Steve Ng
Managing Director

Steve is the Managing Director of Commercial Group. He oversees the B2B operations serving enterprises in Hong Kong, Macau, and Mainland China. Leveraging integrated ICT and digital solutions that combine fixed and 5G network connectivities, system integration, and emerging technology solutions, Commercial Group empowers the digital transformation of enterprises and SMEs and the smart city development of Hong Kong. Ng has over 25 years of extensive experience in a variety of leadership and operations capacities within the organization, spanning sales and marketing, product and partnership development, solutions advisory, IT, and contact center. Ng also has a successful track record in leading the development of advance technologies for enterprises in the last decade to record performance, including 5G industry applications, cloud computing, cybersecurity, IoT, and more.

HKT ENTERPRISE SOLUTIONS

Redefining Connectivity for Tomorrow with Emerging Technology & Innovation

The contemporary business ecosystem in Hong Kong is characterized by the widespread implementation of cloud applications and the emergence of transformative technologies such as AI, IoT, and smart applications. This paradigm shift underscores the importance of robust internet access for enterprises, facilitating business collaboration and driving productivity. Yet, amid the clamor for connectivity, organizations grapple with many challenges when availing of ISP services. Organizations face many hurdles, from connectivity disruptions to cybersecurity threats that impede their seamless integration of digital solutions. The need for high-speed, reliable connectivity and reliable cloud technology solutions has never been more pronounced. Moreover, with the advent of high speed internet connectivity, enterprises seek ISPs that can deliver cutting-edge solutions tailored to their evolving needs. Amidst these challenges lie significant market gaps waiting to be filled by forward-thinking ISPs. This is where HKT Enterprise Solutions steps in.

With a rich legacy spanning over 150 years, HKT stands as a stalwart in the technology, media, and telecommunications domains, offering a comprehensive suite of solutions tailored to meet the demands of the digital era. They deliver end-to-end integrated solutions employing emerging technologies such as cloud computing, IoT, and AI to accelerate our clients' digital transformation. From high-quality virtual meetings and network facilities management to cybersecurity solutions and digital ICT services, the company provides the necessary infrastructure and support to facilitate seamless connectivity and operational efficiency.

As a leading telecommunications service provider and expert in connectivity, HKT offers a comprehensive range of solutions, including SD-WAN (software-defined wide area network), high speed broadband, Wi-Fi, 5G services, to meet the diverse needs of businesses. Through its comprehensive suite of services, HKT empowers businesses across industries, including automobile, healthcare, retail, government, and more, to navigate the complexities of expansion with confidence and ease. Take the example of the healthcare domain, where the company uses its expertise to construct advanced 5G-enabled smart hospitals. With a commitment to tailored innovation, the company has established 16 public and private hospitals equipped with cutting-edge 5G infrastructure and technology applications. Spearheading the implementation of Hong Kong's first 5G private network for healthcare organizations, it marks a milestone in the convergence of technology and healthcare. Leveraging real-time location tracking and remote consultation capabilities, HKT empowers healthcare professionals to deliver superior care with enhanced efficiency. In addition, its dedication extends to the broader ecosystem, with solutions like vital signs monitoring for smart clinics and self-help eHealth stations, contributing to a more digitized and patient-centric healthcare system.

> **HKT is a strategic partner for organizations seeking to expand their footprint into China & beyond**

Technological Prowess

One of HKT's flagship offerings is its groundbreaking 50G ultra high-speed broadband service, a testament to its relentless pursuit of excellence and innovation. Offering unparalleled bandwidth capabilities and low latency, paired with the latest Wi-Fi 7 technology, the remarkable increase in bandwidth supports smooth simultaneous multi-device connectivity. Steve Ng, Managing Director, Commercial Group, HKT, said, "HKT Enterprise Solutions has consistently provided diverse digital solutions for our enterprise customers. As AI and cloud applications become ubiquitous, enterprise customers' demand for bandwidth, speed and low latency have continued to elevate. For example, employees need to use cloud services, collaboration tools, and AI solutions within the office environment. Schools are actively implementing e-learning and remote teaching. Large-scale events such as exhibitions and concerts generate high demands for live streaming or AR/VR experience solutions. Through this latest technology, we are preparing ourselves for the network needs of different customers".

With the growing demand of regional expansion, the significance of a scalable, reliable, and flexible network cannot be overstated. HKT understands this necessity and offers SD-WAN solutions specifically designed to help enterprises streamline network deployment, prioritize critical applications, and ensure secure interconnection between branches. To further enhance information security protection, HKT seamlessly integrates SASE (Secure Access Service Edge) value-added services into its SD-WAN offering. HKT's connectivity solutions extend beyond borders, interconnecting Hong Kong, Macau, mainland China, and Singapore. This interconnected network facilitates cross-border collaboration. Ng added, "HKT is a strategic partner for organizations seeking to expand their footprint into China and beyond. Leveraging its geographical edge and international network coverage, the company facilitates the global expansion of companies, serving as a springboard for enterprises entering the Greater Bay Area and ASEAN markets."

HKT's commitment to customer satisfaction extends beyond mere connectivity, with its Enterprise Managed Services (EMS) offering round-the-clock support, proactive monitoring, and comprehensive AIOps-powered managed service to ensure efficient IT operations for its customers. HKT continues to set the benchmark for ISPs in Hong Kong and beyond through its state-of-the-art infrastructure and unwavering dedication to service excellence. In a landscape of rapid change and relentless innovation, HKT Enterprise Solutions is exemplary of stability and reliability, empowering businesses to navigate the complexities of the digital age with confidence and ease. As organizations embark on their digital transformation journey, HKT remains their trusted partner, providing the connectivity and support they need to thrive in an ever-evolving landscape.

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This certificate acknowledges exceptional industry performance, signifying competency in the field, adherence to industry standards, and a determination to innovate and achieve excellence.

Sudhakar Singh

SUDHAKAR SINGH
Managing Editor