



# REVOLUTIONARY TECHNOLOGY

**MR GAVIN ONG BOON TIONG**  
**MR JERALD TOH WEE MENG**  
**MR LINUS LIM JENN KIAN**  
 NEW-REVOLUTIONS PTE LTD



New-Revolutions is the synergistic result of a shared business vision of three core founders, a vision to provide quality ICT Structured Cabling and Networks solutions, with a focus on advanced technology, quality service and timely delivery. Formed in early 2016, the company with its HQ in Singapore has grown from just serving SMEs to also supporting large MNCs and government projects. The firm handles every aspect of the project, including Design Solutions, Project Delivery, Project Implementation, Testing and Commissioning.

Having worked in various companies and target segments previously, the core team is equipped with the necessary experience and resources to overcome a wide variety of obstacles and even foresee potential pitfalls, giving them a strong edge over their competition.

The New-Revolutions ethos is built on strong ties with customers. Trusted relationships between customers and the company have played an important role in the enterprise's success. The founders also take tremendous pride in their work - approaching each customer's project as their very own. This, according to the owners, have helped ensure only the very best service.

What began as a start-up conceived by three close friends has now developed into a team of 10 core members. 2017 marked the firm's expansion plans into the Asia Pacific Region, catering to the growing needs and demands of their customers. This is testament to the efficacy of their business strategy and corporate philosophy.

With an excellent track record garnered over just a relatively short period of time, New-Revolutions has also managed to secure regional contracts with MNCs despite their comparative youth in the industry. The continuous customer referrals have enabled them to grow their customer network exponentially and to the founders, their customers' trust in them have become their greatest business achievement.

Their next goal is to bring a new revolution of technological solutions to the world and continuously strive to provide quality services to their customers by connecting them globally. New-Revolutions believes that Information Technology (IT) is the key to connecting the world. Judging from their performance to date, it is safe to say that these dreams, visions and mission are indeed the distinct ingredients for the company's continuous success and future growth.



**A TRUSTED RELATIONSHIP WITH THE CUSTOMER IS THE KEY TO BUSINESSES.**



## UP CLOSE & PERSONAL

### What excites you about the future of your industry?

The prospect of expansion excites us. With an ever changing environment and many companies adopting IOT, we believe that the key to all systems is the *NETWORK*. The growing hunger for bandwidth has given us diverse opportunities to serve our customers and we are optimistic that this trend will continue.

### How do you approach problems in life?

We keep the issue in mind but not dwell unproductively on it. Using the F.A.C.T.S. framework, problems can be dealt with systematically. In a nutshell: 1) **F**ind the problem and accept that there's a problem. 2) **A**ct on the problem and break it down into smaller pieces. 3) **C**onquer the problem by understanding it and identify what requires immediate attention. 4) **T**eamwork is needed in every aspect to solve the problem. 5) **S**urvey and question why the problem occurred and how to avoid it in future. Lastly, we also adopt the attitude of 不怕做不到，只怕想不到。

### Passion or Practicality?

50/50. Passion without practicality may at times lead to failure, which we cannot afford. Ideas with passion at times are so wild that we forget about practicality in life. And being too practical without passion would not lead to good solutions. We always come up with passionate ideas first, let the wholesome ideas flow and then we start analysing how to make it practical.

### How has your past experience helped you as an entrepreneur and business person?

We had quite a few failures before establishing New-Revolutions. Our past experience has given us the chance to learn, understand what we need and execute our plans accordingly. Interacting with other successful entrepreneurs has also helped us to craft out what we want in life and how we want our life to be. We also learnt to treat our colleagues as we would treat our siblings. Also, we seek to empower everyone in our organization to take ownership of the business - that is how we grow together.

### How do you stand out from your competitors?

It is crucial to provide quality services and take pride in our work. We are also constantly looking out for the latest technologies to share with our customers. And the golden rule - we treat every customer's project as if it is our own.