

Annex B

Quotes from Accredited Companies

“Accreditation has boosted our visibility and credibility with customers and investors. We have generated many new quality leads since being accredited from platforms such as CIO forums and workshops to engage decision makers. We were also able to close our earlier round of fund-raising much faster as the technical evaluation gave the investors further comfort in their due diligence.”

Vikram Mengi, Co-founder, Latize

“Being “considered first” as an accredited company has made it easier for government customers to engage us. We have since closed several projects in a much shorter time.”

Charles Goh, CEO/CTO/Co-founder, Inspire-Tech

“Accreditation@IDA took time to understand our product and company. They were focused in helping us overcome our growth challenges and not on finding faults. The evaluation was comprehensive but not onerous.”

Benjamin Mah, Co-founder, VKey

“The accreditation status has made it much easier for us to engage potential customers and partners. The momentum from the increased pipeline of projects has led to new interest from potential investors. We are considering bringing forward our next round of fund-raising in just six to seven months from our last round.”

Sivakumar Belasamy, CEO/CTO, Deep Identity

“Accreditation@IDA is good at what they do. Their invaluable feedback and sharing of best practices has helped us strengthen our internal development team and processes. We were pleasantly surprised during our post-accreditation fund-raising when our valuation had increased tremendously.”

Allen Lin, CEO/Co-founder, Trakomatic

“With Accreditation@IDA’s help, we were able to able to secure a partnership with DELL to bundle our software with their hardware to offer a complete solution to our customers.”

Neo Shi Yong, CEO Kai Square

“Accreditation@IDA has helped to jump-start our government business by opening up multiple opportunities to deliver Smart Nation Apps on our Mobeix Platform. Beyond the certification, the team in IDA has been very proactive in setting up workshops, ideation sessions and POCs, helping us to co-create government use cases and also for government agencies to find innovative solutions and generating opportunities for us. With accreditation, we have been able to win our first government project.”

Sandeep Bagaria, CEO, Tagit

“We are already experiencing better quality and efficiency with the new processes introduced as a direct result of the feedback that was provided by the Accreditation@IDA team. The comprehensive testing and feedback given by the team has helped us make our product stronger and further improve our product’s performance and security.”

Kenneth Lee, CEO/Co-founder, Green Concepts