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Archive Tuesday

Thu, 21/Aug/2003

19-08-2003: Nova MSC gets jobs worth RM5 mln in 1½ mths

By Kevin Tan, 5.06pm

Nova MSC Bhd has secured another RM5 million worth of jobs in the last month and a half, says its chief executive officer Chan Wing Kong.

Speaking to reporters after the company's debut on the Mesdaq Market, he said Nova MSC's order book stood at RM18 million as at June 30. He did not elaborate on the recently secured jobs.

Chan said 80 per cent of its turnover now came from the development of e-government application software, while the remaining 20 per cent was from software for the healthcare sector.

He said revenue contribution from the healthcare sector would increase to about 40 per cent in the future. With over 300 hospitals in Malaysia, Chan said there was potential demand for Nova MSC's software and expertise.

Chan said it was "not just a software house," but understood the industry it dealt with. "It also sells the best practices (of running a hospital) with the applications software," he added.

He said more than 10 private hospitals in Malaysia, including the KPJ group of hospitals and Penang Adventist Hospital, are using Nova MSC's software.

However, Nova MSC had yet to make any breakthrough with government hospitals. Chan said the company preferred to deal with smaller hospitals first as they were "faster in the decision-making processes."

"Our strategy is to have good pilot customers and subsequently expand (to bigger customers)," he said.

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