

# **SysMech sends strong signal of growth in Asia Pacific/Japan with the appointment of a major industry professional as agent for the region**

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Umberto M. Vizcaino, experienced professional and holder of CEO and other principal IT and consultancy positions, becomes the new agent to drive SysMech's success in the Asia Pacific/Japan (APJ) region.

Systems Mechanics Ltd (SysMech), specialists in telecoms network and service management, has appointed industry expert Umberto M. Vizcaino to spearhead the company's business development and expansion in the APJ region.

The appointment signals the launch of a key growth strategy for SysMech, building on the keen interest shown in APJ in the company's growing portfolio of products and services. It also comes on the back of SysMech's recent successful acquisition of Zenulta with its ground-breaking Zen™ Enterprise Event "Proximity Correlation" technology. This has enabled SysMech to fill a gap in the telecoms marketplace, providing high value cross domain correlation for network and service assurance, supplemented by its existing CrossTalk™ range of assurance products.

The appointment of Umberto M. Vizcaino provides significant impetus to SysMech's growth in the APJ region. With over 25 years experience in strategic roles for telecommunications, networking and Internet technologies, his previous positions include CEO, Principal Consultant, Vice President Business Development, VP Internet Products and Director of Technology. He brings to SysMech and its APJ customers strong knowledge of IP networks, wireless networks and OSS/Network Management systems.

Systems Mechanics has a major opportunity to be a significant player of the end-to-end Service Management efforts of carriers like Optus in Australia, Celcom and Maxis in Malaysia, SingTel in Singapore, as well as with the re-organised Telecom Service Providers in China, according to Umberto Vizcaino.

Umberto Vizcaino has practised his strong executive, leadership and technical skills at a range of organisations, including a US network and an Internet intelligence company, as well as companies such as Boeing, Telematic, and Sema. He has provided consulting expertise, skills and management to many businesses, among them HP, Telstra, China Mobile, Schlumberger, Jupiter Media Metrix, Lucent, WatchMark, Exxon, and NASA.

Rob Green, Managing Director of SysMech, said: "As I have said before, we expand in a very considered way, to ensure we progress steadily and successfully. We have expanded closer to home, we have made a major acquisition, and we are now ready to embrace the APJ region. This appointment of a major industry leader as our agent underlines our seriousness in Asia Pacific/Japan."

Umberto M. Vizcaino, said: "As Systems Mechanics APJ agent, I am truly excited about the opportunity ahead. SysMech is entering APJ at a time when end-to-end Service Management is critical, as telecoms operators in the region become full providers of communications and entertainment services. These new generation Service Providers need to manage the entire service offering, in a holistic way across the different technologies and domains involved in delivering services."

“Current infrastructures are lacking however. They provide service assurance in a silo-driven way. This makes it difficult to implement the service and customer-centric strategies required to fend off new competitors in the race for market share and dominance,” he said.

“Systems Mechanics solutions enable the service assurance infrastructure to accomplish the goal. Their ability to work in conjunction with systems from HP, IBM and other vendors or in an independent standalone manner, makes the effort manageable and highly likely to produce the desired outcome,” he added.

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#### About Systems Mechanics

Systems Mechanics are specialists and consultants in telecoms network and service management and systems integration. Through its technical excellence, skills and portfolio, the company’s objective is to enable the telecoms industry to deliver consistency of service, high levels of system performance and reduced support costs, while minimising service disruption and maximising revenues.

The company provides a complete service to satisfy customer operational, business and technical needs—from initial concept through all stages of delivery to operational deployment. Its two lines of business offer professional services and development skills, as well as its own CrossTalk™ Product Suite, which is a set of fault management software products. CrossTalk encompasses wide-ranging functionality, from mediation and framework enhancements, to dedicated off the shelf alarm processing and correlation applications. The product suite and skills is complemented by the leading enterprise-wide event correlation gained through the 2008 acquisition of Zenulta. As the company moves forward it will increase the focus on its product range working with other market leading Systems Integration organisations.

Privately owned and founded in 1995, Systems Mechanics has become a profitable and successful company with a consistent track record of large-scale solutions delivery to both service providers and equipment suppliers. Customers include CWC, Dobson Cellular, Ericsson, Lucent, Motorola, Nortel, Saudi Telco, Swisscom, Telstra, Turkcell and Vodafone (UK, Eire, Netherlands & Greece).

It is a UK-based company, with its Sales and Systems Integration groups located in Mortimer (near Reading) along the M4 corridor, and its Development and Support groups located in Whitstable, Kent. SysMech is now expanding in the Asia Pacific/ Japan region.

For more information on Systems Mechanics visit: [www.sysmech.co.uk](http://www.sysmech.co.uk)

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