



Business Strategic Management





04 General info05 About ABH06 Key person

09 Services

11 Case Study

**46 Customers** 



### **Business** name

ABH Corporate Marketing Sdn. Bhd.

### **Registration number**

1139234-H

### **Business address**

17-3B, Jalan PJU 1/3C, Sunwaymas Commercial Centre, 47301 Petaling Jaya, Selangor

### **Date established**

2009 (formerly known as Abithard Sdn. Bhd.)

### Kind of ownership

**Private Limited** 

### Office area

1050 sq.f

### **Size of Company**

11 person

### Phone / Apps

+60 (3) 7887 8255 / +60 (17) 72 595 73

### **Email address**

project@abh.com.my

### Website

www.abh.com.my



ABH is spearheading by an experienced team progressive approach to an integrated business strategic planning that blends digital, experiential and classic marketing, sales and marketing management tactics with market platforms savvy and an uber-rigorous commitment to metrics.

# IN tro

**WE ARE** 



### **OUR APPROACH**

Achieving SMEs sustainable business growth through strategic direction planning and implementation.







With the vision of providing intelligent solutions shooting concept instead of "spray and pray", our team iswell suited for any marketing challenges.

> FRANCIS CHU (founder & project director)

### **BACKGROUND**

He holds Bachelor Degree of Information Technology with major in Applied Computer Science from USQ Australia. Since after graduating, Francis has been heavily involved in Computer System Projects for Ericsson Malaysia, HP Malaysia, Takaful Insurance, CIMB Bank, RHB Bank, Affin Bank. He was soon hired as a System Developer for Avery Weigh-Tronix, one of the world's biggest Weighing Scale Company in United Kingdom where he immediately became a key member to oversee the development of the weighing system for the clients in Palm Oilindustry, Plantation, Metal Industry, Mineral Industry. Due to strong experience and passion in internet system, he has decided move out from his comfort zone and startup his own business to continue with his internet projects such as internet marketing, online directory, e-commerce, website design, advertising, search engine ranking, social media network, concepts design, blogs, and forums.

### **HIGHLIGHTS**

As a marketing leader in ABH, he leads his team to drive the success of A&P planning, Google tools, cinemas advertisement, market study, strategy planning, event & exhibition for THREE major categories of corporate; First, the industrial companies such as Oil & Gas, Engineering, Manufacturing, Mining, secondly is Brand license holders which are Pet Food Manufacturers, Pets Food Distributors, Health Food Distributors, and third is the corporate companies like Finance, Technology, Communications.

To his credit, Francis is the founder of REC11, the lifestyle Magazine, and he is also one of the business partners who run Pets magazine named Petster, a popular pet's magazine that continues to grow in popularity and profits.

With several years of experience in Google systems, he attended official trainings offered by Google and successfully brings ABH become one of the Google partners in Malaysia since 2015 with Google Ads certified.

### **BACKGROUND**

As key person in ABH, Han has contributed to the growth of company since 2010. He holds Master of Business Administration (MBA) and Bachelor Degree of Electrical and Electronic Engineering. Prior joining ABH as director, he worked with several top multinational companies and with last working experience as regional marketing manager in engineering industry. Among his past accomplishment is that he has effectively over grown company's business unitrevenue to three fold within few years. With over 10 year of commercial experience under his belt, his involvement in engineering industry prove vital in shaping customer's future strategic direction especially in sales and marketing related.

**MELVYN TAN** (technology manager)

### **BACKGROUND**

Melvyn holds Master of Business Administration (MBA) and B.Eng. (Hons) Electronics Majoring in Computer from Multimedia University. He has 10 years of working experience in Information Technology sector ranges from mobile development (Android, hybrid) to backend development (php, Java, JS, mysql) and configurations. He is currently managing a team size of up to 15 person from different skills set by practicing agile scrum methodology to ensure systematic and timely delivery.

**DR. YS YEOH** (business advisor)

### **BACKGROUND**

Dr. Sandra has over 25 years of experience in pet industry with key expertise in companion animal distribution, technical and regulatory affairs, and oversea veterinary product registration. Dr Sandra graduated in University of Taipei, Taiwan with majoring in Veterinary. She had served in managerial position for several multinational companies with the last position of Senior Sales Marketing Manager in Sunzen Corporation where she responsible for companion animal business development in Malaysia, Brunei, China, Indonesia, and Singapore. Dr. Sandra handle all veterinary product registration in Malaysia and oversee regulatory affairs which includes Drug Control Authority of MOH, Pesticides Board and Department of Veterinary Services. As part of ABH strategic advisor, Dr. Sandra provide advice and strategic direction for business related to pet's industry. Her passion and affection in Pet Industry had led her on the continuation of partaking and contributing to the growth of its industry.

# **AJAY GARG** (project manager)

### **BACKGROUND**

Ajay is a creative tech gig and a strategist helping customers to transform ideas into optimized quality working solution. He holds a Masters (M.Tech) degree in computer science from SGVU (India) and has developed big enterprise applications in different domains such as Insurance, Hardware and Software Post sales support, Bulk Messaging, Property, Gaming applications, HRMS, and etc. Ajay is also a Microsoft Certified Professional Developer and a Technical Director whom recognized as an impassioned and problem solver with over 10 years of extensive experience in enterprise and mobile app development, maintenance, and support using different SDLC at several top multinational companies and start-ups. Ajay is an expert in leading cross functional business, and technical teams to deliver projects within all sectors. He has extensive proven track record of providing exemplary levels of IT service to a broad range of customers, including Media Brands, various IT companies, SMEs and individuals. He believes that excellent communication enable to elicit customer requirements and develop strong relationships with key stakeholders throughout the project lifecycle. He has demonstrated a strong problem-solving capabilities used to mitigate risks and issues, allowing projects to meet deadlines, budgets, and objectives.

# RANJHITH KUMAR (sales manager in technology)

### BACKGROUND

Ranjhith has a career spanning 23 years in the Information Technology donning various roles right from development, implementation, training, marketing and sales of various IT software products which includes ERP, CRM, EAM, IRM, HCM & various other custom software development (Enterprise / Web / Mobile) projects across different geographical region which includes APAC & EMEA. Prior to this, he worked in several top notch IT companies which includes Tata Consultancy Services, HCL Technologies, and Nucleus Software covering the regions and heading the sales team. Ranjhith has been heavily involved in many successful startup companies with his contribution from scratch to cash cow level. He holds a Master's degree in Post Graduate Diploma in Business Administration.

# PROJECT FLOW

# Hire Us

as business strategy or marketing planner

# Meeting

Study client's situation and work closely with management team.

# Propose

Suggestion for business direction and setting up sales and marketing goals, find the most effective channel reach out appropriate audiences.

# Implement

Project to be assigned and implemented accordingly within the planed time frame.

# IMPLEMENT.

### STRATEGY PLANNER



MACRO and MICRO environment scanning, user behavior study, market positioning.

### → strategic planning

Sales & Marketing, HR, Operation, Finance, and Logistic planning.

### implementation

Marketing implementation, setting up sales target, operation management.

### omni channel marketing

On-air platforms like Google Ads, Facebook, Youtube, TV or Web commercial, influencer, radio station, filming; Off-air with exhibition, public or private event, newspaper and magazine, digital signboard or billboard.

# control and evaluation

Balance Scorecard, KPA and KPI for each BU





# TJ H<sub>2</sub>b



### **Project description:**

TJH2b is an international independent analytical laboratory and consulting firm that specializes in diagnostic testing of oil, gas and other insulating materials used in transformers, power circuit breakers and load tap-changers. TJH2b are industry leaders in the development and application of condition-based maintenance programs for electric utilities, industrial high-voltage power users and service companies.

To meet TJH2b objective of increasing market share in country of Malaysia, Singapore & Thailand, ABH Corporate had implemented marketing strategy by revamping Malaysia's website and applied Google Ads marketing.

### **INNOCORR**

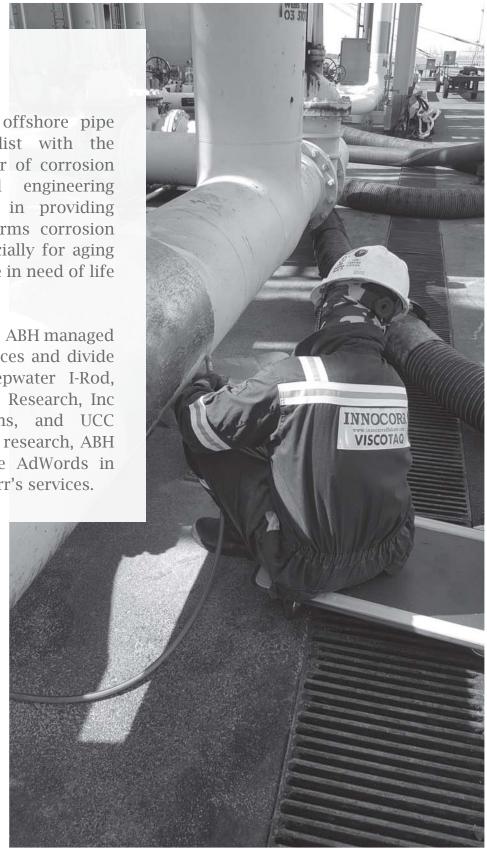
### **Project description:**

InnoCorr Offshore is an offshore pipe corrosion control specialist with the aim to be leading provider of corrosion protection systems and engineering services. InnoCorr focus in providing innovative offshore platforms corrosion protection technology specially for aging process piping and pipeline in need of life extension.

By understanding InnoCorr, ABH managed to differenciate those services and divide into four categories: Deepwater I-Rod, Viscotaq Coating, Neptune Research, Inc (NRI) Composite Solutions, and UCC Marineseal System. After a research, ABH start implementing Google AdWords in Search Network for InnoCorr's services.



google search net-work





### **INNOCORR**





### **Project description:**

After interview session and several discussion with director and knowing that they are in to Oil & Gas business, ABH soon proposed several marketing plan for their parent and subsidiaries company such as TKSS, InnoCorr, Flexy and ASCE.

A corporate website was designed specifically for each companies based on the core business and followed by Search Engines Optimization (SEO) enrollment to Google, Yahoo, Bing and over 30 different international search engines. This result in 120 keywords appeared in top 10 list of first Internet page.

Additionally, ABH were authorized to maintain their corporate email server and provided full mailing systems protection and spamming filtration activity.





TKSSCT offers a wide product range such as Marine Fenders, Riser clamp coating ,Rubber lining, Heat shrink sleeve, Molded rubber, Rollers recoating & fabrication, Corrosion protection & sealing. They do provides also rubber protection solution such as PU, PE, fabrication works for oil & gas, construction industries, marine and mining.

ABH Corporate Marketing was appointed as marketing agency to promote their services and to increase enquries. ABH applied Google AdWords marketing solution for TKSSCT.



### **Project description:**

LMC Engineering businesses are mainly focus on steel structure, building facade, and stainless steel custom works. Their signature projects such as Exchange 106 Tower, Wangsa 9, MRT Bus Depot, Sepang Gold Coast, LRT Extention Line, Parliment Malaysia, Sunway Pyramid and etc.

Our team has appointment by LMC to design a website that fullfil it's business nature. We did proposed for the upcoming marketing plans to LMC for their business expansion purpose.









# Google google search netuork

### **Project description:**

Greenex Consultancy provides consultancy, certification, assessment and testing services in related to the Civil Engineering particularly in the integrity of Reinforced Concrete Structure and High Performance of Concrete. ABH Corporate incharge of the new website creation as well as promoting Greenex services via Google AdWords marketing.









### **Project description:**

C & CT Consult is a professional consulting firm based in Cambodia. Services covered factory safety inspection and audit, structural design and electrical design for all types of residential and commercial buildings, construction supervision and quality control, structural repair and strengthening soil test and concrete test.



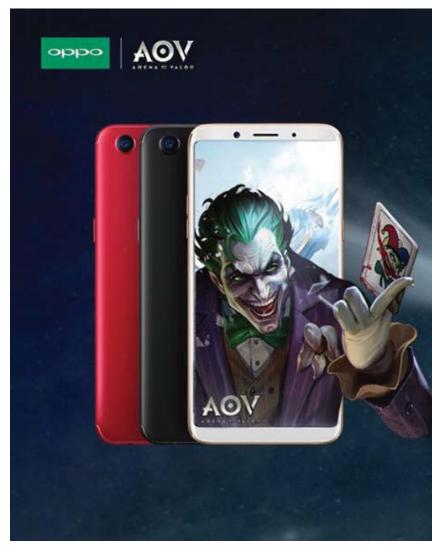


Another combination of websites had been created for C&CT and Duriane to display their business for Cambodia market.

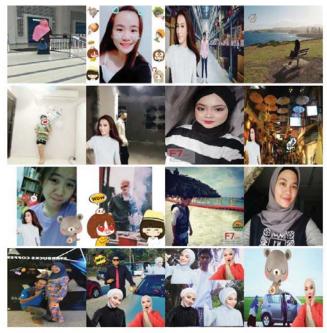


OPPO is a reputable technology company that has a relatively large market mobile share in Malaysia. ABH was appointed to create a custom system for a mobile game named AOV that allowed players to claim the game character by using their mobile IMEI code. Player would be stored into OPPO server for redemption audit purpose.

We soon involvded in F7 official lauching campaign with local celebrity Neelofa and Taiwan celebrity Hebe where ABH has reponsible to develop a web based system platform for user interaction through selfie photo uploading activity.









Team-building, event, and corporate-use material like T-shirt, acrylic board, greeting card, newsletter, poster.

















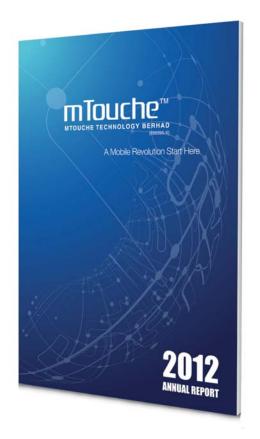


































ABH was appointed for annual report project 2012 & 2013. From design work of annual report, share buy back statement to final hardcopy output. ABH also in charge of delivery arrangement of hardcopy AR to company secretary and all shareholders. Another project by mTouche named Krypto & Juzad where ABH incharged of scratch card, brochure, leaflet and website.





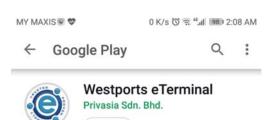
ABH has been appointed as marketing agency by CR Games Entertainment since year 2015 till present.

High exposure channels is needed for all those newly developed apps and games. After several meetings with CR Games' decision makers, ABH had proposed Facebook, Google, Bing, and WeChat to be the marketing platforms.

Meantime. **ABH** according to the proposal to ensure the effectiveness reached the expectation.







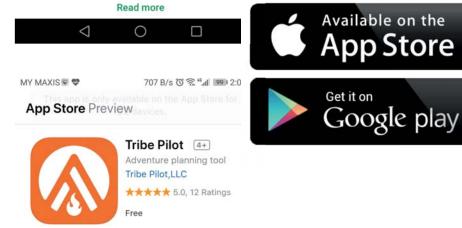
Business



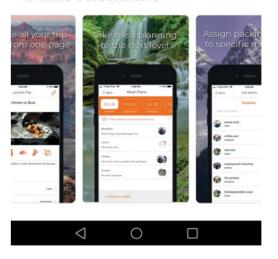
INSTALL



Introducing the new Westports eTerminal On the version of eTerminal portal









4.8 K/s 🗑 🛜 44.iil 1991 2:07 AM

MY MAXIS 🗑 💝



Cashless payment, DBKL&MPKB-BRI parking, Prepaid Reload, Bill Payment & Rewards!



241 B/s 🗑 🛜 40,111 1990 2:06 AM



MAXIS 🗑 💝

pp Store Preview

This app is only available on the App Store for iOS devices.



### iPhone Screenshots















Rhone Ma Malaysia Sdn Bhd is a Malaysian well known company that involved in the provision of animal health products and veterinary advisory services.

In order to meet their vision of becoming an innovative leader in the provision of services, products and solutions to animal health, ABH Corporate Marketing was engaged as their marketing agency to promote their latest products known as PetNaturals which under DrRhone brand.

ABH strategy is to create a new e-commerce website followed by applying Google Network Display (GDN) to build their branding and to create user interest.









Over the years, ABH play a main role in A&P for Pester Magazine, the popular pet's media in Malaysia. Client include Rhone Ma, Sunzen, Qian Hu, Petscorner, Zoetis, Ritma, Hanavet, Seapark Pet Supplies, Neko Inu.









Promo tour for a pet's charity movie - "The Story of Smarty" starring by Leslie Chai & Danielle Tai, produced by Petster & Smart Heart, shown in TGV cinemas. The promo tour was carried out in several locations across Malaysia: Sungei Wang, 1-Utama, Gurney Plaza, Queensbay Mall, JB City Square, KSL City Mall, Mahkota Parade, Ipoh Parade, Amanjaya Mall.

































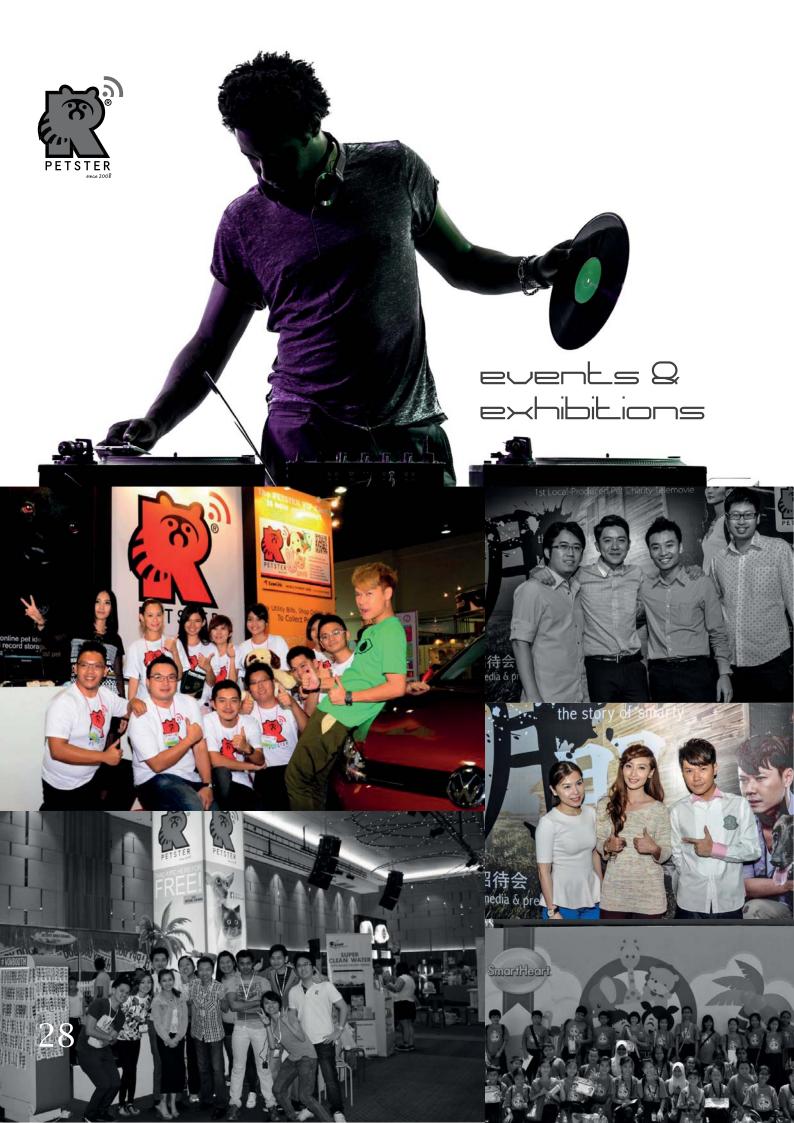














# **VERYGOOD**

### **Project description:**

VERYGOOD is a nutrient high fibre natural grain and barley grass drink that has strong presence domestically, and some regional countries. VERYGOOD mission is apsire to be a household preferred choice of grain drink for Malaysian. ABH role in VERYGOOD is as business strategy consultant that overseing the whole business unit from human resource, finance, sales, marketing, and operation.

ABH has shaped VERYGOOD future strategic direction by capitilize edge through competitive different oder marketing platform in accommodate with F&B industry Malaysia. Brand new e-commerce website with informative content was designed and followed by commencement of Packaging Rebrand, Google Ads, Facebook Content Creation, WeChat Virtual Apps, LiveChat, and handle enquiries.





继缘穀

















### 谷陽光團隊走入校園

板 图 2 H 电子报

作 文化市然所等款品动位于本月体 及17月在第广场等价,并将通过品动 等集资故勤增价各级之家 其他出带名包丝等十七军马人们 第中政 查人利德安 人类甲值地东侧过 排除副约即置作他发光照引起反行。









▲周志康(左三)宣布成为第十七届马太灯笼干之文 化节磨蓄解放活动的营助商。左一般是营液减及营作 键;右一处设置。

文化節辦系列活動

构达·文化节品等十七层马大灯笼节的其中一项运动。闽北 动这获得赞通肖隆领解囊。10个两位两贯美的物品中。据分 刘紫

### 美食嘉年华筹清寒基金

新纪元大学学院公天与招生处主任 吴振声表示,该按每年都会配合毕业费和 举办美食意年华,该活动已经是该权和社 区互动的主要活动。而这次举办意年华的 主要目的是为该校学生筹募"清东工读基

▲新纪元大学学院举办"2017年美食嘉年华"为该校清寒子弟筹 募"清寒工读基金"。



▲Very Good维绿谷营养谷粮代表、星洲电子报阳光团队代表及 新纪元大学学院代表于产品和感谢状移交仪式上合影:左一起 为黄伟健、吴振声、周志康及黄淑娟

菜體夥伴

健

康

飲

品

盼

新紀元學生注 谷推

健

### 洲日报《 11 11 电子报

(加影30日讯) Very Good维绿谷营 谷檢与星洲电子报阳光团队走人新纪元 学学院校园推广健康饮品,希望提高年 一代的健康意识,提防患上大肠癌的风

Very Good维绿谷营养谷粮市场经理周 康表示,现代人的饮食习惯越来越趋向 食化,工作压力也倍增,所以很多年轻 或成年人都忽略了均衡饮食的重要性, mx或容易患上大肠癌的风险。 "我们维绿谷和星洲日报合作多场的

阳光团队活动,主要是让年轻一代能够提 早注重保护肠胃的意识,以免目后成为大 肠癌的风险—族。根据研究,大肠癌已经 是我国第一的癌症杀手。我们希望新一代

的高纤维健康饮品能够帮助他们。" 周志康是在出席新纪元大学学院 "2017年美食高年华"时,如是指出。

新纪元大学学院公关与招生处主任 帮补清塞子弟的生活费。 吴振声透露,该美食嘉年华陆续逾有

1500人出席・現場共设有20多个摊位・皆 是当地商家和赞助商慷慨解囊义务籍忙才 能举办成功 "我们十分感谢多年来都支持我们的

各食品商家和来自雪隆、21世纪及彭亨的 老友联谊会无私的为华教付出的精神·帮 补清寒子弟的生活费。" 活动现场除了售卖各种食品外,更设

有不少的游戏摊位,活动多元。这项活动 有不少的游戏摊位,活动多元。这项活动 是由新纪元大学学院的学生及同事策划。 Very Good惟緑谷营养谷粮是该嘉年华的其 中一位赞助高面星洲日报电子报为媒体零

出席活动者包括,新纪元大学学院 公关处执行员关脉等、世华媒体集团法律 部副经理黄伟使及星洲日报发行主任黄淑



▲民众抢先品尝Very Good维绿谷营养 谷粮的好味道



星洲電子報攜手Very Good維綠 青運口才夜派營養谷

媒體夥伴

1的大马民众应购美想

个起) 移交模拟支票 一起是滴皮华·特束 樣柘馨、陈玉英、陈

、林琮般及普兰。右 藤寿群、黄伟致。藤

B黄绍铭、路顶州采 卓、窑厉州湖采功主 泉林城华小校长序爰 会主鄉鎮连城。湖主 上河州经理蔡国亿、

sighia

### 星洲日报《四月初 电子报

(八打灵再也1日讯) 居岡日报电子 报职先团队携于Very Good增量等資券資報 到口才之後37 "跃进" 活动现场张爱1500 小包营券谷粮予出席者。希望提升上海拔

动。痛此枝量不同的柱符。看 热散于治疗"的或念。让大家 重要性。 他说,日才之夜好"跃迟 名是上禀族;而上原族一般都 的问题。或信养免税提高纤维 海、与目饮川两次,就能为人 的或果纤维。

足够纤维免患大胆 工生名的数据显示。 卫生名的数据显示。 国男性健康扩张与引系手,且 粉瘤是女性患的二大肠瘤的上大肠瘤的 他也提及一块溶合物主 为友片,并采用施20种天然名 配制高级,可整臂、剥断、相 疫系统。

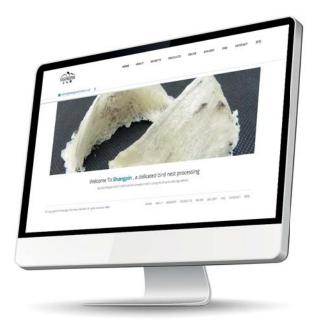














Event and marketing materials: product booklet, company profile, bunting, t-shirt, leaflet, brochure, s.e.o., website, payment gateway, magazine advertisement.













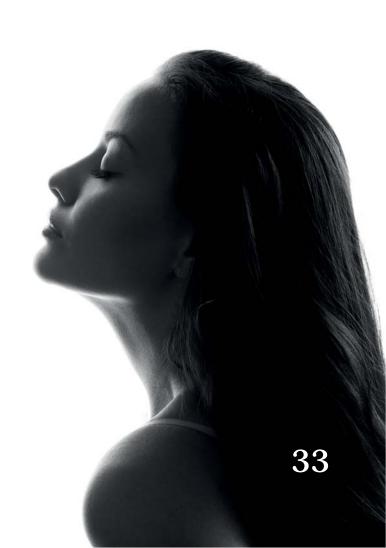






MIYO is a new beauty product with the target audience are mainly female. ABH played a vital role in supporting MIYO's marketing team especially on artwork concept idea and Internet advertising. Their artwork was designed appropriately by using crystal white as background and blue as their main color.

ABH had completed MIYO product magazine, testimonial booklet, backdrop, newspaper advs, poster and event's material. On top of that, ABH also used facebook and youtube as one of marketing channel.





















In the new direction set by Ceva headquarter in France, an immediate action was required to revamp the whole continent website to a better corporate image. ABH was appointed by Ceva Group to reconstruct and manage website for both Malaysia and Asia Pacific region.



After several meetings with Asia Pacific Vice President and Directors, the website was successful reconstructed within 3 months time frame. Till date, ABH still in charge of both website content management.











google Q wechał Q Facebook Q blogs

### **Project description:**

ELSB is a financial consultancy company with targeted customer are mainly business owner and employee. Based on market study, ABH had chosen two most suitable marketing platforms namely Google, WeChat, Facebook, and Blogs.

A corporate website was designed as a landing page for Google advertisement. In less than 6 months, the response was overwhelmed and since then had increased ELSB sales drastically.

While in parallel, WeChat and Facebook marketing was launched. These social media tools has the great capability of reaching 500,000 potential customers through the subscription in different designated location. Each single post or news can be reached to the right audience.



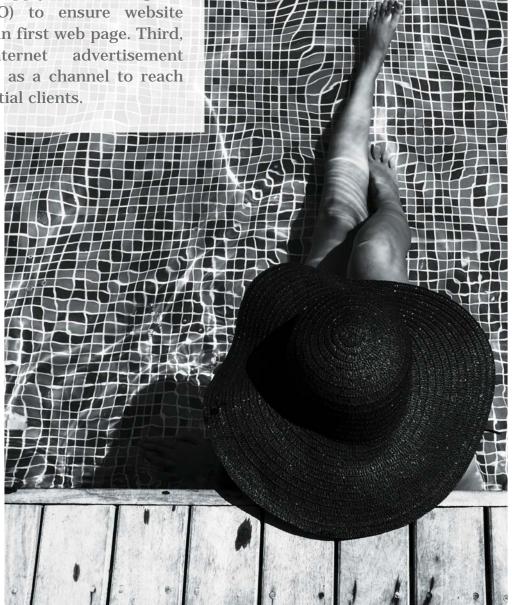


By understanding the needs and the requirement of Aqua Luxury Pool where the target market are primarily developer to main contractors and to wealthy owners, ABH came out with a strategy to cater customer's request.



Plan was executed in 3 stages:

First, created a rich content corporate website. Second, apply Search Engines Optimization (SEO) to ensure website continue appears in first web page. Third, use Google Internet advertisement (Google AdWords) as a channel to reach out more to potential clients.







Event material & branding products: product catalog, photo shooting and editing, brochure, leaflet, bunting, folders, magazine advertisement.











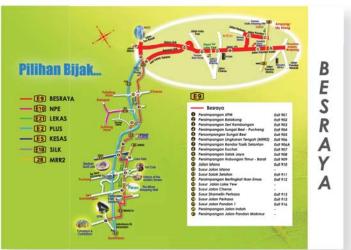






Event, and press release material: cards, brochures, newsletter, poster, envelope.















advertisement, social media marketing.









# Secret Recipe®



# turkish indulgence

this medley of chocolate and light cream cheese topped with pistachios crumbles, is embedded with aromatic rose flavoured Turkish candy, soft marshmallows, crunchy pistachios and further coated with dark couverture chocolate melt. a delightfully luxurious cake creation that will surely melt your heart!







## ABH Corporate Marketing Sdn. Bhd. (1139234-H)

17-3B, Jalan PJU 1/3C, Sunwaymas Commercial Centre, 47301 Petaling Jaya, Selangor

Office: +60 (3) 7887 8255 Apps: +60 (17) 878 8982 Email: my@abh.com.my Website: www.abh.com.my