

iSphere Around the World

Issue 2: May 2011

Message From the CEO

Page 1

Letter From The Editor

Page 2

Events

Baiphil in Manila and Analytics Forum

Page 3

Mitchle 10 Anniversary

Page 4

Success Stories

Staff Matters

Page 5

Message from the CEO

Jehan Pereira



Welcome to the second quarter of 2011 and an increased level interest in the Banking sector. One of our largest clients (ANZ) continues to gain momentum in the Asia Pac region, directly influencing our modus operandi and global positioning. Terry Purdy no longer works for iSphere Global and consequently, we have been extremely fortunate to be able to replace him with the sartorially elegant and professional Jim Bhujoharry, who brings a wealth of knowledge to iSphere from holding Senior positions at the ANZ Bank and ACI. Please join me in making Jim welcome. He will no doubt come out and visit you all, including the Manila and Singapore sites very soon.



Recent Baiphil and Singapore Banking conferences have been set up and managed by Gerard Drilon and apart from some pertinent posters going missing on day 1 of the Singapore conference, they went off well. Thanks to Gerard for his efforts on this.

The Baiphil one in the Philippines was held at Tagaytay, which for those of you who don't know, has a very active volcano and haunted Hotel. We had a view of the Volcano and stayed in the haunted wing of the Hotel.....San Miguel assisted with the haunted wing.

We have embarked on a close and professional partnership with FICO in the Asia Pac region, which opens up our offerings to clients significantly. There are 2 sales on the table in the Philippines and when signed, we will advise you all accordingly. One is for a Falcon implementation and the other a Blaze Advisor install. This is an important path to our growth as it shows that we are not just a VisionPlus/Cardlink site, but also a strong Fraud/Risk business. We recently hosted an Analytics forum at the Manila Peninsula Hotel with FICO and received rave reviews in the local newspapers and TV. Gerard will no doubt provide you with more information. Mr Alex Rodriguez also joins iSphere Global as the Senior Sales Consultant for the FICO products, so please make Alex feel welcome too. He joins with a healthy background in Sales within the Asian sector.

Amarnath Chandrasekharan has taken on the role of BDM in Singapore for iSphere Global, which was such a natural choice for him, given the amount of work that he has already done for us in this area. He is currently busy with ANZ Singapore but will be looking far and wide to place our formidable footprint.

Thank you to all for your continued support and efforts in making our company the first choice of our clients.



Letter From the Editor
Damian De Silva

Welcome to all iSphere staff. This is Issue 2 of the new and improved iSphere Around the World Newsletter.

If you haven't heard Terry Purdy who was iSphere's Head of Business Development has left our fold. We wish him the best in all his future endeavours. His successor is Jim Bhujoharry who comes with over 30 years experience in the financial sector. In the next few weeks Jay and myself shall be showing him around and meeting all staff and clients.

We have also hit a milestone with one of our iSphere employees. Mitchle Villanueva was the very first person employed by iSphere. In January Mitchle celebrated her 10-year anniversary with iSphere. By the way don't ask her how old she is, I have a feeling she is regressing. Earlier in the year I interviewed Mitchle to get her thoughts on the past 10 years. Please refer to page 4

In April I had the opportunity to join Jay , Gerard and

Cheryl in Singapore for the 16th Annual Card Asia Trade Fair. Which was held at SUNTEC International Convention and Exhibition Centre. On the flight over we were lucky enough to board one of the new QANTAS Airbus A380's. Jay of course was in Business Class sipping champagne and had plenty of leg room. For myself, you guessed it, I was in cattle class! But good things come to those who wait; when we arrived at the Swissotel in Singapore, by the time we checked in they had overbooked the rooms and I was upgraded to the bridal suite. I loved my separate lounge room, 2 toilets and of course King size bed.

This was my first trip to Singapore and I was extremely surprised how clean and beautiful the city was. You hear a lot about Singapore from people but until you're there you don't understand how beautiful it is.

The trade fair went off with only one small hitch. As a sponsor which iSphere was, you have a number of extra privileges. For example access to all lectures, events and supplied meals. Jay went the extra mile and sponsored one of the luncheons for delegates and sponsors. There were banners at the entrance and place cards on all tables with our logos. Unfortunately we weren't allowed in as we were issued the wrong tickets. This over site was rectified very quickly.

Thank you to the Terrapinn group for their great organisational skill over the 3 day event.



A night out in Singapore with the iSphere Team at 1-Altitude Bar on the 61st Floor.

Left to right: Grace, Jay, Cheryl(sorry about the blinking), Damian, Abhisek, Janette, Venu and Jayson

Events: **Baiphil in Manila and Analytics Forum**

BAIPHIL EVENT

The National Convention brought together 200 members of the Institute from Metro Manila and provinces and provide them with a venue for enhanced learning on the developments and updates that have impact and relevance on the banking industry.

The Convention is a biennial event held out-of-town to enable Manila-based member / non-member banks / institutions to invite the staff of their branches and other guests to attend the general and technical sessions covering a wide range of topics and view the gallery of exhibits and interactive product presentations mounted by the leading service providers and suppliers specializing in information technology, software solutions / applications and telecommunication requirements, among others.

The one-and-a-half day convention was packed with general and technical sessions on topics ranging from both government and private sectors' vision and outlook on the banking industry, the role of good governance and the judiciary in economic progress, PFRS 9, ICAAP, entrepreneurship, telco industry trends in the Philippines to spiritual awareness and corporate and employee wellness. All of these topics are envisioned to valuably contribute to the members' professional development, social responsibility and general wellbeing.

A total of 42 prominent and prestigious corporate sponsors and exhibitors participated to display and promote the latest technologies for banking products and related services, 24 of which have taken all available slots for the Platinum and Gold sponsorship categories.

It was a successful event and very well attended by Banking Executives and Sponsors.

ANALYTICS FORUM at the Peninsula

On March 23rd – iSphere and FICO held the Analytics Seminar at Manila Peninsula. It was well attended by high level executives from most of the main banks in Manila. Based on the feedback forms received, most of the guests were very satisfied with the information they gathered regarding analytics. The event was also published in

numerous newspapers in Manila.

Dattu Kompella-Managing Director of FICO, CS Wong and Patricia Siew of the Marketing group, Burton Crapps-Country Manager, Speakers Phil Norman and Rita Chakravarti, Jehan Pereira-our CEO, and Gerard Drilon-Vice President were in attendance.

Gerard Drilon

☺ RIDDLES AND JOKES ☺

What is in seasons, seconds, centuries and minutes but not in decades, years or days?

OUTBACK JOKE

Wazza Missus passed away so Wazza called 000. The 000 operator told Wazza that she would send someone out right away.

"Where do you live?" asked the operator. Wazza replied, "At the end of Eucalyptus Drive."

The operator asked, "Can you spell that for me?"

There was a long pause and finally Wazza said, "How 'bout if I drag her over to Oak Street and you pick her up there?"

What's black when you get it, red when you use it, and white when you're all through with it?

SUGGESTION

Best way to get a man to do something: suggest he's too old for it

Answers at bottom of page 5

Mitchle Villanueva Celebrates 10 years with iSphere

In January of 2001 at around lunch time a shy but excited Mitchle Marasigan met Jay, Prakash and Peter Black in the Philippines at a bar (yes a bar) for her initial interview for a Test Analyst position at GE Richmond. Being that it was a bit out of the ordinary to have an interview at a bar Mitchle brought back up in her mother and sister.

Soon after she packed her bags and was on a plane to Melbourne. This was her very first time in Oz, so Prakash helped her settle in by chauffeuring her around, taking Mitchle to the supermarket and on her first train ride.

Just 2 months into her contract Mitchle met Marc Villanueva. He too was from the Philippines and here on a contract to GE. On 20th of June 2004 back in their homeland Mitchle and Marc were married. The Ceremony was held at the Shrine of Jesus and reception at the Coconut Palace, which is located on the beach and your able to watch the sunset. Jay, Prakash and Peter were in attendance on their special day. Jay pointed out ,“It was a beautiful service and reception.”

Mitchle now calls Australia Home (thank you Peter Allan) as her 2 little boys Quinn and Jacques were born here. She still has close ties to the Philippines.

Over the past 10 years Mitchle has seen iSphere grow and change for the better. She classifies Jay and Prakash as her extended family and loves them dearly. Due to the fact that they both have always been there to help her out. I asked Mitchle if she had any comment on the future of iSphere. She looked straight at Jay and said, “keep doing what you’re doing and you will succeed.”

Mitchle’s favourite role so this day is working as a Business Analyst at ANZ 833 Collins St.

Since meeting Mitchle one thing I have noticed about her , she always seems to be smiling. It has been a pleasure to meet you.

THE KEY TO SUCCESS
Determination, with an
optimistic attitude, is the key
factor
for success

by Dalai Lama



Above Photo: Jay gives Mitchle with a voucher for a weekend away at the Hyatt Coolum Sunshine Coast Queensland. For all her years off work.



BA Workshop Meeting

Success Stories

Last January 2011, iSphere started the Positive Credit Reporting Project with BPI. Dan Manicad assumed the role of BA/PM for this project and there were 4 staff who were involved. These were Abigail Dalusong, Marlon Manubag, Leah Adriano, and Edward Sotelo. Currently the project is in UAT stage and will be implemented soon.

iSphere - FICO Partnership was finalized this 1st quarter of the year. We are the official local partner of FICO in the Philippines and currently we will be targeting all the main banks and in turn this will be an opportunity for iSphere to support FICO products locally.

iSphere Global has been extremely busy of late with considerable growth in recruitment in Singapore in particular. I would like to make mention of new staff in all offices.

Melbourne: Kim Roberts, Aravind Sridharan, Toni Sekulovski, Tony Markovski, Jim Bhujoharry and Jacqueline Ang.

Singapore: Veugopal Pappu, Kristine Imperio, Ashish Ranjan and Sandilya Janga

Please make them feel welcome and part of our team at iSphere Global.

Staff Matters

All staff work very hard to support our growth and in particular thank you to Amarnath Chandrasekharan in Singapore. Amarnath has identified and promoted iSphere resourcing where possible in his current project. A big thank you Amarnath.

It is an ongoing juggle with staff moving between projects due to client and project demands. We understand that joining a project mid way is challenging and your professional approach and outlook is appreciated.

I would also like to make special mention of the work carried out by Balamurugan Shanmugam in Singapore. Bala received an award from ANZ Singapore for all his dedication and hard work over the last few months. Congratulations Bala, well deserved recognition.

A reminder to send timesheets each week and submit leave forms as earliest as possible.

Thank you Kerrie and Gerard for your input.

Upcoming Public Holidays

Melbourne:

Queens Birthday 13th June

Manila:

Independence Day 12th June

Answers: The Letter "N", charcoal,