No.1 for the 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

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

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.

Indus Motors acquires Microsoft Licenses

New Horizon provides Microsoft licenses to Indus Motors to enhance the productivity of the organization. The products of the licenses provided include Windows 7 Professional Edition, Office 2010 Standard Edition, Windows Server 2008 Standard Edition, and SQL Server 2008 Standard Edition.

INDUS MOTOR COMPANY LTD

Indus Motors was looking to avail the services of Microsoft which will increase their efficiency, productivity, and security of systems. In addition, the company will also receive updates from Microsoft for upgrading their systems.

Indus Motor Company (IMC) is a joint venture between the House of Habib, Toyota Motor Corporation Japan (TMC), and Toyota Tsusho Corporation Japan (TTC) for assembling, progressive manufacturing and marketing of Toyota vehicles.

New Horizon deploys Technology Infrastructure at TATA Group

New Horizon deploys Technology Infrastructure solutions at the newly established office of TATA Group of Companies. New Horizon provided HP DL-380 Servers and Active & Passive Networking solution powered by HP and Panduit technology.

TATA Group is a leading player of textile industry in Pakistan. TATA Group is one of the most modern yarn manufacturing organizations in Pakistan. The Group entertains both domestic as well as International clients' requirements.

Shaheen Insurance establishes Data Center

Shaheen Insurance establishes Data Center with the consultancy of New Horizon. New Horizon also provided HP DL-380 G7 Servers as well as Emerson ITA UPS for backup redundancy.

Shaheen Insurance required establishing a Data Center on international standards as they are expanding their infrastructure.

Shaheen Insurance proven as one of the most reputable and brightest names in the insurance sector since it started operations in 1996 and its sustained growth over the last half a decade has secured a permanent place among the top insurers of Pakistan.

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.

The bank currently operates 216 branches, spread all over Pakistan including the Northern Areas of the country. The bank's expansion policy is based on the principle of maintaining a balance between the urban and rural areas.

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.

Managing and maintaining the print assets, National Foods will have an enhanced 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.

National Foods provides a complete food experience to its customers in 33 countries around the world. National Foods produces over 300 SKU's in 12 major product categories including meal solutions, pickles, sauces, ketchup's, jams and desserts.

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.

Other than this the Pharmaceutical Company facilitated its sales force with HP 430 Notebooks provided New Horizon.

Novartis is one of the leading pharmaceutical companies in the world and is currently ranked as No.2 among pharmaceutical companies in Fortune magazine's "World's Most Admired Companies' Survey in 2008. It operates in 140 countries around the world including Pakistan.

Tribute to Arfa Kareem

We have been in the Pakistani IT industry for over a decade and felt the best when the world recognized a local company or an individual. And seeing a young Pakistani beating records in the world and doing something no one has ever done in the world before is a moment that nothing matches with.

Arfa Kareem became at the age of 9 the world`s youngest Microsoft Certified Professional. In Pakistan, she was presented the Fatima Jinnah Gold Medal in the field of science and technology and the Salaam Pakistan Youth Award; she was the youngest person ever to be awarded the President`s Award for Pride of Performance.

Arfa have always made us proud and her name and all that she has achieved in her young and beautiful life will continue to be a source of pride and inspiration. She shall always remain in our thoughts and our prayers.

May Allah have mercy on her soul. Amen.

On her demise, Bill Gates said:

"Today is a black day of my life & same for Pakistan because I lost my princess colleague & Pakistan lost her own Pakistani".

New Horizon deploys OPS at SZABIST

New Horizon has successfully deployed HP Office Printing Solution for Students at Shaheed Zulifiqar Ali Bhutto Institute of Science & Technology (SZABIST). Office Printing Solution is about simplifying management of print assets where customers never have to worry about supplies inventory or shortages, inconsistent quality or unscheduled maintenance.

Zahid Mushtaq, Account Director, New Horizon (Left) and Dr. Rafiq Chandio, Head of Hyderabad Campus, SZABIST (Right) signing the contract. Shakeel Ahmed, Account Manager, New Horizon also present at the signing ceremony

With solution student will not have to manage their printing outside the university campus and will have a facility of getting printouts in house. Below are some of the highlighted features for customer with this solution.

- High Speed and fluent printing

- Pre-failure toner and parts alerts for on time toner replacement

- Resident Engineer for on time support

- Backup units for immediate support

- Placement of Supplies and Toners onsite

- Dedicated E-mail ID for on time alerts and pages count reports on weekly basis.

- Quarterly preventive maintenance and health check of deployed units

The Shaheed Zulfikar Ali Bhutto Institute of Science and Technology (SZABIST) is one the leading business and technology institutes in Pakistan..
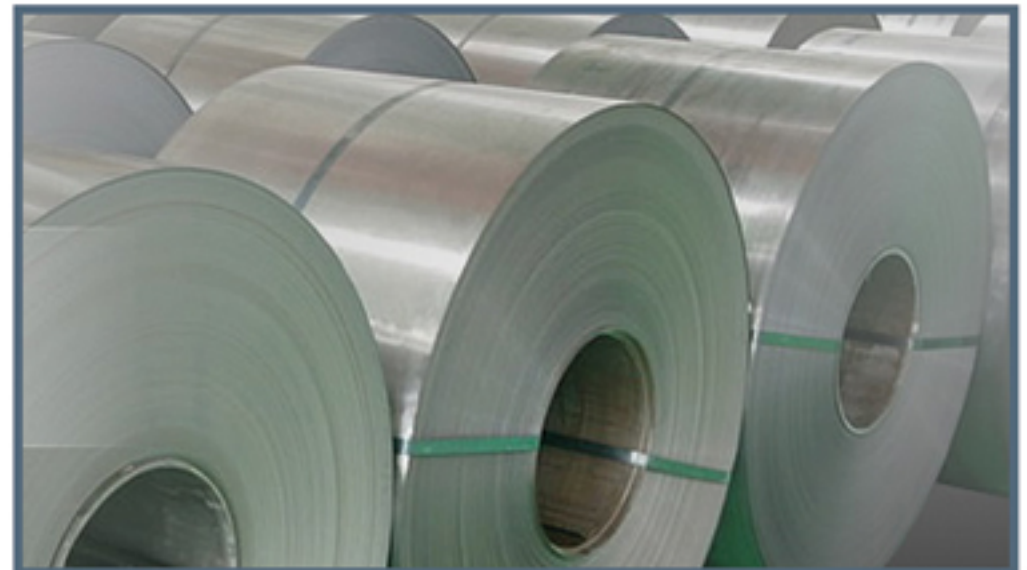
SAP Application virtualized for the first time in Pakistan

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.

Aisha Steel Mills Limited (ASML), a Joint-Venture between blue-chip Pakistani and Japanese business groups, namely, Arif Habib Group and Metal One Corporation Japan (part of Mitsubishi Corporation Japan). Arif Habib Group is one of the largest conglomerates in Pakistan whereas Metal One Corporation is the world's largest steel trading company.

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.

Excellent Banking Service in Afghanistan

Server virtualization is a proven technology that enables multiple virtual machines to run on a single physical server which delivers cost-effective server consolidation and business continuity. XenDesktop helps in:

- **Cuts costs -** By reducing the number of physical servers required in the datacenter, organizations are able to save on their power and cooling costs.

- **Increases IT agility and efficiency -** Customers can easily adapt to changing datacenter and computing needs by dynamically flexing capacity, optimizing VM placement, and automating repetitive management tasks.

- **Improves performance and user productivity -** By enabling 'zero downtime' maintenance, automatically recovering from hardware failure, and providing failover capabilities in disaster situations, end users are ensured access to mission critical application in all scenarios.

Citrix XenDesktop is a desktop virtualization solution that transforms Windows desktops and applications into an on-demand service available to any user, anywhere, on any device. XenDesktop helps businesses:

- Enable virtual work styles to increase workforce productivity from anywhere

- Leverage the latest mobile devices to drive innovation throughout the business

- Rapidly adapt to change with fast, flexible desktop and app delivery for offshoring, M&A, branch expansion and other initiatives

- Transform desktop computing with centralized delivery, management and security

Citrix XenApp is an on-demand application delivery solution that enables any Windows® application to be virtualized, centralized, and managed in the datacenter and instantly delivered as a service to users anywhere on any device. XenApp enables organizations to improve application management by:

- Centralizing applications in the datacenter to reduce costs

- Controlling and encrypting access to data and applications to improve security

- Delivering applications instantly to users anywhere

Citrix Branch Repeater accelerates, controls and optimizes services-desktops, applications and multimedia -for branch and mobile users.

Windows Server 2008 R2 is a multi-purpose server designed to increase the reliability and flexibility of your server or private cloud infrastructure, helping you to save time and reduce costs. It provides organizations with powerful tools to react to business needs faster than ever before with greater control and confidence.

Microsoft SQL Server 2008 R2 Enterprise delivers comprehensive security, reliability, manageability, and scalability for demanding transaction processing, business intelligence, and data-warehousing applications.

Bakhtar Bank is a local Afghani bank operating according to the international standards. It has set the objective to help the Afghan business community to prosper.

FBR revamps its IT Infrastructure

Federal Board of Revenue (FBR) revamps its IT infrastructure at its offices across Pakistan under the Tax Administration Reforms Project. To have the new IT infrastructure built as one of its kind New Horizon was chosen for the supply, installation and configuration of HP ProCurve Switches and Testing Equipment as a part of networking solution whereas New Horizon also supplied, installed and configured HP Printers and Scanners to develop a printing environment at FBR. To meet the requirement of securing the data and keeping in view the importance of the confidentiality of data of FBR, New Horizon provided Kaspersky Anti-Virus licenses for 1100 users.

Azad Jammu & Kashmir gets new Medical Colleges

Azad Jammu & Kashmir gets new Medical Colleges at the two main cities i.e. Muzaffarabad and Mirpur. The government of Azad Jammu & Kashmir has taken a step towards filling the gap of the shortage of doctors in the region. Establishing such colleges will encourage the local youth to acquire professional education in a modern environment.

As the College has recently established and required to build IT Infrastructure. Keeping this requirement in view, New Horizon provided the college with technology infrastructure products. The products included HP Compaq 6200 Pro Desktops and Emerson Power

ERP: The Next Generation

Background

Enterprise Resource Planning (ERP) is an Enterprise wide system that facilitates integrated and real-time planning, production and customer response. ERP has multilingual capability, multi-currency handling capability, and can recognize legal and tax reporting needs of various nations across the world. The real need for such an integrated system has emerged with the onset of Supply Chain Management, e-business and global operations which calls for exchange of information within the organization as well as with other companies and customers directly.

The world in which we do business is shrinking, and virtually every enterprise is either marketing or selling to customers in other countries, or simply using parts or materials that are produced elsewhere. Internet has made tremendous progress over time and reduced distances. It has become the need of the hour to think globally and to include the same in plans, processes and strategies. Globalization and Web commerce riding on the wings of the Internet have changed traditional business behaviors and practices. Leveraging the Internet by the business has become a need to quickly establish a virtual presence. They must use of collaborative technology in order to respond to customer's requirements better and faster.

When the operations are scattered through multiple locations around the world, the need is to gain visibility across all sites. This enhanced visibility can lead to more negotiating power for purchasing parts and more efficient centralized accounts payable and receivable thereby improving overall performance. Solutions like ERP, SCM or CRM solutions provide tools to manage the information that is essential to growing business needs. Enterprise wide automation alone can address transforming relations among suppliers, purchasers, producers and customers.

The traditional ERP systems were falling short in the following areas that are critical to today's business needs. The scope of conventional ERP was limited; conventional ERP helped in automating individual departments and did not integrate its back-office benefits into the front-office to help businesses manage people, workloads and supply-chain issues; it could not establish consistent control of all the processes of the business. Competitive pressures and globalization have made it clear that the business world is still in need of a more effective total enterprise solution.

Next Generation ERP Systems

In 1999, ERP systems by major vendors started incorporating Internet technologies to perform transactions through a web browser and these vendors renamed themselves as e-business vendors. By 2000, the market saw the proliferation of e-business suites which

Backup Solution.

New Horizon provides Technology Infrastructure Products to City School

New Horizon provides Technology Infrastructure Products to City School catering their needs for facilitating their branch network spread all over the nation. The technology infrastructure products include backup power solution comprising of 700+ Emerson UPS to prevent collapsing of Desktops caused to due to frequent power failures in Pakistan. Other than this, New Horizon also provided HP Pro 6200 Desktops and HP Printers to the School.

The City School was established in Karachi, Pakistan in 1978. Since then, it has grown to become a national and international schools' organization of 152 branches in 43 cities with thousands of students and numerous teaching and non-teaching staff. While its Head Office is in Lahore, its Regional Offices support a network of branches throughout Pakistan and overseas situated in Karachi, Lahore, Islamabad, Hyderabad and Dubai, Jeddah, and Dhaka.

could even engulf other functions like Customer Relationship Management (CRM) and Supply Chain Management (SCM) which were not present in traditional ERP. Real time connectivity and centralized data repository became features of the ERP system.

The next generation ERP systems superseded previous generation and its two lesser known iterations called extended ERP and Enterprise Application Suite (EAS). The most apparent change is a change in focus from one that is totally enterprise-centric and preoccupied with internal resource optimization and transactional processing to a new focus on process integration and external collaboration.

Now ERP systems have expanded to include areas such as Supply Chain Management (SCM), Customer Relationship Management (CRM), Knowledge Management (KM), Business Intelligence (BI), Content Management (CM) and Inventory Optimization (IO). The features are very much in line with the predictions by market research papers which predicted that the next generation of systems would take ERP foundation and extend it outwards to position the enterprise in the supply chain.

The following are some of the notable differences between traditional ERP systems and the new generation of ERP systems:

- The next generation ERP systems are web-enabled as compare to traditional ERP systems

- Traditional ERP systems focused on selected usage or wide usage in its modules. Whereas present day ERP systems provide the right mix at the macro and the micro level and provide the users with remedial measures once the error is detected.

- Traditional ERP systems were targeted more towards manufacturing as compared with the present ERP systems; which offer solutions for all major industries and sectors.

- Traditional ERP systems could not integrate different functions from different departments, whereas now, ERP systems not only integrate different functions across departments but also in different industries.

- Now ERP systems include Manufacturing, Maintenance, Collaboration, CRM and SCM functionalities in addition to being web and WAP enabled.

To conclude one can safely state that globalization, competition in local and international markets, modern business environment and the availability of the Internet are the drivers which stressed the need for rapidly evolving ERP needs. The evolution of ERP to its present form has taken place starting with payroll and Bill of Materials in the 1960s to web-enabled ERP systems in the 2000's and will continue to evolve in order to help organizations not only in maintaining lead in the market place but also maximize return on investment in IT assets.