless change; the time that matters. If your FingerTec® business abate in 2007; review and make some good changes to suit to your audience's taste and to strike a turnaround in 2008 with a 'standing-ovation' performance. We certainly will present to assist you.

We have more new ideas to juggle on branding, product, and business model; you would see the changes over time in particular and as a whole. All in all, we hope to grow along with you and will continue to support you in keeping a sustainable profit and growth in your business

Wish you a happy Christmas and a prosperous New Year.



Teh Hon Seng

A stylized, handwritten signature in black ink, consisting of several loops and a long, sweeping tail.