

## Global Delivery. Local Support.

**Presented by:**  
**Mr. Sujith Sivaram &**  
**Mr. Sky Cher**



## INTRODUCING OUR PRESENTERS:

# Mr. Sujith Sivaram

Managing Director

1

Over 40 years of expertise in the industry

2

Currently the RiseAV Council Member

3

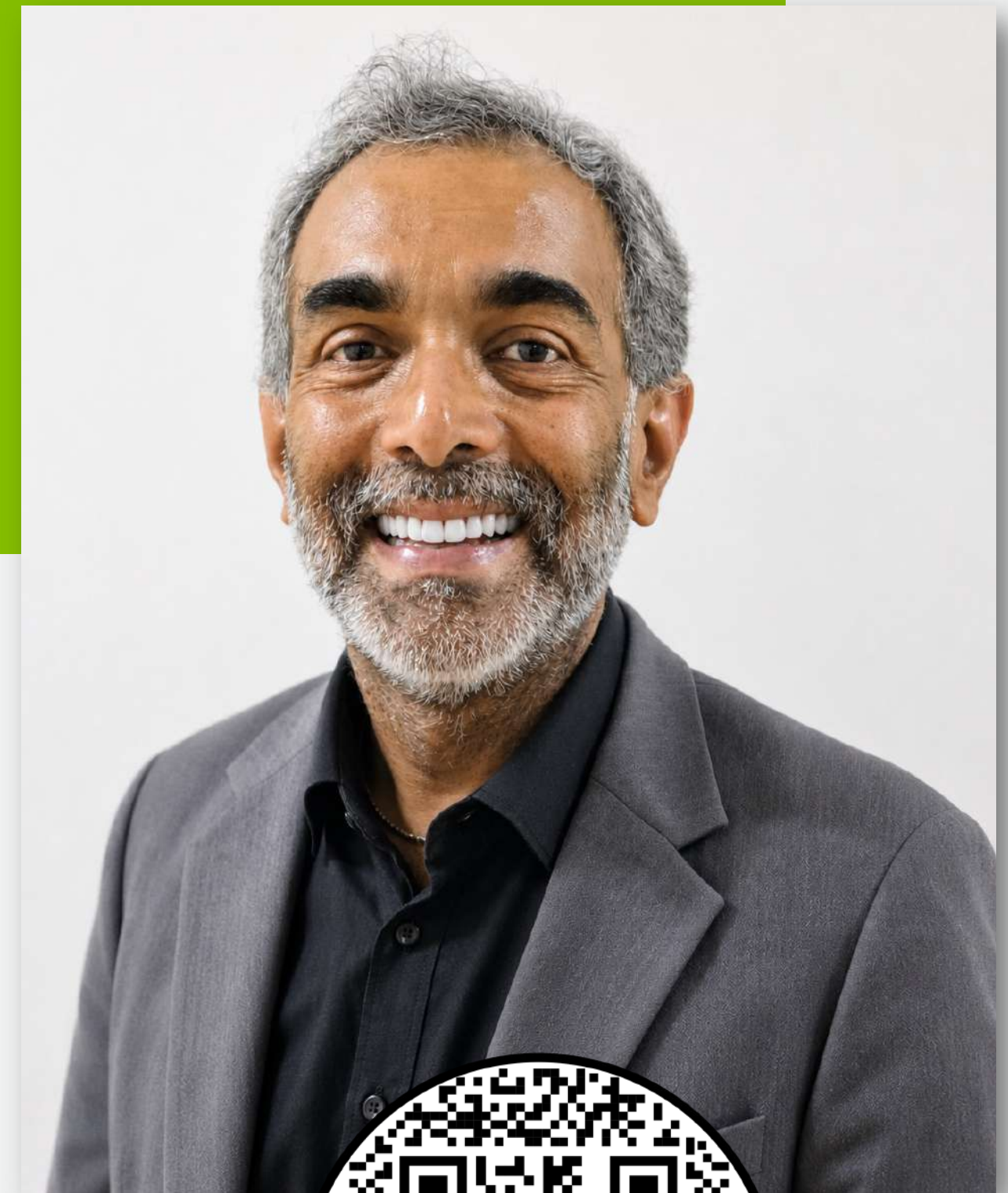
Have contributed as a speaker at multiple industry events such as Avixa, InfoComm and beyond

4

Served the full 4-year term at GPA - a consortium of international AV companies

5

“Like the saints from ancient mythology, it has been indeed a penance requiring immense focus, taking ESCO forward.”



SCAN & CONNECT

## INTRODUCING OUR PRESENTERS:

# Mr. Sky Cher

VP, Sales

1

Has over 15 years of experience in the industry

2

An invaluable member of the ESCO Group with expertise managing MNCs and SMEs alike

3

Consistently achieved sales targets, and beyond

4

A master of not only numbers, but negotiations whether they be with partners, manufacturers or clients.

5

“AV is an ever-evolving and exciting sector to be part of, especially with the emergence of AI in today’s society.”



SCAN & CONNECT

# LET US ASK YOU

## 2 questions

### **QN: 1**

How many of you use video conferencing in your offices and have heard:

**“Can you hear me ?”**

### **QN: 2**

How many of you care about the security of your data and data centers that host your information?

# THIS IS ESCO...





Established on 7 July 1989



Leading AV Integrator in APAC



Extensive network covering 15 countries in the APAC region and globally through GPA



Large customer base and diverse project



A dynamic force of 500+ professionals



ESCO is not just a vendor of technology.  
We are a **partner for progress**

# Here're our **Industry Affiliations**



As a shareholder of GPA, ESCO is part of an elite global network of leading AV integrators, enabling us to deliver consistent, high-quality technology solutions worldwide with the speed, standardization, and scalability modern enterprises demand.



ESCO is a proud AVIXA Silver Member, reflecting our commitment to global AV standards and the quality, professionalism, and expertise we deliver in every project.

# Meet Our GPA Regional Business Units

**30** RBUs

**170** Global Cities

**6,500** Approx.  
Numbers of  
Employee

**US\$1,6B** Combined  
Revenue



Singapore, Japan, Hong Kong, Korea, Taiwan, Thailand, Indonesia, India, Vietnam  
Sri Lanka, Dubai, China, Myanmar, and Philippines



Brazil & Portugal



Benelux & UK



Czech Republic & Poland



Ireland, Germany, Sweden  
Denmark, & United States



Norway



Chile



Spain



Argentina & Uruguay



Columbia



France



Switzerland & Liechtenstien



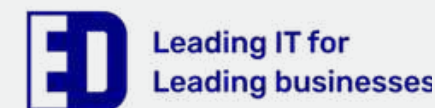
India



Israel



UAE, Qatar, Kuwait,  
and Saudi Arabia



Azerbaijan & Iraq



Canada



China



Ukraine



Japan



New Zealand



Mexico



Southern Africa



Greece



Australia



Italy

# Global Network of Over 50+ Countries and 500+ Professionals

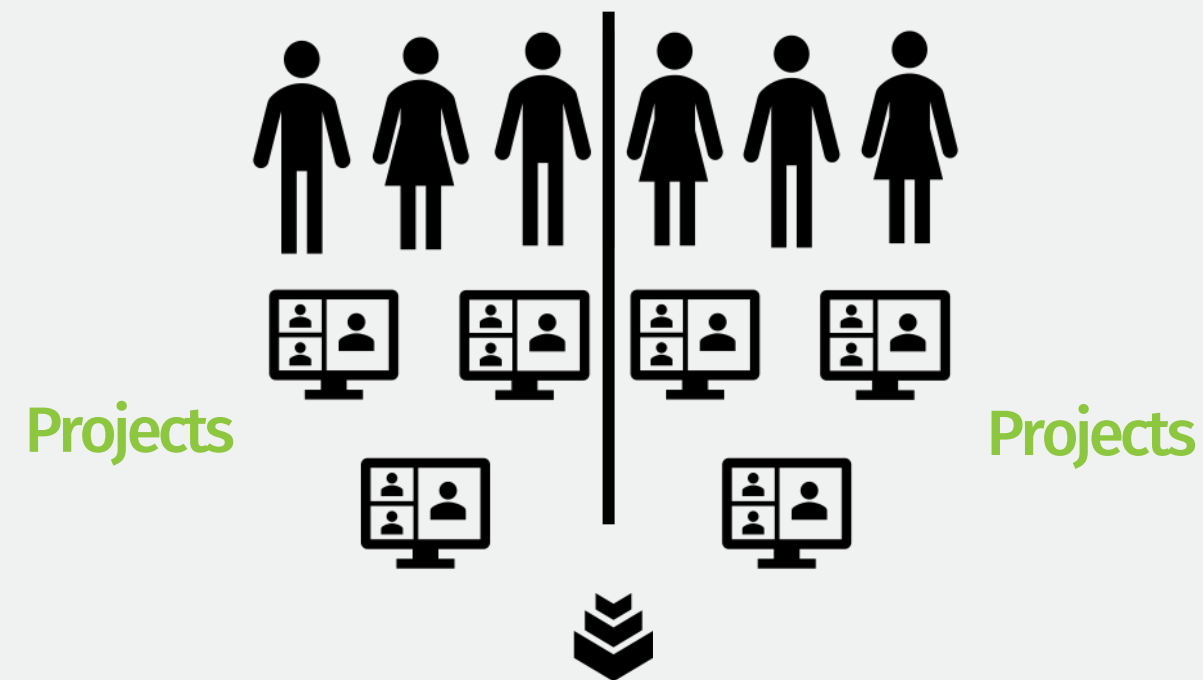


*Serving 15 countries across Asia with a global presence through GPA*

# The ESCO Program Management



## Project Managers



Can be **uplicated in 50+**  
countries for respective clients

| Country       | Delivery | Finance | Managed Services | Supply Chain |
|---------------|----------|---------|------------------|--------------|
| Liechtenstein | ●        | ●       | ●                | ●            |
| Luxembourg    | ●        | ●       | ●                | ●            |
| Malaysia      | ●        | ●       | ●                | ●            |
| Mexico        | ●        | ●       | ●                | ●            |
| Myanmar       | ●        | ●       | ●                | ●            |
| Netherlands   | ●        | ●       | ●                | ●            |
| New Zealand   | ●        | ●       | ●                | ●            |
| Norway        | ●        | ●       | ●                | ●            |
| Peru          | ●        | ●       | ●                | ●            |
| Philippines   | ●        | ●       | ●                | ●            |
| Poland        | ●        | ●       | ●                | ●            |
| Portugal      | ●        | ●       | ●                | ●            |
| Qatar         | ●        | ●       | ●                | ●            |
| Russia        | ●        | ●       | ●                | ●            |
| Saudi Arabia  | ●        | ●       | ●                | ●            |
| Singapore     | ●        | ●       | ●                | ●            |
| Slovakia      | ●        | ●       | ●                | ●            |
| South Africa  | ●        | ●       | ●                | ●            |
| South Korea   | ●        | ●       | ●                | ●            |
| Spain         | ●        | ●       | ●                | ●            |
| Sweden        | ●        | ●       | ●                | ●            |

| Country       | Delivery                                                                                                                                                  | Finance                                                                                                                                       | Supply Chain                                                                                                                                         |
|---------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| Kuwait        |                                                                                                                                                           |                                                                                                                                               | Excess thousands in additional costs and multiple months. Equipment cannot be sourced internationally due to price. All equipment must come locally. |
| Liechtenstein | There are no local staff. Liechtenstein is support by the Switzerland team directly.                                                                      |                                                                                                                                               |                                                                                                                                                      |
| Malaysia      | Manpower resources includes a high usage of subcontractors or out-of-country resources from Singapore. These costs are often highly variable.             |                                                                                                                                               |                                                                                                                                                      |
| Mexico        |                                                                                                                                                           |                                                                                                                                               | Imports have high costs requiring NOM certification per product. Often not feasible to acquire within project time frame.                            |
| Myanmar       |                                                                                                                                                           | Local billing is not preferred as there are complications with repatriation of funds. It is preferred billing be done through ESCO Singapore. |                                                                                                                                                      |
| Norway        | High variation in cost and lead time based on geography. Works with many contractors and outsourcers, which requires greater degrees of communication and |                                                                                                                                               |                                                                                                                                                      |

We can deploy at a global scale with the  
necessary risks mitigation

# Our Core Competencies: Design to Care



## Supporting Japanese-led Global Projects

- Japan-HQ support
- Multilingual coordination
- Regional execution



## Standardized Workplace Technology Blueprint

- Consistent & elevated user experience
- Scalable deployment



## Global Rollout Methodology

- Define
- Standardize
- Deploy
- Support
- Manage



## Life Cycle Management

- ESCO Care360

# Here're ESCO's Compliance and Accreditations



## BCA Registered Contractor

ESCO has one of the highest qualifications from BCA, which is the ME04. We have other qualifications like CW01, CR01 and GB1 as well.



## EPU/AVP/10/S10, EPU/CMP/10/S10

ESCO has one of the highest qualifications from EPPU.



## bizSAFE Star

The bizSAFE certification is regulated and approved by the Workplace Safety and Health Council (WSH Council).



## ISO 9001:2015

Demonstrates ESCO's commitment to consistent quality, process excellence, and continual improvement in delivering products and services to our clients.



## ISO 45001:2018

Affirms ESCO's dedication to providing a safe and healthy workplace through a structured and proactive occupational health and safety management system.



## ISO 22301:2019

Reflects ESCO's capability in maintaining business continuity, ensuring operational resilience and uninterrupted service even during unforeseen situations.

# Here are some **Notable Clients**















  
Civil Aviation Authority of Singapore





















# A Strategic Partnership

## **Designed for Success with JCCI**

ESCO seeks to be your **trusted and preferred partner:**

- To address and support your Project - design, development and implementation
- Establish ourselves as your long-term partner
- To provide enterprise-wide solutions for managing and servicing the AV infrastructure across Asia Pacific and beyond.

Our business goals are based on establishing an open relationship that has roots in the Principles of Flexibility, Cost Optimization, Perpetual Improvements and Quality.

We look forward to years of working together and a mutually beneficial business relationship.

# Have questions? We're here to help.

**ESCO Pte. Ltd**

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