



WE SOFTWARE LIMITED

We Offer a Solutions Approach

VICTOR POON explains in detail what smart companies prefer when tailor-made IT solutions are needed, and how his organization steps up to the plate.

We Software (WeSoft) was founded in Hong Kong in 1997. Utilizing Tripartite Outsourcing

Model (TOM), the company's unique approach to IT solutions combines the best practices and capabilities of the U.S., Hong Kong and China. WeSoft has been providing quality software services to its international customers for almost 20 years.

"In 1997, IT was a very hot topic in U.S., we saw opportunities in outsourcing and founded the company in Hong Kong," says CEO Victor Poon.

"At that time, software development was not common in Hong Kong; there were few companies with knowledge in the IT field. Our main business was providing software outsourcing service to U.S. clients. Now, we are a total IT solution company with over 300 employees in Hong Kong and China, serving these markets as well as those of America, Japan and Europe," says Poon.

Rich Applause

WeSoft was among the first batch of IT companies at the Hong Kong Science Park in the year 2002. "We established the first development center in Shenzhen and achieved the ISO 9001 certification that same year." In 2003, WeSoft was awarded the first 250 of the Deloitte Touche Tohmatsu Asia Pacific Technology Fast 500. In 2005, it further expanded with its own Development and Testing center in Guangzhou. WeSoft also achieved SW-CMM Level 3 and became a Microsoft Gold Certified Partner. It later expanded with another office space at the Science Park as well as a new complex in Shenzhen Hi-Tech Park in 2011.



Victor Poon, We Software Ltd. CEO.

Between 2014 and 2015, WeSoft was awarded "Caring Company" by The Hong Kong Council of Social Service, as well as the "Best E-Living Solution Award" and "Innovation Award" in Mainland China.

Market Growth

"We've seen massive growth thanks to the common use of computers and smartphones. The demand for software applications, mobile apps and cloud platforms is growing steadily. Clients are coming to us from all over the world in need of IT talent," Poon notes.

"We've responded by expanding our team, providing more training, organizing more information exchange activities and enhanced skill-set expansion programmes.

What Customers Want

"Overseas clients tend to appreciate strong security and IP protection technology. They want a solutions provider that understands and serves their complicated and specific needs 24/7 – a solutions provider that is able to seamlessly cooperate with hardware makers, blue-chip companies and start-ups. In order to serve this growing and sophisticated market we stay focused on software development and testing.

"We have a flexible and well-equipped team that brings sophisticated project management skills, tools, a large pool of ready-to-start engineers and a great can-do attitude to the table. We offer an extensive global partner network including hardware manufacturers and product designers. We also offer strong after sales service and follow up alongside a comprehensive training scheme to attract the talent to serve our customers."

From Here, Where?

"Our expansion will be pragmatic and we will grow through acquisition. The plan is to recruit and nurture young talent and work more closely with hardware partners to offer total solutions and new products. We will of course also focus on employee retention and training," says Poon, adding that none of this will be easy.

"The IT sector has fewer entrants than there are jobs; finding good people is always challenging. The trick will be to look for those with an aptitude for IT and a strong service leaning. We will then have to provide growth prospects, learning opportunities and a free hand to allow them to test the boundaries of their innovation. The path ahead will not be an easy one but we will stay focused and achieve our goals, slowly but surely," concludes Poon. ■

For additional information please visit www.wesoft.com

