

THE LEADER OF THE LATEST OFFICE EQUIPMENT SOLUTIONS

CORPORATE PROFILE

AMBANG ANGKASA



AMBANG ANGKASA SDN. BHD.
Creative Ideas Always



www.ambangangkasa.com

CORPORATE PHILOSOPHY

Our sustainable competitive advantage has positioned us as a pioneer in the Office Equipment market.

ABOUT THE COMPANY

We believe that for our scope of improvisation – that the sky is the limit, and we are always ready to take our achievements to the next level. Aside from the copier machines business, Ambang Angkasa Sdn Bhd has also ventured into the ICT business. As we expand our business, our momentum for growth will continue taking us on new challenges and commitments to meet our customers' delights and ideals. Our core belief on customer 'centric-first' since our humble beginnings have taken us to the forefront in the office equipment and services market.

OUR CRITICAL SUCCESS FACTORS

- 01** Desire for Excellence
- 02** Trust and confidence
- 03** Innovation
- 04** Transparency
- 05** Teamwork

WE BELIEVE IN

- ✓ **MOTIVATION**
- ✓ **PROFESSIONALISM**
- ✓ **ETHICS**
- ✓ **LEADERSHIP**
- ✓ **COLLECTIVE RESPONSIBILITY**
- ✓ **ADDING VALUES TO OUR CLIENT NEEDS**

OUR CORE VALUES

AMBANG ANGKASA SDN. BHD.

VISION

To provide the most distinctive personalize services that exceeds the expectations of our esteemed customers.

To be the preferred vendor in office photocopiers, multifunction machines and office equipments by providing enhanced services, relationship, and quality.

MISSION

To build long term partnerships, with our customers and suppliers.

PERSONALITY



INSPIRATION & INNOVATION

Our corporate slogan encapsulates the spirit of the AMBANG ANGKASA SDN BHD's culture, which continues to thrive since our inception.



SINCERITY



TRUST



RESPECT



CARE

OUR DIRECTORS

An entrepreneurial leader with passion, perseverance and determination, Datin Fiona Dayang oversees all aspects of Ambang Angkasa Sdn Bhd business operations and corporate direction. She and her team started the company from its beginning as a small start-up in 2009 through years of technological changes and had always stayed focused on delighting the customers and delivering values to the industry.

N O R Z I L A H A M D A N



Norzila Hamdan looks after General Administration and Human Resource department for Ambang Angkasa, she leverages the strategic skills of AASB's staff & workers and to help each employee find an optimal path, for themselves and the company. She is dedicated to creating a culture that motivates and inspires. This ensures Ambang Angkasa makes a positive impact for the well-being of customers as well as employees.

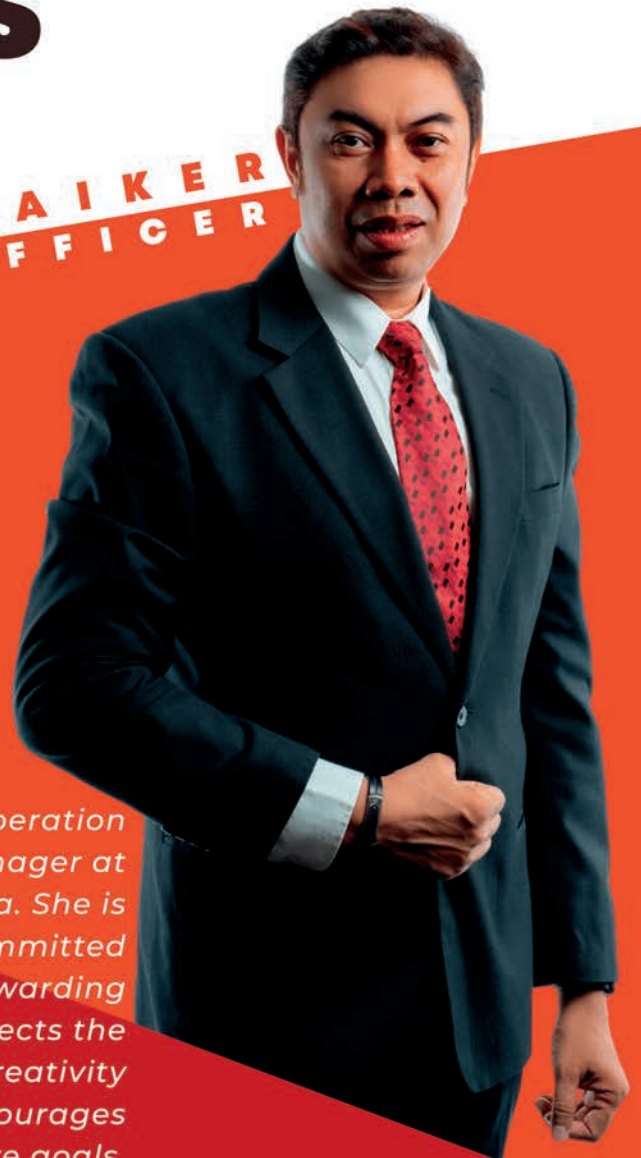
D A T I N F I O N A D A Y A N G



OUR KEY LEADERS

DATUK RAVEND NAIKER **CHIEF EXECUTIVE OFFICER**

Datuk Ravend Naiker leading the development and implementation of the overall organisation strategy. He is creating, communicating and implementing the organization's vision, mission, and overall direction. He is responsible for the overall success of the organization, and is the ultimate decision-maker.



As Business & Operation General Manager at Ambang Angkasa. She is responsible and committed to building a rewarding workplace that respects the independence and creativity of employees, encourages employees to have goals, and practices fair evaluations.

SYARLIN RAMIL **BUSINESS & OPERATION GENERAL MANAGER**



THE ACHIEVEMENTS OF AN ORGANIZATION ARE THE RESULTS OF THE COMBINED EFFORT OF EACH INDIVIDUAL.

OUR PARTNERS & ASSOCIATES

Ambang Angkasa Sdn Bhd facilitated the ever-demanding needs for higher-quality photocopiers and office equipment solutions for the government and corporate sector. Our dynamic processes and operating procedures which is attributed to our strong strategic partnerships with premium dealership of reputable brands like Sharp, Ricoh and Canon.

We are recognised as one of the largest providers of photocopying systems in the Klang Valley. Our knowledge and expertise offer the latest innovative and most affordable printing solutions for the market. As a premium business partner, we constantly kept abreast with the most innovative products in digital multi-functional network system.

In addition to our professional office equipment, Ambang Angkasa also offers a comprehensive range of ICT Products.



OUR MANAGEMENT TEAMS

SITI AISHAH

Sales Operation Manager

As Sales Operation Manager at Ambang Angkasa for the alignment of business unit priorities, marketing strategies and ensuring operational excellence across the company. She is also responsible for serving the company's large customer and partner base, a reputation for building high-performing sales teams and partner relationships.



FITRI

Technical Manager

As Technical Manager at Ambang Angkasa, he has identified the talent gaps that need to be filled up for achieving significant goals. His team has the most effective strategy to organize their resources to achieve better performance. Continuous training and up to date product knowledge ensures that we deliver the type of technical service required and trouble-free solutions.



NAVINA

Customer Service Manager

As Customer Service Manager at Ambang Angkasa Sdn Bhd, she has the responsibility with raising the level of customer satisfaction constituting the predominant theme of management, which she aims to provide optimal levels of quality, delivery times, costs, and services and engage in corporate activities accordingly.



FAZRIL

IT, Media & Demo Assistant Manager

As head of the IT team at Ambang Angkasa Sdn Bhd, he is responsible for crafting and delivering the technology direction for the company. Fazril oversees Ambang Angkasa Sdn Bhd well-defined solution frameworks and extensive integration experience with tier-1 service providers. He drives an aggressive roadmap to optimize processes with the right combination of technological demands.



DEBBIE

Admin & Account Assistant Manager

Felicity Debbie as Administrator Manager manages the finances from both an accounts-payable and accounts-receivable. Closely monitor collection and credit control exercise to maintain healthy building maintenance and sinking fund accounts.



SELIA

Human Resource Assistant Manager

As HR Manager efficiently runs human resources department maintaining the structural and organizational integrity. Responsible for managing the employee life cycle and administering employee benefits. She enforces organizational policies and protocol accordance to law.



OUR FUTURE GROWTH

In the early days of IT development in Malaysia, competition between computer manufacturers heated up during that period, resulting in improvements in speed, capacity, and capabilities. We constantly strive to be a leading technology firm with profound business and functional knowledge. Innovation has become our credo to make sure that this field continues growing, offering more helpful and useful features for end-users. Our team of professional technicians have helped our clients strengthened their business footprints, productivity, and profitability as well as improved their services to their clients across many sectors.

We aspire to touch the lives of millions of people, through information technology and listen to their challenges and ambitions. This enables us to create the products and services they need to serve their daily needs.



BUSINESS FIELD

We have the capacity and capabilities to support an array of businesses from small medium enterprises to multinational corporations.

Another forte is that we have also been successful in supporting the various sectors in the government institutions.



MAKING THE IMPOSSIBLE COME TRUE AND MASTERING THE FULL POTENTIAL OF ICT

Ambang Angkasa success equals to helping our clients integrate innovative and evolving technologies into a cohesive, end-to-end solutions package that streamlines their businesses and drive profits. Our service team focuses on communication and collaborating with the client at every step of the project. With a dedicated support team, we are able to supply top global brands. We place the power of choice in your hands. Our aim is to deliver a world-class service to our customers at the most competitive prices available in the market.

It is important for us to bring the very best of new developments, methods, and skills in ICT technologies to benefit the Malaysian consumer and user. Our commitment to this strategy underlines the overall excellence of our delivery to our clients, which has earned us a reputation as a reliable and trusted solutions provider. Most importantly, our long years of experience help us bridge knowledge gaps for our clients where others might not perceive, and this gives us our edge.



WHY OUR CLIENTS LOVE WORKING WITH US

Ambang Angkasa Sdn Bhd's outstanding performance is galvanised by a strong team of dedicated professional management and staff who are constantly engaged with each other to ensure that the contributions are aligned with our company's vision and mission. Our impeccable service levels had delighted many customers and this attitude has now been embedded as the benchmark of our company culture. Therefore, this has become a very significant point of differentiation for Ambang Angkasa Sdn Bhd in the market.



DIVERSE AND RELIABLE PROPOSAL-DEVELOPMENT CAPABILITIES

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AMBANG ANGKASA
SDN BHD

CONTINUOUSLY EVOLVING TECHNICAL CAPABILITIES

As new technological advancements are made and new needs for office equipment's in wide range, we have worked to anticipate future developments, ensuring that our technical capabilities have continuously evolved. In addition to leveraging these capabilities, we foster a new era by focusing on developing engineers to support the next generation.





**WE'RE READY
TO BE AT
YOUR
SERVICE**

2,000+
Customers

Our belief that each customer is our ultimate boss has gained us goodwill among our loyal customers.

RM 20 Mil+
Yearly Consolidate Turnover

To date, our turnover has increased over RM 20 million per annum placing the company as a pioneer in the industry.

99%
Overall Satisfaction

With a track record of satisfied customer, we aspire to carry the same legacy of taking on more challenges in the future.

GROWTH STRATEGY PILLARS

Ambang Angkasa is fine tuned to meet all the business requirements of our clients. Our customer groups are **INDIVIDUAL ORGANIZATIONS, GOVERNMENT SECTOR, CORPORATE SECTOR, MEDIA & PUBLISHERS** and we are providing latest & high quality norms practised in the industry.

We are committed in providing substantive business value of each and every client engagement. We achieve this through a combination of strong technical skills, sound project management methods and traditional values.



We strive to work in collaboration with our customers to be able to build high performance teams necessary for creating and maintaining world class business solutions.



We pride in continually pushing ourselves to attain higher quality standards and subjects ourselves to the most stringent quality norms practiced in the industry.

With strong technology delivery capabilities, we are able to comprehend client's business requirements through the use of latest cutting edge technologies.



AMBANG ANGKASA SDN. BHD.

WHO WE REPRESENT

SHARP RICOH

Canon

Lenovo™



acer



AMBANG ANGKASA
SDN. BHD. an appointed
premium agent for
OFFICE AUTOMATION
SOLUTION.



Company Organization

With the belief that working together makes everyone stronger, our synergised efforts as a dynamic organisation can magnify the success of our customers.

Our total organization consists of 55 staffs.

AMBANG ANGKASA SDN. BHD.

AWARDS & RECOGNITIONS

Award Presented by

Dato' William Ng

Founder & Group Publisher & Editor-in-Chief of
Business Media International (BMI)

OUTSTANDING SME AWARD

Award Presented by

YB Dr Ong Kian Ming

Deputy International Trade and International Minister
(MITI MINISTER)

**IN 2018 & 2022,
WE WON
SME100 AWARD
& GOLDEN BULL
AWARD FOR THE**

**'FASTEST GROWTH &
OUTSTANDING PERFORMANCE
IN THE INDUSTRY'.**



YEAR
2022



TOP PERFORMING DEALER SINCE 2012



SME100
Awards 2018
FAST MOVING COMPANIES®



YEAR
2012-2013
AWARDS

YEAR
2014-2015
AWARDS

YEAR
2016-2017
AWARDS

YEAR
2018
AWARDS

YEAR
2019
AWARDS

YEAR
2022
AWARDS

WHY WE ARE THE BEST

AMBANG ANGKASA SDN. BHD.

Elevating our Sales Professionalism



Strong
Employee
Attitude

Excellent
Customer
Service

Large
Market
Coverage

Personal
Relationships
with
Customers

Offer Short
Term &
Long-Term
Schemes

Strong Product Knowledge & Skill

CUSTOMER SERVICE

Customer service agents will answer all calls quickly, and your request for service will be promptly and efficiently attended to base on agreed SLAs.

FIELD SUPPORT

The frontliners of the service department, responsible for technical support, issues, and queries, composed of 24 Service technicians plus a team of Work Controllers.

LOGISTICS

Responsible for the effective material management, inventory control, supply and demand plus delivery. Logistic team includes a dedicated delivery crew with our own delivery trucks.

AFTER SALES SUPPORT

Build and maintain good customer relationships by being proactive to our customers ever-changing needs & expectations and to ensure customers enjoy the benefit of Preventive Maintenance.

AMBANG ANGKASA SDN. BHD.

CORPORATE

SOCIAL

RESPONSIBILITY



CSR PROGRAM

We will continue the momentum and contribute to the society for a better Malaysia! Thank you everyone for the support over the years!



ICT **HARDWARE SALES & SUPPORT SERVICES**

Once all your hardware is in place, Ambang Angkasa SB's dedicated sales support team ensures that it is always up and running. Our technicians are always at hand to maintain and troubleshoot your hardware issues. We instantly recommend any hardware repairs or replacements that is needed.

01. **TRUST**

AASB has a trusted network of partners that provide us with the latest hardware and software at competitive rates. We also offer you leasing and renting options for greater flexibility. Moreover, we take care of your purchases and look after your returns and warranties.

Both your management team & AASB sales personnel works together in ensuring the hardware needs are met, down to the last HDMI cable. We also support all your respective software needs including Microsoft Office, Microsoft 365, Antivirus, Cloud services, Imaging Service, Backup Transfer and much more.

02. **COLLABORATION**

03. **I.T** **EXPERTISE**

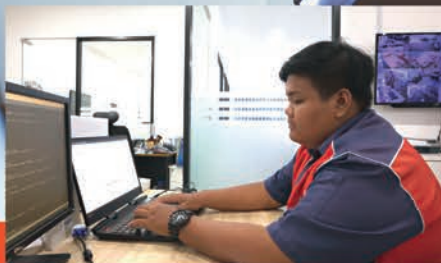
AASB provides expert consultancy and advice so that you get the most from your new hardware and software. We design an IT infrastructure adapted to your requirements. We configure, install and provide on-going support of any hardware and software.

You know your business is growing and Ambang Angkasa knows this too. We make sure that every system that we design and build for you is secure and scalable.

04. **SCALABILITY**

AMBANG ANGKASA SDN. BHD.

REASONS THAT MAKE US THE PREMIER CHOICE



INTELLECT & EXPERIENCE

Highly skilled professionals who possess expertise in copier and ICT, established with the fundamental desire to provide excellent customer service, exceeding expectations. We employ the best technicians, adhere to proven methodology, and become a true business partner in every project.



ON TIME DELIVERY

We invest the time up-front to clearly understand your needs and then manage projects to ensure they are delivered on time and within budget. This methodology expedites rapid successful implementation and limits uncertainty.



OUR APPROACH

We believe that success lies in maintaining open communication and involvement with our clients through each phase of development. Our goal is to translate your vision into reality by being your technology partners.



COMPETITIVE PRICING

We render services to our clients at a very competitive price and depending on the type of client engagement we offer them the most suitable pricing model.



COMMITMENT TO QUALITY

We believe in quality service by listening carefully to our clients and provide space, time and materials accordingly for the project. We are proud of our Technical and Customer Service capabilities.



TRACK RECORD

We have handled small to large scale projects and have implemented solutions over the years for numerous organizations of all sizes. Our growing list of satisfied customers' not only act as our excellent references but are a source for repeat business.

TESTIMONIALS

JABATAN BOMBA & PENYELAMAT MALAYSIA NEGERI SELANGOR

En. Nasrul Hissam – Penolong Pengarah Kanan

Ambang Angkasa Sdn Bhd exceptional professionalism, coordination skills and excellent customer service have definitely contributed to our accomplishments. We are very happy with the service rendered by Ambang Angkasa.

INSTITUT TANAH DAN UKUR NEGARA

En. Khairin Nazry bin Karim – Pengarah

Ambang Angkasa Sdn Bhd has the ability to response quickly and with the flexibility to accommodate to our ever changing needs.

KASTAM DIRAJA MALAYSIA

MD Nurakhiair – Penolong Pengarah

The quality of service of Ambang Angkasa Sdn Bhd is excellent and exceptional. They offer good quality photocopier machine and able to respond quickly to our enquiry.

KEMENTERIAN PELAJARAN MALAYSIA

Mohd Naquiddin – Penolong Setiausaha Kanan

Respond quickly, our machine serviced upon request in timely manner. Ambang team genuinely care about us. This machine has been very reliable for our daily usage.

KEMENTERIAN PENGANGKUTAN MALAYSIA

Dato Isyam – Ketua Setiausaha

Ambang Angkasa has the ability to respond quickly and excellent periodic maintenance follow up. We highly recommend companies to use Ambang Angkasa for any printers or plotters needs. We offer our personal testimonial in support of your continued success.

KOLEJ UNIVERSITI ISLAM ANTARABANGSA SELANGOR

Mohd Inzar bin Tajuddin – Timbalan Pendaftar

Performing to our expectation and we are very happy with the service offered. There were no major breakdown with the machine and teams are very responsive.

JABATAN PENGANGKUTAN JALAN

Mohd Tarmizi bin Haji Abd Talib

Ambang Angkasa Sdn Bhd teams are very responsive and its an easy company to work with. In another word I would say, "High quality of After Sales Service provided by AASB are Excellent and Exceptional".

WHY US?



PROMPT RESPONSE

Achieve 95% on site services within 4 hours or even faster.



PROOF TO BELIEVE

Demo before sign contract.



PROFESSIONAL SUPPORT

Well trained and certified technical support team.



QUALITY ASSURANCE

1 to 1 exchange & Monthly Maintenance Checking.



PROMPTLY UPDATE

Inform on Technician arrival time and machine status by email or whatsapp.



ONLINE SUPPORT

Call us anytime during working hour, immediate support thru phone call or online.



PRINT WITHOUT WORRIES

Use original toner, ink and parts.



FAST PROCESSING

Ready stock, fast approval, fast delivery.



TIME SAVING

Real time monitoring system to keep track monthly usage and break down.



EXCLUSIVE MONTHLY OFFER

Partner with various market leaders.



www.ambangankasa.com



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