



# COMPANY INTRODUCTION



## Our Story

TA Consultants Limited was founded in 1976 by four young men who incidentally chose to return to their hometown, Hong Kong after completion of their academic pursuit abroad. Albeit the differences in background, skills and professions, they shared the same vision in Information Technology which by then was an unknown frontier that attracted the least attentions especially in the oriental world. They named their company T.A. where "T" stands for the Founder and "A" represents the three associates. This was the beginning of a legend.

Through passion and devotion, Tung and his associates turned the company into the largest IT service provider in Hong Kong by the 80s. With over 400 employees, serving over 30 different industries including the Fortune 500 such as Citigroup, Hong Kong Stock Exchange, Swire Group, Sung Hung Kee etc., TA became the incubator of IT talents who nowadays hold various senior positions in multi-national corporations. This was the blooming age of the company as an uprising IT Service company.

Despite its success in IT Servicing, with new US investors on board, the management decided to make a change in late 1980s. Leveraging on its strong client base in Banking, the firm decided to move into a banking-focused product company. At the time of the structural change, TA was one of the key external developers for Citibank Technology Center with over 30 successful major project track records; developer for HSBC global treasury system and a new global contract awarded by ABN Amro Bank to develop the global banking system S.C.O.R.E. for the bank's operations in 70 countries. In 1989, TA launched the component based development tool that had revolutionized the bank IT development by offering five-layer reusability and more than 80% savings in development time and resources. By early 90s, TA expanded to other parts of the world such as Taiwan, Singapore, Indonesia, China, US and Australia. It entered into joint-venture with IBM in selected markets. This was the golden age of TA where it had grown into banking-focused product company.

By mid 1990s, there were more than 60 banks around the globe using TA's banking solutions. At the same time, company was the first to launch the corporate internet banking in Hong Kong and then onward it started moving into the B2B area where it partnered with several commercial banks and multi-national enterprises to launch a series of B2B initiatives. The 1998 crisis and the dot com burst changed the company's business direction to focus in the emerging China market. This was the age of turmoil where the company redirected its market focus.

With new investments injection, TA went through a group of restructuring and strategically put its concentration on China market. A new subsidiary "ecSolutions" was founded to serve the local market in China. Best of breed management team, comprising the former senior executives from the top tier international banks and IT companies, were appointed by TA to manage the new subsidiary. It won the national contract of the State Administration of Foreign Exchange (SAFE) to launch a national declaration network in China. Upon its completion of the project for SAFE in 2008 and ecSolutions established its own banking service team to promote TA's banking products and established a solid client base which expanded the total customer list to over 80 banks. This was the age of return for the Group to re-adjust its focus on the growing China market.

In 2013, the R&D team of TA again took the company's technology development a great leap forward. The introduction of TAMIC IV and SOLAR, opened a new vision of the Group. TA repositioned itself as an advanced technology firm that offered clients the most innovative and open platform that shall re-invent the wheels of IT development and data management with myriads of ready-to-go applications for quick realization.

This is the new beginning of another legend...





## The Management

### Chairman and Managing Director Mr. Mowling Tung

Mr. Tung is the founder of TA. Under his leadership, the company has provided software services to clients in many different industries and evolved into an international software company specializing in banking software systems with operations in Singapore, Malaysia, Taiwan, Hong Kong, Macau and China.

Mr. Tung was amongst the 30 international partners being invited to the Hursley CICS Laboratories of IBM UK.

### Executive Director Mr. Anthony O

Mr. O is the executive director of TA consultants Group and the co-founder of ecSolutions, a subsidiary of TA. During his 30 years of marketing and sales career in the IT industry, Mr. O had held various senior management positions with IBM. His notable significance, he was instrumental in the successful installation of online banking systems at HSBC Hong Kong, the Bank of China Group in Hong Kong and the Industrial and Commercial Bank in China, and the setup of IBM's first hardware and software joint ventures in China.

### Executive Director Mr. Kenneth Liu

Mr. Liu has served as the Head of O&T of the Global Consumer Banking Division of Citibank Hong Kong, the Head of Advance Development Group-Asia of Citicorp and the Global Head of O&T of Standard Chartered Bank.





**Executive Director  
Mr. Kenneth Tang**

Prior to joining TA, Mr. Kenneth Tang served as the General Manager of Citigroup in Asia Pacific & Middle East Consumer Capital Market. He is responsible for overseeing and defining the future directions of the company's corporate banking, risk management and treasury related product developments

**Executive Director  
Mr. David F.W. Zee**

Mr. Zee has had over 20 years of experience in managing many successful projects in different industries, including SCORE, a core banking system for ABN AMRO being used in over 70 countries. Mr. Zee is responsible for overseeing and defining the future directions of the company's non-financial industry related product development

**Executive Director  
Mr. Jeffrey Au**

Mr. Au, before joining the company, held key positions in Citibank Malaysia such as Country Securities/Custody Operations Head, Senior Country Operations Head, Country Business Risk, Compliance & Control Head and Senior Country Human Resource Director.

**Executive Director  
Mr. Ryder Yeung**

Mr. Yeung is a long-term Citibank veteran who has acted formerly as the Asia Pacific Chief Admin Officer, the Greater China Region Securities/Fund Services Operations Head, Chief Executive Officer of Cititrust (HK) Ltd.



## Visionaries and their accomplishments

- 1976: Tung and his associates embarked their conquest of entrepreneurship.
- 1978: Won the first banking system development contract awarded by Citibank, the first of the subsequent 30+ key IT projects to be developed and managed by TA.
- 1978~1987: Served over 30 different industries from Textile, Knitting, Manufacturing, Construction, Medical, Insurance to Banking etc., and became the largest turnkey project developer of ERP system in Hong Kong. In particular, TA's distinguished performance in the banking sector, not only won the long-term support from its first bank client, Citibank, it also helped company to expand its clientele base in banking further.
- 1987: The launch of the Global Treasury Trading System developed for HSBC exhibited TA's growing in-depth knowledge of TA in banking.
- 1989: ABN Amro officially selected TA as its designated designer and developer for its global transaction system which would support the bank's global operations, facilitate real-time risk management and standardize globally a corporate data standard.
- 1990: TA's second product, banking development platform, TAMIC which was designed and engineered to standardize and optimize software development lifecycle on IBM AS400. It was an pioneering product that truly exemplify the power of object orientation and rapid prototyping. A special R&D team was established to enrich the knowledge blocks in Banking and the interoperability of TAMIC across different platform.
- 1990: Launch of FITAS I, the Overseas Banking Unit system, developed using TAMIC/I, to help banks manage all foreign currency based business processing in the FOREX regulated markets.
- 1991: Singapore TA&I established, serving clients in ASEAN region.
- 1992: ABN SCORE went live, supporting all overseas operations of the bank.
- 1992: Launch of TAOBS, a compact but comprehensive banking suite developed using TAMIC/I, to support banks' overseas banking branches.
- 1992: Birth of TAMIC/II opened a new horizon to bank IT developers where one program source can operate on multiple platforms including AS/400, UNIX, Windows, Tandem etc. TAMIC/II granted "Reusability" a new and powerful definition.
- 1998: Upgrade TAOBS to TAIBS, tailored for Banks' foreign branch operation.
- 1999: TAIBS further expanded to support local operations in key locations in Asia such as Hong Kong, China, Japan, Singapore, Taiwan and Macao etc.
- 2000: Joint force with Microsoft and Compaq, forming a strategic alliance, to launch the first corporate internet banking solution in the region. The Corporate Internet Banking suite was first adopted by Dah Sing Bank to serve its corporate clients for cash management, transaction banking service and value-added MIS service. Pocket PC "iPac" version was released later the same year. The solution suite was rolled out to other markets in the region.
- 2001: Advocate the concept of central-decentralized concept of B2B that would create true stickiness among the Financier, its customers and their supply chain. This was an entirely a different approach compared to the B2B models in the market or centralized ASP that were where commonly adopted. ecAIMs, the platform that had capitalized TA's knowledge in ERP and TAMIC technology, offered quick launch of customizable supply chain and ERP functionalities with seamless integration with existing application systems. Johnson & Johnson China, Citic Kah Wah Bank HK, SME and a few other large corporations and banks participated as pilot sites.
- 2002~2009: Building on the Central-decentralized concept, developed and implemented Foreign Exchange Declaration system that had supported over 6000 enterprises, 150 banks and government regulator in Shanghai for 7 years. The system offered integration with enterprise ERP system and banking system that facilitated straight through processing among business operation, financial transaction and regulatory declaration.
- 2013~onward: 2013 was another exciting year for TA when the company launched two major products: SOLAR and TAMIC IV. At the same time, company repositioned itself from a traditional software product company to a technology provider that will offer partners and customers technology platform that would revolutionize their IT developments. Walking through the tunnel of time, TA has never stopped to be creative and bold in business and technology pursuit. It has been and will be the company's mission to share our visions that shall bring our clients and partners to a new horizon.

## Our Clients (Financial Client)

Partly

ABN Amro Bank  
Agricultural Bank of China  
American Express International Inc.  
Arab-Malaysian Bank Berhad  
Ban Hin Lee Bank Berhad  
Bank Bali  
Bank Bumiputra Malaysia Berhad  
Bank of China  
Bank of Communications  
Bank of East Asia  
Bao Dao Commercial Bank  
Bank Sinopac  
BV Hypo Bank (Uni Credit Group)  
Business Development Bank  
Cathay Investment & Trust Bank  
Cathay United Bank  
Chang Hwa Commercial Bank, Ltd.  
China Trust Commercial Bank  
Chinfon Commercial Bank  
Chung Khiaw Bank  
Chung Shin Bank

Citic Bank  
Citicorp  
Dah An Bank  
Dah Sing Bank, Ltd.  
Delta Asia Group (Holdings) Limited  
Deutsche Genossenschaftsbank (DG Bank)  
Entie Commercial Bank  
E-Sun Bank  
Far Eastern International Bank  
Far East Stock Exchange  
First Sino Bank  
Fortis Bank  
Grand Commercial Bank  
H.S.B.C.  
Hua Nan Commercial Bank  
Imperial Bank  
International Bank of Asia  
International Commercial Bank of China  
Internationale Nederlanden Bank  
Kwangtung Provincial Bank  
Luso International Bank  
Malayan Bank  
Mass Transit Railway Credit Union (H.K.)

Medium Business Bank of Taiwan, The  
Morgan Chase Bank  
National Finance & Securities  
Overseas-Chinese Banking Corporation  
Overseas Union Bank  
People Construction Bank of China  
Postal Remittance & Savings Bank, Taiwan  
Shanghai Commercial & Savings Bank  
Shanghai Commercial Bank Ltd.  
Shanghai Electric Finance Holdings  
Siam Commercial Bank  
Standard Chartered Bank  
State Administration of Foreign  
Exchange (P.R.C.)  
Tai Fung Bank  
Taishin International Bank  
Taiwan Union Bank  
Taipei Bank  
Union Commercial Bank  
United Overseas Bank Ltd.  
Vickers Da Costa  
Wardley Investment Services Ltd.

## Our Clients (Non Financial Client)

We have served over 30 different industries, hundreds of clients, below are just a part of them

### Insurance

Jardine Insurance Brokers Co. Ltd.  
Everbest Group of Insurance  
Swire Insurance Ltd.

### Shipping

International Maritime Carriers  
Nedlloyd Lines  
Argos Ship Builder

### Construction/property management

Bachy Soletanche  
Gammon Building Construction  
Hong Kong Land  
Jones Lang Wootton  
Waly Decorative Products Ltd.

### Garment

Goldlion Holdings Ltd.  
General Garments Ltd.  
Manhattan Garments Ltd  
Wearbest Garment Mfg. Co. Ltd.

### Furniture/toys

Alex Electronic Co. Ltd.  
Playmates Industrial Co. Ltd.  
Chung Hing Industry Co. Ltd.  
Lucky Goldstar Int'l (HK) Ltd.

### Textile

Associated Drapers Textiles Ltd.  
Hong Kong Spinners  
Nanyang Cotton Mill Ltd.  
Nan Fung Textiles Ltd  
Bonaventure Textiles Ltd.  
South Grand (Singapore)  
东南纱厂  
会德丰纱厂  
纬纶纱厂  
南大纱厂

### Knitting

Crystal Knitters Ltd.  
Hayward Knitters Ltd.  
Peninsula Knitting Fty Ltd.  
Unison Knitting Fty Ltd.  
Fang Brothers Knitting Ltd.  
Milo's Manufacturing Co. Ltd.  
Sterling Products Co. Ltd.  
Sun Hing Knitting Fty Ltd.

### Education

New Method College  
Wellington College

### Medical care

Tung Wah Group of Hospitals

### Supply chain / Logistics

Ayala Int'l (HK) Co Ltd.  
Cargolux Airlines (HK) Ltd  
Camberley Enterprises  
Ltd.(Swire Group)  
Coby & Staton (F.E.) Ltd.  
ESA Service Far East Ltd.  
Golay Buchel Co. (HK) Ltd.  
Hecny Group  
Li & Fung Limited  
Mike & Kremmel Ltd.  
Patmar Nason (F.E.) Ltd.  
Star Airfreight Co. Ltd.  
Safety Godown Co. Ltd.

### Real estate

Cheung Kong Property  
Hang Lung Properties  
Henderson Land Development  
Hong Kong Land  
New World Development  
S.E.A. Holdings Ltd.  
Sun Hung Kai Properties

### Entertainment & lottery

Macau Trotting Club  
Shaws Group of Companies  
United Artists

### Retail

Circle K  
Chow Seng Seng  
G2000  
Golay Buchel Co. (HK) Ltd.  
TSL Jewelry Company  
Tai Lum Radio & Appliances  
Dah Chong Hong Supermarket  
Swank Shop

### Service

Dentsu Young & Rubicam  
Burson-Marsteller DYR Ltd.  
Woo & Woo Solicitors  
Yung, Yu, Yuen & Co. Ltd.

### Fast consumer goods

General Bottling Co. Ltd.  
SC Johnson  
Yeo Hiap Seng Enterprises Ltd

### Automobile

Dah Chong Hong

### Tourism

P&O Travel Ltd  
China Travel Service (HK) Ltd.





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