



ANNIVERSARY



Salvis

We grow by being remembered.



SALVIS is established by a group of seasoned IT and Telecom professional who recognized challenges and difficulties in managing, monitoring, and control IT, Telecom, and Software investments and expenses in most corporations to get highest efficiency and effectiveness of the money spent.

Innovation



Vision

Process



Research

Efficiency

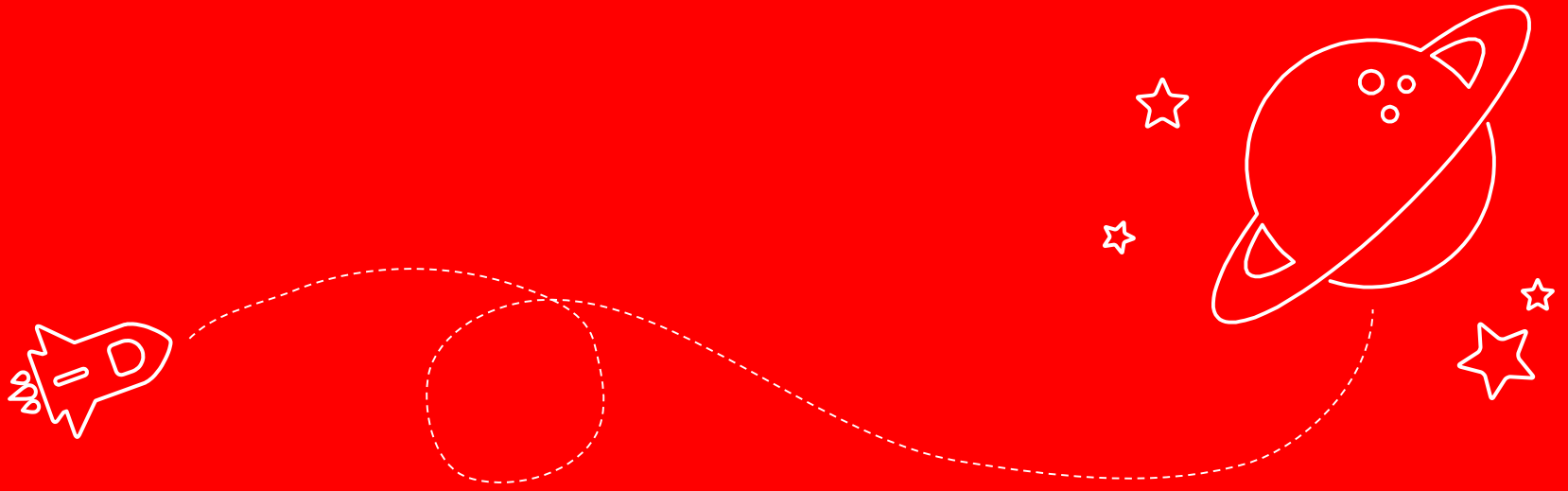
Strategy

SALVIS, on daily basis, is dealing with gargantuan amount of number that came from multiple source of input namely hard copies, e-bills, call detail records (CDRs), and PABX usage information. We love “numbers” and we love to find flaw in these numbers in order to eliminate waste and find saving for our customers.

We have experienced saving our clients from various sectors ranging from medium enterprises to large MNCs for more than **500 Millions** baht annually on their IT investments, Software License and Telecom Expenses.



Part



BIG CONCEPT

Let's save your telecommunication expense by 70%

RISK FREE

NO ADDITIONAL INVESTMENT

SAME QUALITY OF SERVICE

LET'S SAVE YOUR TELECOM EXPENSE UP TO 70%



NO SAVING, NO CHARGES

NO ADDITIONAL INVESTMENT

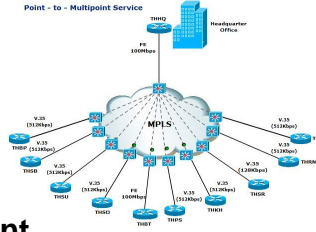
NO EXTRA EQUIPMENT

SAME QUALITY OF SERVICE



Processing & Reporting

Audit & Assessment



5 interrelated functions, producing a continuing process that helps enterprises achieve not only financial but also technical objectives:-

Data Collection

- Hard copy Billing
- Digital Bills

Inventory Establishment

- Number of Circuit
- Pricing
- Contracts

Audit to understand current spending

Design both Pricing and Technology

Negotiate from our pricing database

Assist with implementation

Monthly saving report

**TOTAL TELECOM
LIFECYCLE
MANAGEMENT**

**Project
Implementation**

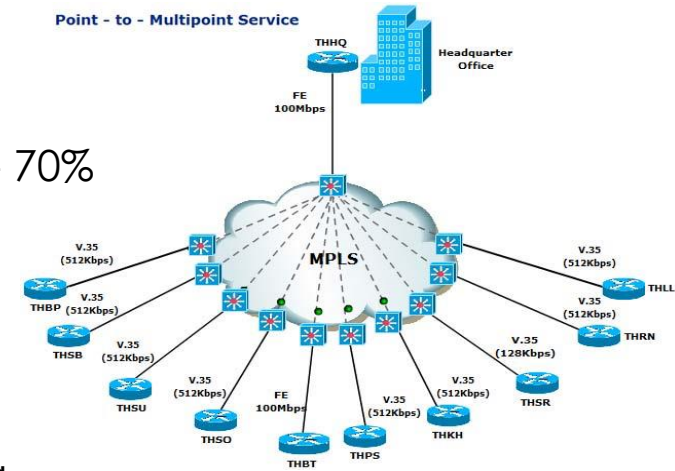
**Design &
Optimization**

**Procurement &
Negotiation**



Data and Internet Saving Program: IT

- Area of Savings: Saving 35% - 70%
 - Recurring charges
 - Network Redesign
 - Negotiation
- Key Success Factors:
 - Management Face time
 - IT on Board on the saving
- Shortfall:
 - Insufficient Staff for Network Implementation
 - IT not board
 - Incomplete information:
 - Diagram
 - Locations
 - Inside Wiring
 - Unclear direction



Mobile Saving: Accounting or Admin

- Area of Savings: Saving 20% - 50%
 - Recurring charges
 - Rate per minute
 - Promotion Packages
- Key Success Factors:
 - Management Face time
 - Complete Billing Information
- Shortfall:
 - Incomplete information:
 - Billings
 - Contracts
 - Database
 - Unclear direction



Telephone
Saving:
Accounting or
Admin

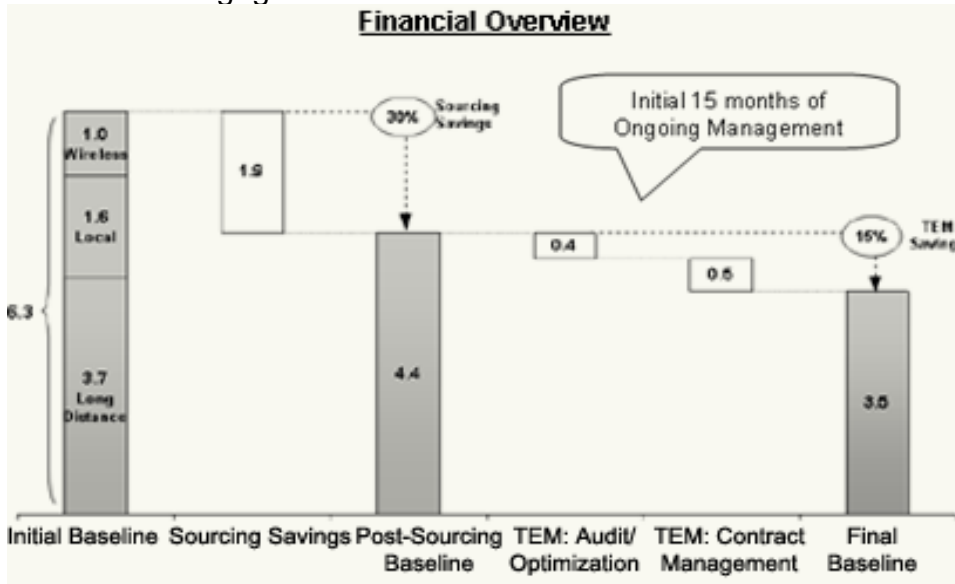
- Area of Savings: Saving 30% - 50%
 - Recurring charges
 - Rate per minute
 - Audit
- Key Success Factors:
 - Management Face time
 - Complete Billing Information
- Shortfall:
 - Incomplete information:
 - Billings
 - Contracts
 - Database
 - CANNOT CHANGE TELEPHONE (OUTBOUND)



Barclays Bank

- ❖ Sourcing strategy, baseline **reduced by 30%**.
- ❖ Post-sourcing through an ongoing TEM process (invoice processing & audit, optimization and contract management
- ❖ **Additional 14% saving** during the first 15-month engagement.

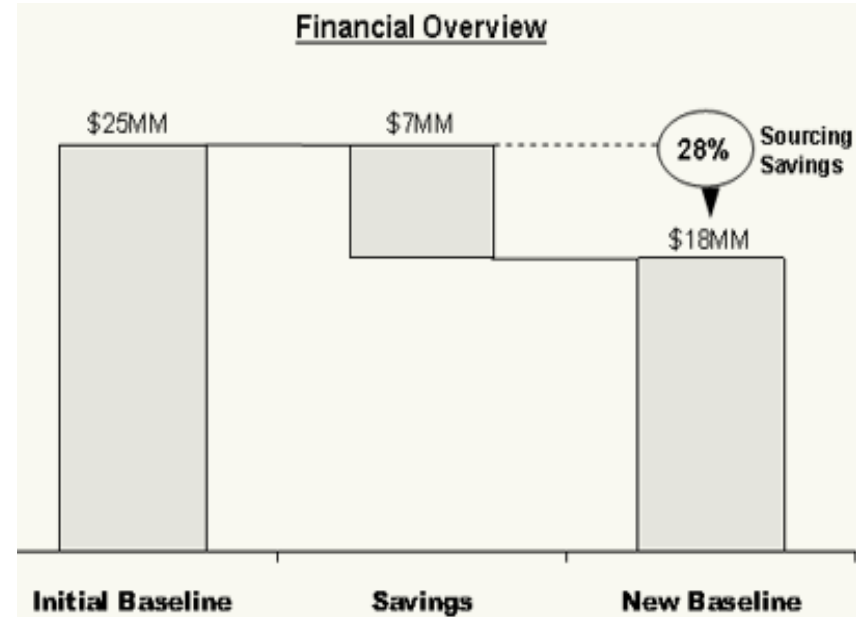
Financial Overview



McGraw-Hill Companies

- ❖ Worked out non-performing contract
- ❖ Re-negotiated new deal, **\$7M saving/year**
- ❖ Subsequently completed local and PBX equipment engagements

Financial Overview



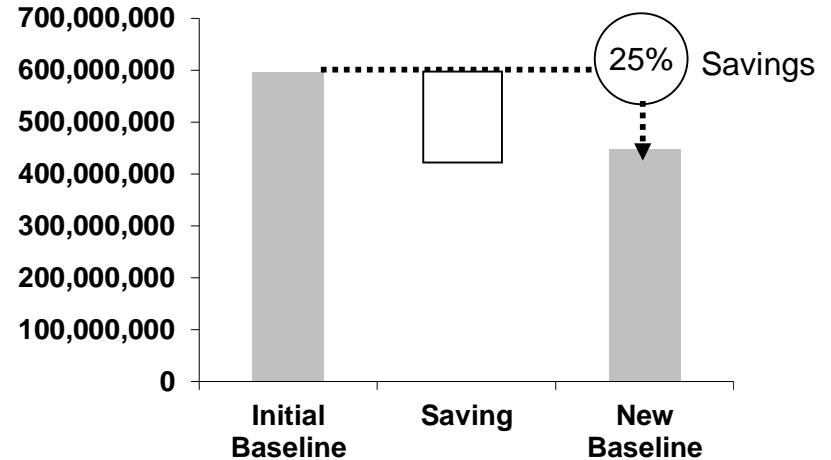
Global Experiences : Retail Finance , Vietnam

Initial Issues

- High spending on Fixed Line & ISDN PRI (E1) with inappropriate price plans.
- High spending on Mobile calling with inappropriate price plans.
- No knowledge of Inventory and Spending on each Fixed Line and E1

Our Solutions

- Fixed line, ISDN PRI (E1) and Mobile inventory and spending
- Review and Audit existing rate
- Optimizing the overall Voice configuration
- Negotiate new pricing with Existing Vendors
- **25% savings** from annual telecom spending of **596.52 Millions VND (25 K.USD) to 447.39 Millions VND (19 K.USD)**



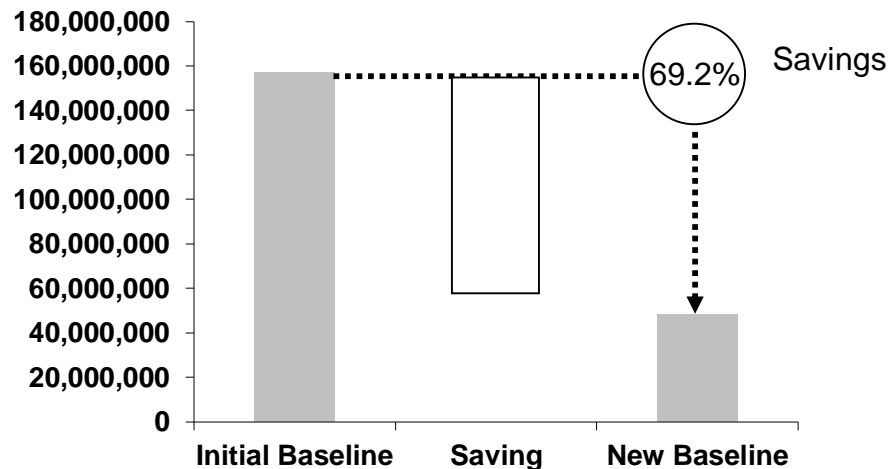
Case Studies : Retail Finance, Thailand

Initial Issues

- High spending on ISDN PRI (E1) with inappropriate price plans.
- High spending on Fixed Line with inappropriate price plans.
- No knowledge of Inventory and Spending on each Fixed Line and E1

Our Solutions

- Fixed line and ISDN PRI (E1) inventory and spending
- Review and Audit existing rate
- Optimizing the overall Voice configuration
- Negotiate new pricing with Existing Vendors
- **69.2% savings** from annual telecom spending of **156.94 Millions baht (4.98 M.USD) to 48.44 Millions baht (1.53 M. USD)**



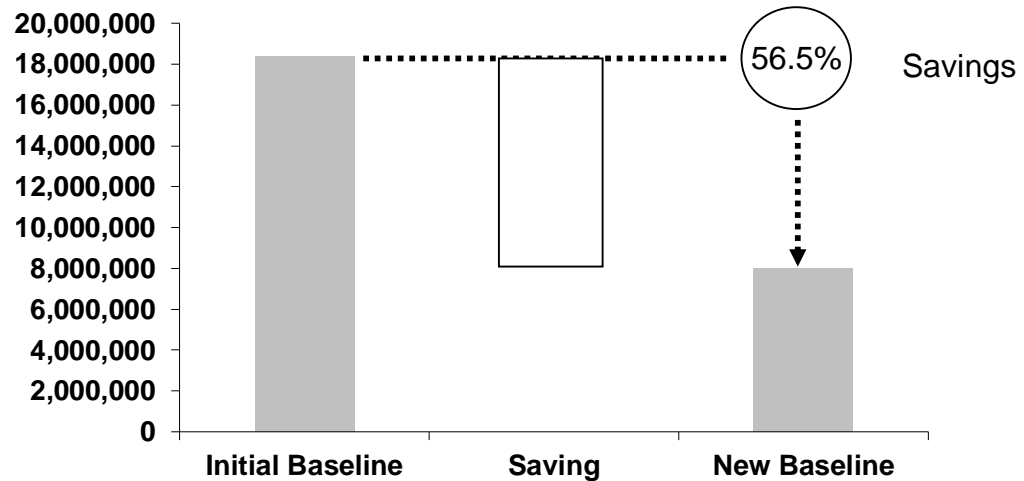
Case Study: Beauty Retail Clinic

Initial Issues

- High spending on Fixed Line with inappropriate price plans.
- High spending on mobile calling with inappropriate price plans.
- High spending on internet, data link and insufficiency of bandwidth
- No knowledge of Inventory and Spending on each mobile Number

Our Solutions

- Fixed Line, Mobile inventory and spending audit
- Optimizing the overall Voice configuration
- Negotiate new pricing with Existing Vendors
- **56.5% savings** from annual telecom spending of **18.39 Millions baht (583 K.USD) to 8 Millions baht (253 K.USD)**



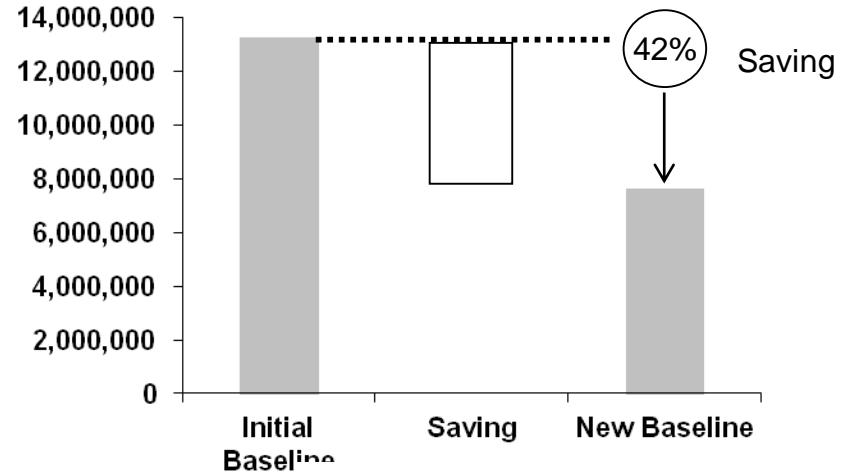
Case Study: Furniture Factory & Retailer

Initial Issues

- High spending on data transferred among branches to HQ via dial-up modem, spending most on toll calling.
- Poor speed / Bottle neck of existing network
- No knowledge of Inventory and Spending per line

Our Solution

- Redesigning the data network
- Audits and Tariff negotiation
- Producing overall **42.32% telecom cost saving** from Spending of **13.53 Millions THB (429 K.USD) to 7.66 Millions THB (243 K.USD)**



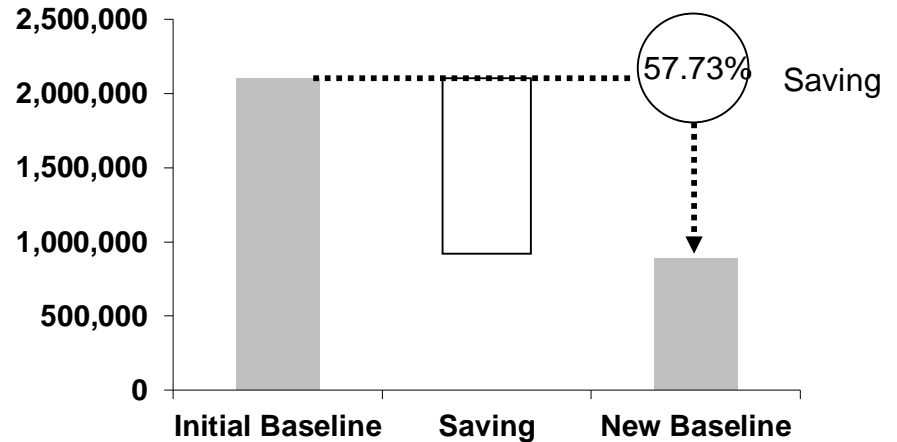
Case Study: Leading Hospital Chain

Initial issues

- High spending on Fixed Line with inappropriate price plans.
- High spending on mobile calling with inappropriate price plans.
- No knowledge of Inventory and Spending on each mobile Number

Our Solutions

- Fixed Line, Mobile inventory and spending audit
- Optimizing the overall Voice configuration
- Negotiate new pricing with Existing Vendors
- **57.73% savings** from annual telecom spending of **2.10 Millions baht (66 K.USD) to 0.88 Millions baht (27 K.USD)**



HOSPITAL & CLINIC



EXISTING EXPENSE = 496,215.87 THB/MONTH or 5.95 MTHB/Year
MONTHLY SAVING = 131,332.63 THB/MONTH (26.5%)
TOTAL SAVING = 3,151,983.12 THB.
TELECOM SERVICE = FIXED LINE



EXISTING EXPENSE = 175,068.33 THB/MONTH or 2.1 MTHB/Year
MONTHLY SAVING = 101,069.83 THB/MONTH (57.73%)
TOTAL SAVING = 2,425,675.92 THB
TELECOM SERVICE = FIXED LINE, MOBILE



EXISTING EXPENSE = 61,027.00 THB/MONTH or 0.73 MTHB/Year
MONTHLY SAVING = 39,733.50 THB/MONTH (65.11%)
TOTAL SAVING = 953,604 THB
TELECOM SERVICE = FIXED LINE, MOBILE



EXISTING EXPENSE = 112,058.83 THB/MONTH or 1.34 MTHB/Year
MONTHLY SAVING = 71,134.83 THB/MONTH (63.48%)
TOTAL SAVING = 1,707,235.92 THB
TELECOM SERVICE = FIXED LINE, MOBILE, INTERNET

HOSPITAL & CLINIC



EXISTING EXPENSE	= 166,376.47 THB/MONTH or 1.99 MTHB/Year
MONTHLY SAVING	= 48,468.37 THB/MONTH (30%)
TOTAL SAVING	= 1,163,240.88 THB
TELECOM SERVICE	= FIXED LINE, INTERNET



EXISTING EXPENSE	= 432,700.80 THB/MONTH or 5.2 MTHB/Year
MONTHLY SAVING	= 161,728.31 THB/MONTH (37.4%)
TOTAL SAVING	= 3,881,479.44 THB
TELECOM SERVICE	= FIXED LINE, SMS, MOBILE, INTERNET



EXISTING EXPENSE	= 1,605,788 THB/MONTH or 19.27 MTHB/Year
MONTHLY SAVING	= 969,182 THB/MONTH (60%)
TOTAL SAVING	= 11,630,184 THB
TELECOM SERVICE	= FIXED LINE, MOBILE, INTERNET, DATA COM.



โรงพยาบาลรามคำแหง
Ramkhamhaeng Hospital

EXISTING EXPENSE	= 272,066.06 THB/MONTH or 3.26 MTHB/Year
MONTHLY SAVING	= 96,837.17 THB/MONTH (35.59%)
TOTAL SAVING	= 2,324,092.08 THB
TELECOM SERVICE	= FIXED LINE, MOBILE, INTERNET, DATA COM.

HOSPITAL & CLINIC



EXISTING EXPENSE = 195,374.11 THB/MONTH or 3.08 MTHB/Year
MONTHLY SAVING = 119,394.70 THB/MONTH (61.11%)
TOTAL SAVING = 2,865,472.80 THB
TELECOM SERVICE = FIXED LINE, SMS, MOBILE



EXISTING EXPENSE = 139,155.04 THB/MONTH or 1.67 MTHB/Year
MONTHLY SAVING = 62,697.50 THB/MONTH (45.06%)
TOTAL SAVING = 1,504,740 THB
TELECOM SERVICE = FIXED LINE, SMS, MOBILE, INTERNET



EXISTING EXPENSE = 438,385.88 THB/MONTH or 5.26 MTHB/Year
MONTHLY SAVING = 191,057.13 THB/MONTH (43.58%)
TOTAL SAVING = 3,439,028.34 THB
TELECOM SERVICE = FIXED LINE, MOBILE, SMS



โรงพยาบาลตต๑ ชู ๑๑ อัญญา

EXISTING EXPENSE = 24,990.89 THB/MONTH or 0.30 MTHB/Year
MONTHLY SAVING = 6,592.65 THB/MONTH (26.38%)
TOTAL SAVING = 158,223.60 THB
TELECOM SERVICE = FIXED LINE, MOBILE, INTERNET

FINANCE & SECURITIES



EXISTING EXPENSE
MONTHLY SAVING
TOTAL SAVING
TELECOM SERVICE

= 13.08 MTHB/MONTH or 156.94 MTHB/Year
= 9.04 MTHB/MONTH (69.20%)
= 108.50 MTHB
= FIXED LINE

EXISTING EXPENSE
MONTHLY SAVING
TOTAL SAVING
TELECOM SERVICE

= 57,278.00 THB/MONTH or 687,336.00 THB/Year
= 19,278.00 THB/MONTH (33.66%)
= 462,672.00 THB
= INTERNET

EXISTING EXPENSE
MONTHLY SAVING
TOTAL SAVING
TELECOM SERVICE

= 323,595.00 THB/MONTH or 3.88 MTHB/Year
= 80,600.00 THB/MONTH (24.91%)
= 967,200.00 THB
= MOBILE

EXISTING EXPENSE
MONTHLY SAVING
TOTAL SAVING
TELECOM SERVICE

= 1,256,419.00 THB/MONTH or 15.07 MTHB/Year
= 415,402.00 THB/MONTH (33.06%)
= 9,969,648.00 THB.
= MOBILE, DATA COM

FINANCE & SECURITIES



EXISTING EXPENSE	= 48,664.28 THB/MONTH or 582,971.41 THB/Year
MONTHLY SAVING	= 27,592.37 THB/MONTH (56.70%)
TOTAL SAVING	= 662,216.82 THB
TELECOM SERVICE	= FIXED LINE

EXISTING EXPENSE	= 1,147,972.70 THB/MONTH or 13.78 MTHB/Year
MONTHLY SAVING	= 669,650.74 THB/MONTH (58.33%)
TOTAL SAVING	= 8,035,808.92 THB
TELECOM SERVICE	= SMS

INDUSTRY & RETAILS



EXISTING EXPENSE	= 563,776.00 THB/MONTH or 6.77 MTHB/Year
MONTHLY SAVING	= 228,590.00 THB/MONTH (40.55%)
TOTAL SAVING	= 5,486,160.00 THB
TELECOM SERVICE	= Data Communication line



EXISTING EXPENSE	= 39,699.34 THB/MONTH or 476,392.08 THB/Year
MONTHLY SAVING	= 21,266.69 THB/MONTH (53.57%)
TOTAL SAVING	= 510,400.56 THB
TELECOM SERVICE	= FIXED LINE, INTERNET



EXISTING EXPENSE	= 89,174.76 THB/MONTH or 1.07 MTHB/Year
MONTHLY SAVING	= 31,564.18 THB/MONTH (35.40%)
TOTAL SAVING	= 757,540.20 THB
TELECOM SERVICE	= MOBILE, INTERNET, SMS



EXISTING EXPENSE	= 27,217.13 THB/MONTH or 0.32 MTHB/Year
MONTHLY SAVING	= 7,815.36 THB/MONTH (28.71%)
TOTAL SAVING	= 187,568.73 THB
TELECOM SERVICE	= FIXED LINE, MOBILE, INTERNET

INDUSTRY & RETAILS



EXISTING EXPENSE	= 40,000.00 THB/MONTH or 0.48 MTHB/Year
MONTHLY SAVING	= 20,000.00 THB/MONTH (50%)
TOTAL SAVING	= 360,000.00 THB
TELECOM SERVICE	= INTERNET



EXISTING EXPENSE	= 114,827.00 THB/MONTH or 1,377,924.00 THB/Year
MONTHLY SAVING	= 37,117.00 THB/MONTH (32.3%)
TOTAL SAVING	= 890,808.00 THB
TELECOM SERVICE	= MOBILE, INTERNET



EXISTING EXPENSE	= 54,000.00 THB/MONTH or 648,000.00 THB/Year
MONTHLY SAVING	= 20,000.00 THB/MONTH (37.04%)
TOTAL SAVING	= 480,000.00 THB
TELECOM SERVICE	= INTERNET



EXISTING EXPENSE	= 75,129.67 THB/MONTH or 0.90 MTHB/Year
MONTHLY SAVING	= 24,497.67 THB/MONTH (32.61%)
TOTAL SAVING	= 587,944.08 THB.
TELECOM SERVICE	= DATA COM

มูลนิธิแม่ฟ้าหลวง ในพระบรมราชูปถัมภ์
Mae Fah Luang Foundation under Royal Patronage

INDUSTRY & RETAILS



EXISTING EXPENSE
MONTHLY SAVING
TOTAL SAVING
TELECOM SERVICE

= 166,122.23 THB/MONTH or 1.99 MTHB/Year
= 73,200.50 THB/MONTH (44.06%)
= 1,317,609.04 THB.
= E1



EXISTING EXPENSE
MONTHLY SAVING
TOTAL SAVING
TELECOM SERVICE

= 517,485.00 THB/MONTH or 6.21 MTHB/Year
= 235,085.00 THB/MONTH (45.43%)
= 2,821,020.00 THB
= MOBILE



EXISTING EXPENSE
MONTHLY SAVING
TOTAL SAVING
TELECOM SERVICE

= 401,378.33 THB/MONTH or 4,816,539.96 THB/Year
= 122,656.18 THB/MONTH (30.56%)
= 2,943,748.32 THB
= FIXED LINE, MOBILE, INTERNET & MPLS



EXISTING EXPENSE
MONTHLY SAVING
TOTAL SAVING
TELECOM SERVICE

= 111,837.90 THB/MONTH or 540,000 THB/Year
= 61,016.50 THB/MONTH (54.56%)
= 1,464,396.00 THB
= FIXED LINE, MOBILE, INTERNET & MPLS

OTHERS



EXISTING EXPENSE = 147,800.00 THB/MONTH or 1.77 MTHB/Year
MONTHLY SAVING = 89,300.00 THB/MONTH (60.42%)
TOTAL SAVING = 2,143,200.00 THB
TELECOM SERVICE = INTERNET



EXISTING EXPENSE = 320,706.07 THB/MONTH or 3.85 MTHB/Year
MONTHLY SAVING = 143,945.68 THB/MONTH (44.88%)
TOTAL SAVING = 1,727,348.11 THB
TELECOM SERVICE = FIXED LINE



EXISTING EXPENSE = 180,000.00 THB/MONTH or 2,160,000.00 THB/Year
MONTHLY SAVING = 111,000.00 THB/MONTH (61.67%)
TOTAL SAVING = 2,664,000.00 THB
TELECOM SERVICE = INTERNET



EXISTING EXPENSE = 45,000.00 THB/MONTH or 540,000 THB/Year
MONTHLY SAVING = 15,000.00 THB/MONTH (33.33%)
TOTAL SAVING = 360,000.00 THB
TELECOM SERVICE = INTERNET

Experiences

HOSPITAL & CLINIC



PHYATHAI
HOSPITAL

Paolo
Hospital
โรงพยาบาลเปาโล



โรงพยาบาลศิริราช
SERIRUK HOSPITAL

โรงพยาบาลกรุงเทพ
BANGKOK HOSPITAL
ภูเก็ต • PHUKET



โรงพยาบาลวิภาวดี
VIBHAVADI HOSPITAL

Wuttisak
วณิชศักดิ์ คลินิก



โรงพยาบาลตา ชู ๑๑ ชุมพร



โรงพยาบาลรามคำแหง
Ramkhamhaeng Hospital



สมิติเวช
SAMITIVEJ



โรงพยาบาลสินแพทย์
SYNPHAET HOSPITAL

FINANCE & SECURITIES

BARCLAYS



AEON
อสังหาริมทรัพย์

Acs
SERVICING



GL
First, Fast & Forward



จิตติง



พรินวงศ์
เงินตรา ทันใจ



BUALUANG SECURITIES

หลักทรัพย์บัวหลวง

INDUSTRIAL & RETAILS



SB FURNITURE



120 YEARS

OSOTSPA



GS
BATTERY



Fashion Island
THE JOY OF SHOPPING

DOITUNG
III

SYNDOME
PROTECTION SOLUTION



KOMATSU
Bangkok Komatsu Co., Ltd.

Instructions for our fee

“risk-free,
saving-based,
no additional
investment,
same quality
of service”.

NO SAVING
NO CHARGE

Risk-Free Saving Based charging

If we don't save you anything, we don't charge anything. We are not selling any equipment or solutions. We are neutral and do not partner with any service providers.

We are a pure efficient consultant.

We call ourselves “efficient.guru”.

Our Fee = 50% of Monthly Saving

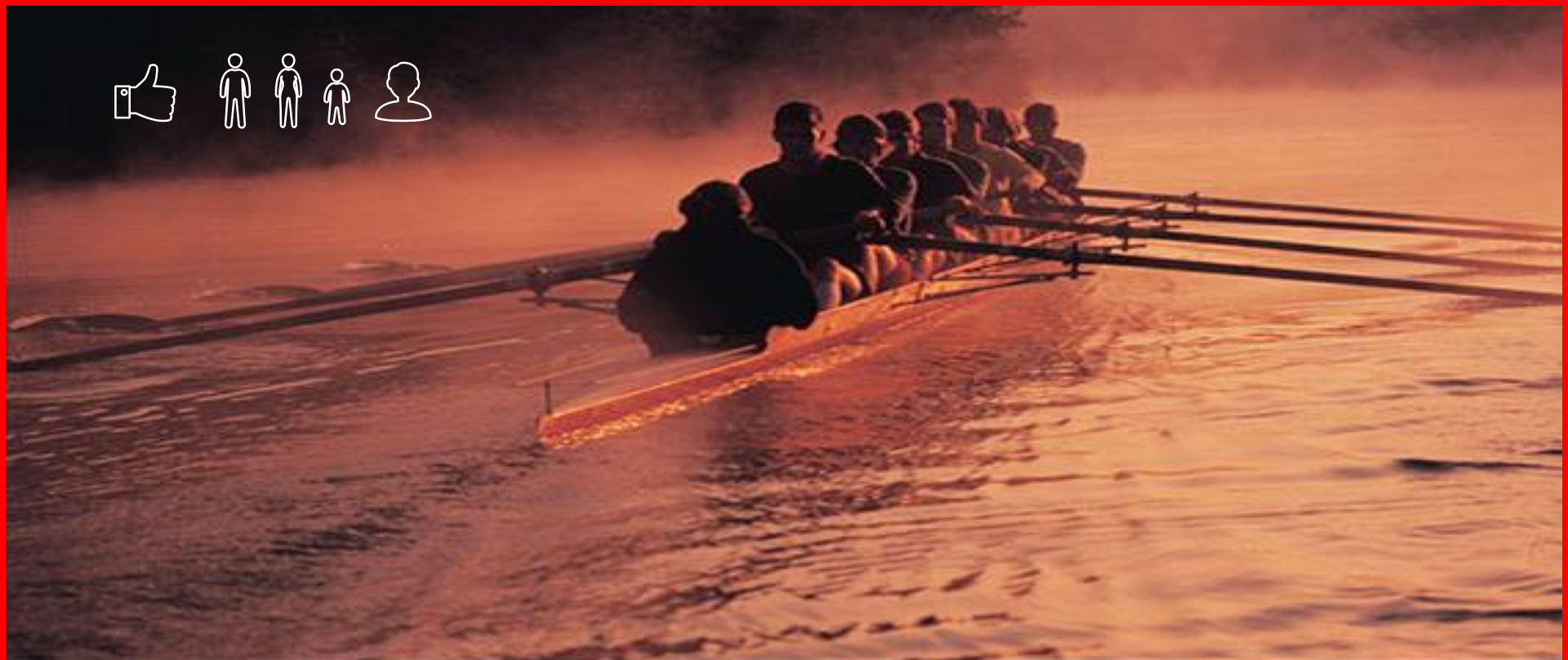
Period = 36 Months

Our Service Includes:

- ① Monthly invoice following
- ② Monthly invoice checking
- ③ Monitor for additional saving possible
- ④ Audit rate and usage
- ⑤ Electronic Billing Request
- ⑥ Credit Note follow up in case of wrong billing
- ⑦ Optimization on the waste/unused circuits

Our fee will be calculated as follows:-

- ❑ Share 50% of actual monthly savings over 36 months
- ❑ Establish agreeable baseline – Old spending
- ❑ $(\text{Current Rate}) \times \text{Actual monthly utilization} - (\text{New Rate}) \times \text{Actual monthly utilization}$
 - ❑ $(P1 \times Q) - (P2 \times Q)$



T.E.A.M.W.O.R.K

"Talent wins games, but teamwork and intelligence wins championships" - Michael Jordan



Surachai Lapsittiwong
President & CEO

Mr.Surachai has an admirable amount of experience in the IT & Telecom for over 30 years.

April 1989 – June 2000, Start working as implementation engineer and he became **the head of System Engineering department, NEC Communication Systems (Thailand) Co.,Ltd.**

In June 2000 – July 2002, he was **Key Account Management of Siemens Limited** and took care for 20% of Siemens' customers in Thailand.

In July 2002 – May 2009, he joined with **TRUE Corporation as Assistance Director, head of Banking, Finance and Insurance.** He built revenue from 200 million THB up to 1,500 million THB (47.6 M. USD.)

In May 2009 – Dec 2012, he joined with **NCR (Thailand) Limited as Deputy of Managing Director.** He took NCR back from no deal for 5 years to 1,500 million THB. Revenue (47.6 M. USD.).

In Dec 2012 – present, he joined with **The Bluecode as President (owner of company)** and he established **Salvis** and **A2Z innovations** later.

Education:

Thammasart University, Master's Degree in Business Administration (MBA), 2001
King Mongkut's Institute of Technology, Bachelor's Degree in Engineering
Major : Electrical Engineering (EE), 1989



Chalin Suvanawong
Senior Vice President

Over 27 years of IT, Network & Telecommunication with Strong Engineering Background

Key Technical Skills

- Data Communication (LAN & WAN) –Design & Project Implementation
- Network Engineering – Designing & Project Implementation (Router & Switch (Cisco, AVAYA))
- Security – Design & Project Implementation (Firewall (Cisco, Juniper))
- All Online Channels Services Support such as ATM, CDM, PUM
- Branch Retails Banking Design and System Implementation
- Voice Infrastructure System Design & Implementation

Key Management Skills

- Technology & Infrastructure Service Management
- Incident Management
- Problem Management
- Change Management
- Capacity Management
- Risk & Compliance Management
- Financial Management
- Security Management

Master degree of Electrical Engineering & Telecommunication, King Mongkut University of Technology, Ladkrabang



Noparat Jertjamjarat
Vice President

Over 25 years of IT, Network, Voice & Security with Strong Engineering Background

Key Technical Skills

- Data Communication (LAN & WAN) –Design & Project Implementation
- Network Engineering – Designing & Project Implementation (Router & Switch (Cisco, AVAYA))
- Security – Design & Project Implementation (Firewall (Cisco, Juniper))
- Voice Infrastructure System Design & Implementation

Certifications

- Cisco Certified Network Associate (CCNA)
- Cisco Certified Design Associate (CCDA)
- Certified Information System Security Professional Preparation (CISSP)
- Implementing Microsoft Windows 2000 Professional & Server
- Administering Microsoft SQL Server 2000 Database
- Implementing Microsoft Windows 2000 Network Infrastructure
- Implementing and Administering Microsoft Windows 2000 Directory Services
- Designing Perimeter Network Security
- Cyber Combat
- ITIL version 3

Master degree of Electrical Engineering & Telecommunication, King Mongkut University of Technology, Ladkrabang

Surachai Lapsittiwong



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Where the
magic happens



Your
Comfort
Zone

