New Horizon
Your Strategic IT Partner

Envision
Annual Edition 2011-12

From the Desk of COO

Dear Customers and Partners,

Our business year 2011-12 has elapsed and New Horizon yet again has completed a successful year. I would like to thank you all for believing in New Horizon to help you in achieving your respective goals. This makes me even more excited that the coming days will be very potentially positive for us.

This year New Horizon has completed some major projects. New Horizon provided solutions to some renowned organization where the ERP Applications were made operational in a virtualized environment for the first time. Virtualization solutions were deployed at the Banking Industry in Afghanistan too. Not limiting to this, New Horizon also deployed one of the largest centralized printing solution in Asia at Telenor Pakistan. New Horizon has also provided turnkey solutions to Sindh High Court and Engro Foods whereas New Horizon established a complete LAN and Voice Infrastructure Solution for some educational initiatives. HBL and PTCL were our customers for storage solutions.

Talking about New Horizon in general - We aim to create and sustain long-term value for our stakeholders by providing state-of the-art IT solutions and services that meet customer needs in a responsible, cost-effective and sustainable way. To achieve this, we rely on our competitive strengths, our people, our well-developed business systems and our relationships with customers and other stakeholders.

As echoed by our corporate values, we understand the importance of integrity and commitment to the client and believe that success comes from having a long-term vision, especially when it comes to building long-standing relationships. Your trust in us is fundamental.

I'm proud to be a part of New Horizon and humbled to have the opportunity to lead it on the next part of its journey. My colleagues and I, at all levels of the company, are committed to driving profits through principles. At the most basic level, we may provide IT solutions. But the way we do so enables us to not only grow the company, but also make a difference.

Thank you,

Raheem Eqbal
Chief Operating Officer

PTML installs HP Multifunctional Printers

Pakistan Telecom Mobile Limited (PTML) installs HP Multifunctional Printers acquired from New Horizon. Installing the printers will increase office productivity in a space-saving design.

Incorporating printer, scanner, copier, and fax machine, HP Multifunction Printers deliver incredible speed, amazing quality, renowned efficiency and best of all, extraordinary functionality.

- **Save Space –** By consolidating several key business devices into a single unit, PTML will save valuable office space, and avoid the challenges of dealing with multiple machines.
- **Save Time –** HP Multifunction Printers also offer many time-saving technologies: convenient walk-up scan-to function, PC Fax from desk and Instant-on Technology for faster first page outs.
- **Save on Costs –** PTML will enjoy a low total cost of ownership and low energy consumption. Plus with its renowned reliability, HP Multifunction Printers require less user intervention for worry-free usage.

PTML is one of the largest cellular service providers operating with the brand name "Ufone" since 2001.

AKES procures HP MultiSeat Computing Solution

Aga Khan Education Service, Pakistan (AKES) procures HP Personal System Products and HP MultiSeat Computing Solution from New Horizon. This solution is being deployed IT Labs of the schools fall under AKES. The Agency acquired this solution to facilitate the students with modern technology.

Aga Khan Education Service, Pakistan

The MultiSeat Computing Solution allows PC sharing and is ideal for those looking for an ultra-low cost-per-seat computing solution. By connecting multiple users to one PC, HP has provided a solution that allows the Institute to offer more users a familiar PC experience by doubling the number of computing seats without increasing their budgets.

The Aga Khan Education Service, Pakistan is amongst the largest private network of education institutions in Pakistan. It operates 185 schools and 4 hostels and supports over 200 community based initiatives spread across various regions of Pakistan.

New Horizon provides Technology Infrastructure Products to UBL

New Horizon provides HP Personal System Products and HP Enterprise Level Servers for enhancing and updating the technology infrastructure at UBL. The Bank acquired the products to replace the old technology infrastructure with the new technology.

where **you** come **first**

UBL is one of the oldest and largest commercial banks in Pakistan having the honor of being the first Pakistani bank to have an overseas branch and the first to launch Pakistan's credit card.

Infrastructure & Backup Recovery Solution at Al-Meezan Investment

New Horizon deploys an Infrastructure and Backup Recovery Solution at Al-Meezan Investment. The solution provided will enable the Investment Firm to virtualize their upgraded infrastructure, and create & replicate their business critical data.

Al Meezan
Investment Management Ltd

The solution provided to Al-Meezan Investment included the upgrading of the infrastructure both at primary and disaster recovery site as well as virtualizing it through VMware vSphere 5. The solution also comprised of HP SAN Storage and HP Network Switch to facilitate the existing infrastructure. For the backup and replication part of the solution, New Horizon provided Veeam as it known as the number 1 for virtualization management and data protection.

Virtualization offers a unique value proposition, with the opportunity to reduce costs while also increasing service levels. Nowhere is this value proposition more apparent than with data protection. Veeam provides the most comprehensive protection for your virtual environment, offering backup and replication through one solution. This gives flexibility to meet different recovery objectives (RTOs and RPOs) for different virtual machines (VM). You can replicate a VM on-site for high availability, off-site for disaster recovery, or back up using less expensive hardware and techniques. You save on software licenses—and realize additional benefits from virtualization. To ease data transfer to and from off-site locations, Veeam uses WAN bandwidth efficiently and lets you replicate over slow WAN links.

Al Meezan Investment Management Limited is the largest Shariah compliant asset management company in Pakistan with a solid track record of 17 years of fund management. Incorporated on 27th February 1995, it is a group company of Meezan Bank Limited and Pakistan Kuwait Investment Company Private Limited and is currently managing assets of over Rs.38 Billion.

HP BladeSystem Solution at HBL

HBL procures HP BladeSystem c7000 solution from New Horizon. To run business critical applications, HBL required a solution which can cater their need. Keeping in view the large data centers with more dynamic data center environments and where high performance computing is executed at HBL, New Horizon proposed the solution that was right to run the business critical applications.

The HP BladeSystem c7000 enclosure provides all the power, cooling, and I/O infrastructure needed to support modular server, interconnect, and storage components today and throughout the next several years. The enclosure is 10U high and holds up to 16 server and/or storage blades plus optional redundant network and storage interconnect modules.

To HBL it is now simpler to manage and easier to control, now with Intelligent Power Discovery. Benefits that the Bank can avail are:

- **Consolidation right from the start -** The HP BladeSystem c7000 Enclosure goes beyond just Blade servers, by integrating server, storage, networking and power management into a single solution that can be managed as a unified environment
- **Total Control -** With Onboard Administrator, iLO remote management and HP Insight Control suite you can manage your servers and take complete control regardless of the state of the server Operating System
- **Business Improvement -** HP Insight Control software gives you the power to automate standard processes, freeing up your valuable IT resource to deliver business improvements rather than IT maintenance
- **Power Redundancy -** When the new HP Single Phase AC Intelligent Power Module is combined with HP Intelligent PDUs and HP Common Slot Platinum efficiency power supplies, Intelligent Power Discovery automatically maps servers to their power source and verifies power redundancy
- **Rapid Processes -** Auto discovery and mapping along with Insight Control integration speeds configuration and reduces errors, preventing downtime

Microsoft Product Licenses for Engro Corporation

New Horizon provides licenses for Microsoft Products to Engro Corporation. The Microsoft products for those licenses are provided will enable Engro Corporation to upgrade and secure their current infrastructure by enhancing the state of the art infrastructure optimization and management solution already deployed.

The products include the licenses for SharePoint Portal, Unified Communication, Messaging Infrastructure, and Firewall & Security.

Engro Corporation Limited is one of Pakistan's largest conglomerates with businesses ranging from fertilizers to power generation. Currently Engro Corporation's portfolio consists of seven businesses which include chemical fertilizers, PVC resin, a bulk liquid chemical terminal, industrial automation, foods, power generation and commodity trade.

Technology Infrastructure Solution at Directorate of IT, Khyber Pakhtunkhwa

New Horizon provides Technology Infrastructure Solution to the Directorate of Information Technology for Khyber Pakhtunkhwa's Chief Minister's Secretariat under the project "ICT Facilitation Center".

The solution includes Servers, Personal Computing Systems, Multifunctional Printers, Power Backup Solution and Networking Solution.

Directorate of Information, Khyber Paktunkhwa chose New Horizon for its past completed sizable projects in the province as well as the support and services provided there to the customers.

Servers and Storage solution deployed at LUMS

New Horizon deploys a solution based on HP Servers and EMC Storage at Lahore University of Management Sciences (LUMS). The solution consists of HP DL580 servers which are high-end enterprise and HP DL380 servers as well. Other than that New Horizon also installed EMC VNX5300 Storage at the University. To run applications that help improve process at the University, LUMS required an infrastructure that can support.

The storage solution is high-performing unified storage with unsurpassed simplicity and efficiency, optimized for virtual applications. With the EMC VNX5300, LUMS will achieve new levels of performance, protection, compliance, and ease of management.

With EMC Fully Automated Storage Tiering (FAST), the University can automatically move active data to high performance storage tiers and inactive data to low cost/high capacity storage tiers. The result will be higher performance, lower costs, and a denser footprint than conventional systems.

One of the largest universities of Pakistan, the Lahore University of Management Sciences (LUMS) is a world class academic institution striving to achieve the aim of imparting world class education while encouraging research and intellectual growth in the country. This results in producing professionals who can compete with counterparts from any university across the world.

Turnkey Solution deployed at Sindh High Court

New Horizon deploys a comprehensive turnkey technology infrastructure solution at Sindh High Court. The solution includes establishment of Datacenter, Power Backup solution, Storage solution, and Printing and Security Firewall products.

The expansion and refurbishment of datacenter is one of the most important components of the solution provided by New Horizon. New Horizon established a state-of-art centralized Data Center with the installation of raised flooring, power cabling, false ceiling, precision air-conditioning, environmental monitoring system, fire suppression system, access control system, emergency shutdown system, and other accessories.

The storage solution is based on EMC VNX 5100. The solution is high-performing unified storage with unsurpassed simplicity and efficiency, optimized for virtual applications. With the solution, Sindh High Court will achieve new levels of performance, protection, compliance, and ease of management.

Keeping in view the power failures which are stirring the country, Sindh High Court included the power backup solution as a component of the turnkey solution. The power backup solution includes a number of Emerson Uninterrupted Power Supply units, some of which are heavy duty and other with less capacity.

New Horizon also provided HP printers to facilitate the printing at Sindh High Court. Other than this

installation of security firewall, licenses for operating systems and productivity tools were also part of this project.

(Left to Right) Syed Muhammad Fahad-Account Manager, New Horizon; Naseer Ali Khan-Head of Sales & Marketing, New Horizon; Abdul Rasheed Maher-Director IT, Sindh High Court; Syed Aqib Asghar-Account Director, New Horizon

Nightmare from the
Tape Vault

EMC and New Horizon presents: Nightmare from the Tape Vault. Don't be afraid it's not a horror movie, EMC and New Horizon together held a session on the next generation of blockbuster disk-based backup solutions.

The session started off with a brief introduction on New Horizon & EMC and their portfolio. Later on the session continued by Rehan Shahid: Senior Technology Consultant - EMC, who discussed how EMC, #1 in disk-based backup and recovery, can help organizations triumph over tape and be the hero in their own IT epic.

The speaker for the session also explained that EMC De Duplication Backup Solution can overcome the pain points of the organizations by helping them in:

- Overcoming the problems of legacy tape backup
- Improving performance, reliability, efficiency, and uptime
- Reducing their backup data footprint and associated costs
- Providing fast, reliable recovery

The session was held in a multi-star hotel in Karachi specifically for the Financial Sector. IT professionals from the leading banks and other financial institutions were present to attend the session.

New Horizon participates in
World Islamic Finance Summit 2011

New Horizon participated in the World Islamic Finance Summit (WIFS) 2011 as the Technology Partner. The World Islamic Finance Summit 2011 was held in Karachi on the 21st and 22nd of September, 2011. This was a high-profiled conference to devise collaborative strategies and solutions for the development and promotion of Islamic financing in Pakistan. The event hosted various financial institutions and overseas speakers.

New Horizon fulfilled the IT requirements of the event and also showcased its offerings specific to the Banking & Finance Industry. New Horizon fabricated a model branch of Meezan Bank in which New Horizon showcased a real image of how can the cloud solution integrate with core banking applications. Cloud Solutions is latest inclusion in New Horizon's solution portfolio. It is the most in discussion technology that helps the organizations reduce the cost of IT and become agile in nature. Other than this, New Horizon also showcased Office Printing Solution. The solution enhances user satisfaction through consistent print quality and from having suitable, energy-efficient devices in the right places, an improved printer utilization through increased uptime and minimized disruptions, an improved staff productivity and asset optimization by freeing their IT staff from managing devices, and a minimized administrative overheads from ordering and stocking supplies.

New Horizon sponsors the first
Datacenter Event in Pakistan

New Horizon participated with the collaboration of Emerson as the highest tier sponsor in the first ever Datacenter event held in Pakistan. The event was constituted on two parts; conference and exhibition. The event was held to discuss the critical challenges faced by organizations in Pakistan in building datacenters and solutions to it. The event also discussed the issues related to datacenter operational and management issues, fire, facility management, security, power and cooling issues, energy efficiencies, servers, storages, virtualization, cloud computing, etc.

At the conference which was more of a panel discussion, the speakers said that the data is the most critical asset for any organization and in case of disaster; its recovery is the most challenging issue. The speakers also added that right people and right vendors are very important for building large and efficient datacenters. The speakers at the conference also suggested that organizations should invest more on building efficient and well-equipped datacenters and there should regulatory requirements for building datacenters.

On the occasion, an exhibition was also held where various companies set up their stalls to showcase their products and datacenter equipment. New Horizon also set up a stall in which a model Emerson datacenter was showcased. The datacenter constituted of flooring, 42U rack, high availability environmental sensor, water leak sensor, motion sensor, smoke sensor, door sensor, temperature and humidity sensor, vibration analyzer, USB camera, facial recognition machine and fire & security equipment.

The event was held on the 8th September, 2011 at Pearl Continental Hotel, Karachi.

New Horizon and SAS
Now Together

New Horizon & SAS has grouped up to facilitate organizations across all segments, to realize the full potential of their greatest asset: data. SAS tools and solutions allows transformation of data about customers, performance, financials and more into information and predictive insight that lays the groundwork for solid and coherent decisions. SAS is used at more than 50,000 sites in over 100 countries, including 93 of the top 100 companies on the 2010 Fortune Global 500® list.

No.1
4th Consecutive Year

Many congratulations!! You have been entrusting your belief with none less than the best :-)

It gives us immense pleasure to share that New Horizon has won the best HP Personal System Group (PSG) Corporate Reseller Award for the Year 2011 for the 4th consecutive year. New Horizon was chosen the best out of 11 HP Tier 1 Partners. It seems like New Horizon has developed a habit to win awards. The awards were based on the sales during November 2010 - October 2011.

For those who may not be familiar with the term PSG, it offers a wide of personal computing products like Business / Consumer class PCs, Business / Consumer class Display Machines, Ultra book / Professional / Business / Consumer class Notebooks, Tablet PCs, All-in-one PCs, Retail Point-of-Sale Systems, Thin Clients, Workstations, Pocket PCs & Smartphones.

While sharing this with pride, we would like to thank each & every one of our valuable customers keeping consistent belief in New Horizon's Services and helping us maintain our winning streak for almost half a decade & securing Hewlett Packard's major share of wallet for Pakistan PSG products category.

We hope that with your persistent support, we can stay motivated & energized to serve you even better in coming days.

Left to Right: Khawaja Waqas Masud, Country Manager PSG, HP Pakistan; Naseer Ali Khan, Head of Sales & Marketing, New Horizon; Junaid Javed, Enterprise Team Lead PSG, HP Pakistan

New Horizon partners with
EMC

New Horizon and EMC have come together to provide organization across all segments with majorly Archiving, Backup and Recovery Solutions and other solutions too which are present on EMC portfolio.

EMC²
where information lives®

EMC is a global leader in enabling businesses and service providers to transform their operations and deliver information technology as a service. EMC offers unparalleled industry experience, technology, innovation, and cost leadership.

As EMC's partner, New Horizon believes that information is a business's most important asset and will deliver by helping organizations of all sizes manage more information more effectively than ever before. Together both partners will provide solutions that meet and exceed the customer's most demanding business and IT challenges.
New Horizon and EMC together help customers design, build, and implement application and industry solutions of strategic value.

New Horizon clinches the award for
"Super Achiever"

HP organized Enterprise Servers, Storage and Networking (ESSN) Partner Conference 2012 in Kandy, Sri Lanka, where New Horizon was presented with the "Super Achiever" Award in the ESSN domain.

New Horizon, the first HP Gold Partner in Pakistan, is a team of unmatched global skill set with the proven track record of consistent delivery, fulfilling the prime requirement of our customers. New Horizon's global experience, commitment to technology and superior service standards are the key values of the organization.

Making it a habit to achieve the best, New Horizon achieved the best HP Personal System Group (PSG) Corporate Reseller for 4 consecutive years.

Azizi Bank gets Virtualized

Azizi Bank virtualizes its technology infrastructure. Azizi Bank was previously operating several numbers of physical servers, applications and data used to be confined to the machine containing it. This resulted the Bank to spend more on operational cost, provision time of new servers, downtime and disprove reliability. New Horizon suggested the Bank to virtualize the environment and overcome the challenges through Citrix technology. The solution also included Citrix Repeater 8540 for the various branches of the Bank. New Horizon also provided Microsoft Server 2008 Enterprise edition and Microsoft SQL Server 2008 Enterprise edition licenses.

New Horizon Virtualizes Pakistan Mercantile

New Horizon provided a complete virtualization solution to Pakistan Mercantile Exchange Limited. The solution comprised of HP DL385 G7 Server and VMware vSphere 5 Enterprise Edition and vCenter Server 5 Foundation. Virtualization solution not only reduces the number of physical servers but also reduces the operational cost, increases IT agility and efficiency, and improves performance and user productivity.

Novartis Pakistan establishes Datacenter and Technology Infrastructure

Novartis Pakistan establishes datacenter on global standards with the services of New Horizon. The increasing business and customer count raised the requirement of building a datacenter of international standards.

The datacenter solution provided by New Horizon included the installation of Infinity Brand Raise Flooring, Panduit Structured Cabling, Air Conditioning solution, Environmental Monitoring System, and Data & Electrical Cable Trays.

New Horizon deploys Microsoft SharePoint 2010 at Uch Power

New Horizon deploys Microsoft SharePoint 2010 at Uch Power to quickly respond to changing business needs. Using SharePoint 2010, the people at the Company can share ideas and expertise, create custom solutions for specific needs, and find the right business information to make better decisions. For IT, SharePoint 2010 helps cut training and maintenance costs, save time and effort, and focus on higher business priorities.
Microsoft SharePoint 2010 makes it easier for people to work together. Using SharePoint 2010, the employees of Uch Power can set up Web sites to share information with others, manage documents from start to finish, and publish reports to help everyone make better decisions.

Engro Foods chooses New Horizon for Optimizing their IT Infrastructure

Keeping the current business infrastructure challenges faced by Engro Foods in mind, they chose New Horizon to provide a solution to the FMCG Company based on Windows Server 2008 R2, Exchange Server 2010, Microsoft LYNC and SharePoint by which Engro Foods will be able to upgrade and secure its current infrastructure by employing state of the art infrastructure optimization and management solution.

The solution provided by New Horizon comprises of implementation of a new Exchange role based organization using Microsoft Exchange server 2010 along with Microsoft LYNC Server and Share Point.

New Horizon provides Avaya Voice Communication Solution to KSBL

New Horizon provides Voice Communication Solution to Karachi School for Business & Leadership (KSBL) powered by Avaya technology. The solution principally satisfies a simple need: Enabling the use of open standard LAN and distributed data networks for the transport of voice.

KSBL has newly setup the facility for the institution and for which they required a solution for voice communication. New Horizon provided a solution that has proven the capability of delivering cost savings and productivity increase for businesses of all sizes instead of the traditional and proprietary PABX. The Avaya Voice Communication Solution includes Aura S8300 Server, G450 Media Gateway, IP Phone Sets, Analog Sets and a support of analog extension of up to 200 users.

As integral components of the Avaya Voice Communication Solution, Avaya Servers and Gateways provide highly flexible, scalable, and standards-based building blocks that can be mixed and matched to create customized solutions. They enable the centralized management efficiency of a single, streamlined network.

New Horizon Virtualizes Bakhtar Bank

New Horizon provides Application Virtualization Solution to Bakhtar Bank, Afghanistan. Bakhtar Bank was previously operating several numbers of physical servers, applications and data used to be confined to the machine containing it. This resulted the Bank to spend more on operational cost, provision time of new servers, downtime and disprove reliability. New Horizon suggested the Bank to virtualize the environment and overcome the challenges through Citrix technology. The solution also included Citrix Repeater 8540 for the various branches of the Bank. New Horizon also provided Microsoft Server 2008 Enterprise edition and Microsoft SQL Server 2008 Enterprise edition licenses.

New Horizon provides EMC Storage Upgrade Solution to PTCL

New Horizon provides EMC Storage Upgrade Solution to PTCL. As PTCL is a continuous growing network and is increasing its number of subscribers day by day, the Telecommunication Company required a solution that could store and manage its data; therefore, PTCL upgraded its storage to efficiently store and manage the data in order to get real-time speed and to abate the chances of losing data.

New Horizon provides EMC SAN Solution to HBL

New Horizon achieves yet another milestone by providing EMC Enterprise SAN (Storage Area Network) Solution to HBL.

Habib Bank Limited (HBL) is working on a strategy to consolidate its information infrastructure. In this regard HBL was looking for Enterprise Storage Area Network (SAN) solution. This storage provided by New Horizon is highly expandable, scalable on a pay as you grow model, with emphasis on high availability, disaster recovery, on scale capacity and the readiness for cloud infrastructure and virtualization. The provided solution by New Horizon also supports all operating environments.

National Foods to simplify Print Assets Maintenance

National Foods simplifies the print assets by deploying a solution provided by New Horizon. The solution provided by New Horizon will improve productivity in National Food's office by placing the most suitable, energy-efficient devices in the right locations based on the corporation's needs. Secondly, New Horizon will ensure exceptional print quality and a smooth running printing fleet with on-demand delivery of original print supplies—ink cartridges, toner cartridges and maintenance.

Expansion at Soneri Bank

As one of the emerging banks in Pakistan, Soneri Bank is expanding the number of branches across the nation and required to enhance the existing IT Infrastructure. New Horizon provided Data & Voice Termination Networking Solution at newly established branches as well as Licenses for Citrix XenDesktop for 1250 Nodes along with their support.

SAP Application virtualized for the first time in Pakistan

New Horizon provides a solution to virtualize SAP Application at Aisha Steel Mills. This solution is deployed for the first time in Pakistan in any industry.

Aisha Steel Mills acquired VMware powered vSphere Solution for their server consolidation that significantly reduces the server sprawl in their data center, VMware vSphere Virtualization Solution provided key benefits to Aisha Steel Mill, VMware vSphere solution cuts capital and operating costs while increasing IT service delivery without being locked into limited choices of operating systems, applications, and hardware, Aisha Steel Mills can reduce hardware and operating costs as much as %)% and energy costs up to 80% by saving more than $3,000 per year for every server workload virtualized.

VMware vSphere coupled with New Horizon consulting services significantly reduces the time to provision new servers by up to 70%. It decreases downtime and improve reliability with business continuity and built-in data disaster recovery.

Telenor Pakistan revamps the Printing Environment

Telenor Pakistan reduces print volumes and costs with HP Access Control – a solution provided by New Horizon. With 7,500 users spread over 20 locations, Pakistan's leading mobile telecom provider Telenor found its print environment excessive. The Company required a controlled, cost effective and secure solution.

New Horizon deployed a solution which comprises of replacement of 150+ machines with 100 HP Multifunction Printers networked to a Print Server where the printouts are controlled Securejet Access Control Software and the machines are automatically managed by HP Web Jetadmin Software.

The solution is providing Telenor Pakistan the following IT improvements:

- Printing fleet reduced from 150+ machines to 100 multifunction devices with corresponding reduction in maintenance and support
- Uncollected print jobs automatically deleted after 72 hours
- Reduction in helpdesk calls for printers