

Nucleus and MII partner together for Indonesian market

Nucleus Software Exports Limited (NSE: NUCLEUS, BSE: 531209) and PT. Mitra Integrasi Informatika (MII)—a subsidiary company of PT. Metrodata Electronics, Tbk (IDX: MTDL) in Indonesia today announced that they have entered into a channel partnership. Under this agreement MII will serve as a strategic alliance for Nucleus Software in Indonesian market.

Further enhancing Nucleus' presence in the Indonesian market, this partnership will leverage Nucleus' domain experience and MII in-depth local market knowledge to support the growing business traction and focused investments made by Nucleus in the Indonesian banking and financial sectors.

Nucleus views this partnership as integral to its focus on further increasing business opportunities in the region and is committed to providing its clients with the best technologies to enhance their competitive edge and customer focus. MII networks will harness the full potential of Nucleus' products and generate value by all development efforts.

Niraj Vedwa President & Head - Global Sales & Marketing, Nucleus Software said, 'We have made continuous investments in the business towards attaining market leadership in this region and this partnership with MII is a testimony to our products' effective value proposition. Given MII's expertise, both technical and functional, and their strong presence in the region, our customers will tremendously benefit from this partnership.'

'We will put more investment in Financial Services Industry (FSI) solutions and set up a dedicated unit to handle FSI projects complete with FSI specialists. We think it is a great opportunity to be associated with a global software brand like Nucleus Software. Our focus to this industry includes Loan, Collection, and Cash Management Systems using Nucleus Software products as foundation. Our relationship with Nucleus will provide an outstanding opportunity to directly gauge the needs of Indonesian customers. We look forward to a very successful partnership with Nucleus and are confident that we will be able to provide value to their business by extending their products to the right audiences,' said Sjafril Effendi, President Director of PT. Mitra Integrasi Informatika.

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