

## **KZEN, SAP Malaysia Team Up On HR Solution**

---

by Kathleen Tan

KUALA LUMPUR: KZEN Solutions Bhd is expecting a 25% to 30% revenue contribution from its new human resource (HR) software solution KZEN HR One, which is developed in collaboration with SAP Malaysia Sdn Bhd, said KZEN Solutions chief executive officer Ng Boon Sing.

The collaboration, a first for both parties, would be a catalyst to penetrate the small and medium enterprises (SME) market in Malaysia and the region, with SAP Malaysia's 11 partners and 200-strong client base as its initial target market, said Ng at the launch of KZEN HR One yesterday.

Leveraging on the SAP brand name, KZEN Solutions would market its HR solution in the Philippines, Thailand and Singapore by the third quarter of 2008. Retailing at RM5,000 per user, the KZEN HR One is an add-on module to SAP's Business One platform.

The company would also be outsourcing the implementation and after-sales service to SAP Malaysia as part of its strategy to save operational costs, said Ng.

KZEN Solutions which is targeting a 20% to 30% revenue growth for 2008, posted an 11% decrease in revenue year-on-year to RM814,432 for its third quarter ended Sept 31, 2007, due to lower software sales and longer time required for customised solutions. Its net loss narrowed to RM157,367 from RM376,955 a year earlier.

Ng said KZEN Solutions would be looking into acquiring smaller IT companies with innovative solutions to diversify its solution offerings to include non-HR areas.

Asked on whether the KZEN HR One could turn around the company from its net losses in the previous year, Ng said the product would only be expected to surpass breakeven levels in 2009.

"This year, KZEN would be investing a lot in product promotion and building penetration points across Asia," he said, adding that the company had invested RM200,000 in the product to date.

## KZEN, SAP Malaysia team up on HR solution

by **Kathleen Tan**

FD@bizedge.com

KUALA LUMPUR: KZEN Solutions Bhd is expecting a 25% to 30% revenue contribution from its new human resource (HR) software solution KZEN HR One, which is developed in collaboration with SAP Malaysia Sdn Bhd, said KZEN Solutions chief executive officer Ng Boon Sing.

The collaboration, a first for both parties, would be a catalyst to penetrate the small and medium enterprises (SME) market in Malaysia and the region, with SAP Malaysia's 11 partners and 200-strong client base as its initial target market, said Ng at the launch of KZEN HR One yesterday.

Leveraging on the SAP brand name, KZEN Solutions would market its HR solution in the Philippines, Thailand and Singapore by the third quarter of 2008. Retailing at RM5,000 per user, the KZEN HR One is an add-on module to SAP's Business One platform.

The company would also be outsourcing the implementation

and after-sales service to SAP Malaysia as part of its strategy to save operational costs, said Ng.

KZEN Solutions which is targeting a 20% to 30% revenue growth for 2008, posted an 11% decrease in revenue year-on-year to RM814,432 for its third quarter ended Sept 31, 2007, due to lower software sales and longer time required for customised solutions. Its net loss narrowed to RM157,367 from RM376,955 a year earlier.

Ng said KZEN Solutions would be looking into acquiring smaller IT companies with innovative solutions to diversify its solution offerings to include non-HR areas.

Asked on whether the KZEN HR One could turn around the company from its net losses in the previous year, Ng said the product would only be expected to surpass breakeven levels in 2009.

"This year, KZEN would be investing a lot in product promotion and building penetration points across Asia," he said, adding that the company had invested RM200,000 in the product to date.