

# Indra committed to empowering locals

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INDRA, one of the world's leading global technology and consulting business from Spain, remains dedicated to establishing a long-term presence in Malaysia and investing in the country.

Indra Technology Solutions (Malaysia) Sdn Bhd chief executive officer (CEO) Gabriel Moyano Vazquez said the company has planned collaborations with government agencies, small and medium enterprises (SMEs), businesses and the academia.

The company's commitment to innovation has resulted in a significant investment of €312 million in research and development. It has inked 200 agreements with research centres and universities worldwide.

In this regard, Indra has developed three centres of excellence at Universiti Tun Hussein Onn Malaysia in Pagoh — the Automatic Fare Collection (AFC) laboratory, the Indra EDEN railway infrastructure simulator for the construction of new railway infrastructure and the Indra Cyber Range (ICR).

The company has also built two AFC lab centres of excellence at the University of Kuala Lumpur (UniKL).

Moyano said the aim of these facilities is to provide hands-on experience via contemporary AFC technologies that are widely used in the industry.

He said this will provide a comprehensive experience and an opportunity to think beyond the existing implementation and create future-proof AFC technology.

"The whole idea is to develop local capabilities in the most relevant areas related to AFC technologies, engineering, and management. Students will lay the foundation for building local university programmes in the rail transport and ticketing (AFC) domain.

"Local universities can gain regional revenue and contribute to rail system research in collaboration with the regional centre of excellence," he said.

InvestKL CEO Datuk Muhammad Azmi Zulkifli said Indra's strategic partnerships with universities are a testament to the company's commitment to building human capabilities that will enrich the country's talent ecosystem, thus positioning Greater Kuala Lumpur as a dynamic talent hub.

"By nurturing talent and fostering innovation, we are empowering Malaysia's future leaders to thrive on the global stage," he said.

The programme offered in collaboration with Indra and the universities covers AFC laboratories, AFC operation, ticket sales and usage, maintenance and administration, smart card media and the future of AFC technologies.

On a global scale, Indra achieved €3.852 billion in sales and employed more than 56,000 people last year. It has a presence in 46 countries and business operations in over 140 countries.

In Malaysia, Indra has been operat-

ing since 1997 and has completed projects in diverse areas such as defence, transportation, air traffic management, digital transformation for energy, simulation, and information technology (IT) services.

Its Greater Kuala Lumpur office was established in 2010 with around 30 highly trained employees, and in 2011 it further expanded its presence in Malaysia.

The company evolved into a regional transport hub to support the management, technical development and service of the Southeast Asian transport sector.

Moyano said Indra plans to work with SMEs and local businesses on a technology transfer programme, which would help enhance their solution and service development.

Its biggest clients in Malaysia are Prasarana Malaysia Bhd, MRT Corp, AirAsia, Kuala Lumpur International Airport, the Malaysian air force and Repsol.

## INDRA GEARED FOR FURTHER EXPANSION

Indra's transport pipeline projects in Malaysia centre around the development of the Mass Rapid Transit Line 3 (MRT3), Penang's Light Rail Transit Line (LRT) and Bus Rapid Transit (BRT) infrastructure projects.

Moyano said the company's business model is focused on diverse proprietary solutions with a high level of innovation, which are suitable for the MRT3, Penang LRT and BRT projects.

He said Indra would participate in the technology domain by leveraging its solutions for key projects in Malaysia.

Indra has placed priority on continuous learning as a key to its success and competitive advantage.

The company relies on industrial collaboration programmes (ICP) to strengthen the workforce and cultivate new talent and skills. This reflects Indra's commitment to staying at the forefront of innovation and ensuring employees have the right expertise to thrive in the rapidly changing world of technology.

"As one of the world's leading IT companies, we strive to provide efficient and effective solutions to foster engagement and improve businesses," he said.

Moyano said Malaysia has a well-trained, well-educated, multi-lingual talent pool and capable workforce that enable a company like Indra to manage its business here and execute projects timely and successfully.

The company recognises employees' general characteristics and skills that allow them to perform their duties efficiently. These include communication skills, technological competency, professionalism, teamwork, reliability and problem-solving abilities, he said.

According to Moyano, the ICP has facilitated the development of citizens, skills and capabilities in the transport sector as well as increased work prospects for local talent.

"Indra has given internships and employed several UniKL students. Throughout this collaboration, Indra has developed human resources expertise, capabilities and capacities to contribute to Malaysia's economic and industrial activities.

"This has paved the way for enhanced productivity, job creation and a highly skilled talent pool in Malaysia.

"The aim is for Malaysia to achieve greater capability in the management of complex technology and become a global player in railways as well as other transport-related capacities," he said.



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**DATUK MUHAMMAD AZMI ZULKIFLI**  
InvestKL CEO



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**GABRIEL MOYANO VAZQUEZ**  
Indra Technology Solutions (Malaysia) Sdn Bhd CEO



Indra has developed two Automatic Fare Collection (AFC) labs in UniKL, providing students with hands-on experience in a widely-used technology within the railway industry.