



Parcus Group and Telecom Fiji to Collaborate on Product Management

Date: 18th November 2014
Suva, Republic of Fiji

Parcus Group, announced today that it has been selected by the telecommunications provider Telecom Fiji Limited to deliver product management training and software licenses for service creation tools. As a global provider of product development and product management training, winning the Telecom Fiji contract clearly highlights Parcus Group's expertise as well as their specific understanding of the Asia Pacific region.

"Parcus Group was able to demonstrate its ability to provide practical skills that will help Telecom Fiji increase its competitiveness and service customers better. At the same time we believe Parcus telecom specific product development software toolkit will complement our existing product management framework and contribute positively to our growth." said Charles Goundar, General Manager of Product Management and Business Development at Telecom Fiji.

"This contract is the most recent in a number of agreements that will see Parcus Group collaborate with a series of island nations carriers. This market has some unique characteristics and is commercially very challenging but this transaction is a positive proof that Parcus Group can compete very effectively in the global context for delivery of product management related services. We were able to demonstrate the advantages of our offering backed by our specialist and extensive experience in the telecom industry" stated Igor Glavanic, Managing Director of Parcus Group.

"We aim to deliver tangible improvements to Telecom Fiji specifically around the time-to-market of new product releases, staff productivity and increased competitiveness. Our methodology of market-based-product-management provides discipline and structure for the complete telecom product lifecycle and leads to demonstrable improvements in focus on customer service and satisfaction" added Mr. Glavanic.

About Parcus Group

Founded in 2004, Parcus Group provides product development, service creation and product management training and consulting services for telecommunications and ICT businesses, to improve time-to-market delivery of new products and services, increase staff productivity and enhance competitiveness. Company serves customers globally across 6 continents.

For more information on consulting services please refer to:

<http://www.parcusgroup.com/bustec/consulting.html>

For more information on training services please refer to:

http://www.parcusgroup.com/training/product_management_training.html

About Telecom Fiji

Telecom Fiji Limited (TFL) is one of the largest providers of communication and networking services in Fiji. TFL connects businesses and residents with advanced networking, communications and technology solutions suitable for their needs. TFL offer's a full range of products and services over our highly scalable and secure network, including data networking solutions, managed services, co-location, cloud services and a comprehensive suite of voice products. TFL recognizes needs vary and as such has developed solutions tailored to address the healthcare, government, education, and professional services sectors as well as our residential customers. With an unwavering focus on superior customer service, TFL has earned some of the highest customer loyalty and customer satisfaction ratings in the telecommunications industry.