CAN-DO SPIRIT BEHIND TENCUBE

INSPIRED by the can-do spirit in Silicon Valley, two National University of Singapore students came up with the idea for a piece of mobile phone security software that led to their starting tencube.

They faced many hurdles, but they stuck at it, and eventually, their software gained a foothold in the market, leading to the company's success.

"Silicon Valley is an infectious place," said co-founder Darrosh Cheung. "It's easy to constantly bump into people who had capitalized on a unique idea and grown it into a successful business. And it made me think, if they can do it, so can I."

With the help of an advisor, they identified a market gap and came up with a solution to fill it.

They reached out to IBM, which agreed to back them up with a marketing and sales channel.

The following year, they secured USD600,000 in funding, which allowed them to scale up their operations.

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