



SUPPORTS:



## INTRODUCTION

Educational technology is multifaceted which involves people, procedure, ideas, devices, and organizations. It is used to meet the needs and requirements of education by implementing and evaluating solutions in all aspects of learning.

Sun-Tech is always on the outlook for forging new business opportunities with schools and companies all over the world by providing them with excellent I.T. Solutions. Our business has already reached America, Africa, Europe, and Asia. We will further expand our coverage to other regions of the world. Let us look into the case of Japan and Nigeria and see how XCLASS and Digital Language Laboratory (DLL) could help the school out in their teaching process.

### JAPAN



As the Tokyo Olympics will take place in 2020, the Japanese government has realized the importance of English communication and made improvements to their English curriculum. A High School in "Saitama Prefecture, Japan" recently tested our DLL and believed that our software has a high potential for improving the oral skills and listening skills for students. Hence, the School decided to implement our DLL in their Language Laboratory. Nowadays in Japan, students are encouraged to learn English so we expect the number of English learners will continue to rise and the demand for language learning software will keep growing in Japan.

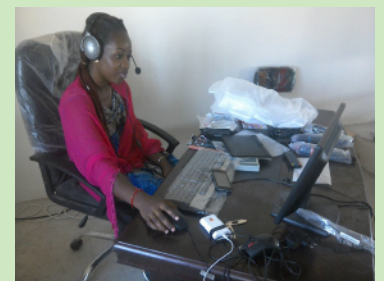


### NIGERIA



Computers are becoming more popular in Nigeria nowadays as they have increased the emphasis on using the individualized program of instruction and computer technology to make learning easier at all levels of education. We, Sun-Tech, are glad to announce that our distributor has successfully set up a new language laboratory for their client in Nigeria. With our core products - XCLASS and DLL, a classroom management software and language learning software, students can now learn and practice different languages.

Sun-Tech has been cooperating with this distributor for many years. To penetrate our products into the Nigerian market, we conducted market research to explore the target market. With an identified target market, we realized what triggers the users to buy and we have captured a sizeable market share in Nigeria.



## FORECAST

We will keep up our work for the rest of 2018 by further expanding our business to more countries. We hope that our work will speed up the learning pace of students and help to enhance their learning environment. We will keep you posted by showing more of our cases in the next issue.