



FOXGLOBAL TECHNOLOGIES HOLDINGS LTD.

Enriching Enterprise Insight

GARY LAM is an advocate of leveraging emergent technologies to serve a range of interrelated problems, making companies more competitive.

New frontier solutions have allowed companies to harness and utilize information for their businesses at unprecedented heights.

Through industry expertise and strategic partnerships, FoxGlobal Technologies provides these solutions to a growing number of Asian enterprises.

The Enterprise Performance Management (EPM) market has typically been dominated by large software vendors from the US, as told by CEO Gary Lam.

"We felt that Hong Kong should come up with its own EPM software. With an in depth knowledge of the needs of local clients, as well as an extensive experience in EPM consultancy and implementation, we decided to have our own startup targeting this sector."

Built to Scale

More organizations acknowledge the importance of conducting data-driven operations, opening up many new opportunities for FoxGlobal. Its Data Quality Management solution has been highly coveted in many established and emerging companies.

"We set up our Business Analytics division and Mobile App Development divisions to help local business excel in their operations through an integrated, total end-to-end solution – a roadmap that enables enterprises to scale as business scales."

FoxGlobal boasts a workforce spanning 50 EPM and BI (Business Intelligence) consultants. En route to achieving this, it faced the famed Hong Kong talent crunch – a challenge common to many companies in the city – and thought to do something about it.

"The recruitment market had, up until recently, no affordable hiring platform of good quality. Hiring costs skyrocketed



Gary Lam,
FoxGlobal Technologies CEO.

as we struggle to find the best match for growing our business. To solve our own hiring problem, we created a new Job recruitment platform, *YouJob*. It is free to both job seekers and recruiters, with an intelligent talent-matching engine behind it helping us find the best candidates."

A tool for each task

FoxGlobal solutions serve areas spanning budgeting and forecasting, financial consolidation, business intelligence, data management, and E-commerce and app development.

"Most of our competitors offer off-the-shelf products from the same vendor that focus on a single part of the problem. Our strength lies in the ability to provide a view from the big angle, and customize and orchestrate products from different vendors including self-developed software, to scalable, affordable and stable solutions with the one aim – to enhance insight."

With exposure to cloud technologies through its *YouJob* platform, FoxGlobal would further develop capabilities in

FinTech (financial technology), big data analytics and other cloud related platforms.

"As we started to focus on cloud applications, we have gained in-depth knowledge on how to use digital and social media marketing in promoting company services. Our next step is to combine big data analytics with digital marketing to come up with new solutions to service our customers."

Unlocking Possibilities

2015 has been a busy and significant period for FoxGlobal. On the cusp of even more opportunities and internal developments, it remains poised to further its capacities in providing best-in-class enterprise software and optimum end-to-end solutions. In need of talents scarce on the job market, the company's 3R (Recruit, Retain and Redevelop) HR strategy, in tandem with *YouJob*, helps it find people with right values and skills to deal with new technologies and business models. The ultimate result sees businesses in Hong Kong and across Asia greatly empowered for the data-driven era.

"Steve Jobs once quoted the farewell message placed on the back cover of the 1974 edition of *The Whole Earth catalog*: 'Stay hungry, stay foolish'.

It also describes the motto deeply ingrained in FoxGlobal's culture. We strive to understand the needs of our customers and always stay naïve about how things should be, thus allowing us to see how things could be. We try to find innovative ways of doing things, and execute them well with persistence." ■

For additional information please visit www.foxglobal.com

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