



# YOUR STRATEGIC PARTNER FOR TEM SUCCESS

## TEM Consultancy Services

Our deep knowledge of Asia Pacific TEM puts us in a truly unique position to help our customers successfully deliver their TEM projects in the region.

### Services

- TEM Strategy Formulation
- TEM Training
- TEM Business Impact Study
- TEM Process Development / Optimisation
- TEM RFP Development / Deployment

### *Peter Hum* Managing Director

Peter Hum is the founder and Managing Director of StrateValue Pte Ltd, a leading thought leadership / TEM business advisory firm based in Singapore. With more than 23 years of international business and global telecommunications experience, Peter pioneered the TEM consultancy space in Asia Pacific since 2006. Peter has contributed his vision and thought leadership to the growth of TEM over the past many years and have provided strategic and operational guidance to senior level executives in some of the largest multinational organisations in the region.

He holds a Bachelor of Commerce with a specialisation in Management Information Systems from Concordia University, Montreal, Canada.

## Expert Experience for Complex TEM Deployments

It's commonly known that TEM projects have high dissatisfaction rates in the industry. Why is this so?

Complex TEM projects often start off with mis-matches in expectations. Enterprise customers typically do not have the right in-house resources to manage complex TEM projects while TEM vendors often do not understand their customer's businesses and end up implementing TEM projects that do not fulfill the customer's operational and strategic directives. Moreover, many TEM vendors do not understand how to deploy TEM in Asia-Pacific. The end result usually leads to both parties disputing the intended benefits of their engagement.

*StrateValue is your strategic partner for successful TEM implementations!*

StrateValue is the only independent business consultancy providing strategic and operational consulting services within the TEM industry in Asia. Flexibility in its services with over 10 years of deep TEM experience in the region, StrateValue is a truly neutral and independent party with the ability to help global enterprises successfully implement TEM projects in Asia-Pacific.

**STRATEVALUE**  
REDEFINING STRATEGIC VALUE