



### Built for Malaysians, by Malaysians: Nepolink's Journey in Digital Systems

The digital world waits for no one. It moves fast. And in the middle of it all, one homegrown company has been doing the work steadily and with real purpose.

Based in Shah Alam, Nepolink Sdn Bhd has grown from a modest audiovisual supplier into a respected system integrator in Malaysia's ICT and telecommunications space. Its journey reflects the country's own digital ambitions and with the support of Malaysia Debt Ventures Berhad (MDV), Nepolink is now delivering some of the most impactful digital infrastructure projects across the nation.

Nepolink first came to know MDV through industry engagements and technology forums aimed at supporting local technology-based SMEs. What caught their attention was MDV's focus on project-based financing, tailor-made for high-growth companies in emerging technology sectors. While others saw risk, MDV saw potential. And for Nepolink, that made all the difference.

Established in 2003, Nepolink began by supplying lighting and audiovisual systems for events and commercial clients. But as Malaysia's digital agenda accelerated, so did Nepolink's evolution. Today, the company delivers end-to-end solutions. From telecommunications hardware and surveillance systems to high-resolution video walls and large-scale LED signage, all integrated into smart, practical systems designed for real operational needs.

What sets Nepolink apart isn't just the technology it uses, but how it brings all the pieces together. Whether it's structured cabling, fibre optics, video analytics or command centre displays, Nepolink takes a full-solution approach. It integrates, customises, and supports every system it builds. And these solutions don't just work well — they fit well, built with local compliance, local conditions, and local relevance in mind. And that matters, because Nepolink doesn't just sell technology, it solves problems.

In a landscape where clients often manage multiple vendors and disconnected systems, Nepolink offers a much-needed alternative. Its solutions are centralised, scalable, and supported by local expertise. The company also addresses real challenges on the ground — from outdated control room displays to budget limitations in the public sector, to growing demands for secure, real-time monitoring in areas like traffic, utilities and safety.

Through modular, cost-effective systems backed by local teams, Nepolink helps its clients do more with less, increasing uptime, extending system lifespan, and reducing long-term operating costs.

Nepolink's capabilities are best reflected in the projects it has successfully delivered across Malaysia. Among its recent milestones are the deployment of fibre infrastructure to over 150,000 homes under Telekom Malaysia's Rakan Rangkaian project, as well as a statewide fibre rollout in Terengganu

through the iLaunch Point of Presence (PoP) Phase 2 programme. The company also supported YTL's PoP Phase 2 initiative in Sabah, covering more than 100 locations. In addition to telecommunications, Nepolink played a key role in delivering the PLUS Command Centre in Subang and installing frequency modulation (FM) transmission infrastructure for RTM Sabah, underscoring its versatility in both digital and broadcast infrastructure.

Each of these projects is more than just technical success. They are proof of Nepolink's ability to deliver at scale, under pressure, and in alignment with national development goals.

Of course, growing a company in this space comes with its fair share of challenges. Managing cash flow. Retaining skilled talent and staying competitive amid rising costs. These are real, day-to-day hurdles and it is exactly where MDV's role became instrumental.

With MDV's support, Nepolink was able to confidently bid for large-scale contracts without overburdening its internal capital. The financing allowed the company to invest in new technologies, expand its command centre and display capabilities, and maintain a healthy cash flow across project cycles. More importantly, MDV's involvement elevated Nepolink's market credibility, enabling it to build stronger relationships with clients, partners, and suppliers, and to grow with confidence.

**“MDV didn't just fund our projects, they enabled our evolution,” said the Chief Operations Officer (COO) of Nepolink, Encik Zainal Badri Mazlan. He continued, “Their support helped us move from a system supplier to a trusted digital infrastructure partner.”**

Looking ahead, Nepolink is setting its sights even higher. The company is deepening its involvement in smart city development, continuing to innovate through AI and analytics-driven platforms, and building stronger regional collaborations. All while staying rooted in its mission: to deliver systems built for Malaysians, by Malaysians. And as this journey continues, one thing remains clear: meaningful progress is always built with the right partners.

“We are truly grateful to MDV for believing in us, for supporting our growth, and for helping us deliver impactful, local technology solutions. MDV's support continues to shape our journey and the future we're building together,” Zainal concluded.



**Zainal Badri Mazlan**  
Chief Operating Officer