



## NEWS CLIPPING

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### COMMUNICATIONS IT AND MOBILE TELEPHONE SERVICES

# Solution Corner promotes barter

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Solution Corner (1998), a local software developer, has diversified into e-commerce in an attempt to reduce the risk of relying only on the software development business.

Solution Corner, which is listed on the Market for Alternative Investment, has set up a new subsidiary, Open Serve (Thailand), to provide online barter trade services in Thailand and Vietnam under the franchised Ozone and Barter Exchange networks of New Zealand-based XO Ltd.

Under the Open Serve platform, 170,000 participating companies in 15 countries exchange products and services through the networks. Open Serve, acting as a middleman, charges members 5% of trade value per transaction.

Chachapong Munchupha, the managing director of Solution Corner and Open Serve, said the diversification would create a new revenue stream and reduce the risk of relying mainly on the software business.

He said the company aimed to have at least 1,200 members based in Thailand for the e-commerce service, with trading value up to 30 million baht by the end of this year.

The number of participants from Thailand is projected to reach 5,000 companies with trade value of 400 million baht next year, and to 10,000 members with 700 million baht in 2008.

Targeted companies are tourism operators, hotels, software and One Tambon One Product (Otop) communities.

"SLC expects 120 million baht in rev-

enue this year, up from 100 million last year," Mr Chachapong said.

According to Mr Chachapong, it is estimated that barter trade worldwide is worth more than 100 billion baht yearly.

He admitted that barter trade had not been very successful in Thailand in the past due mainly to such constraints as high member fees, a monthly fee requirement and limited access to trade across borders.

With Open Serve's network platform and no monthly fee payment, participant can explore business opportunities and exchange goods and services across borders. The company is offering free registering fee for the first 2,000 companies who sign up for the services.

Shares of Solution Corner (SLC) last traded on Wednesday at 2.78 baht.