

From the desk of COO



Dear Customers/Partners and Colleagues,

As I look at the growth over the decade since our inception, I am extremely proud of what we have achieved and even more excited about our outlook for an equally promising future. We have successfully transitioned from a company of four professionals to become an end-to-end solution provider of more than 200 resources, garnering business from across the nation while retaining our client base along the way.

It is satisfying to know that we are able to help our clients build the strategic plans that enable them to connect and operate pivotal aspects of their business more efficiently and economically. Customer satisfaction is the hallmark by which we measure our performance, and with a 100% referenceable client list, we ensure the highest standards of quality for our customers and within the New Horizon organization.

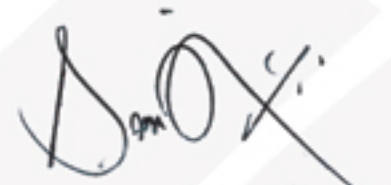
Recently, New Horizon has completed some major projects. New Horizon set up computer labs for 824 higher secondary

schools of Punjab as part of Punjab's Chief Minister's vision of empowering the schools of Punjab with practical IT studies. New Horizon designed a unique solution for Benazir Women Support Program, and many more. Other than this, New Horizon won the Highest Sales Award of the region by HP for the past three consecutive years and we also acquired the status of Gold Certified Partner from Microsoft.

To take on the upcoming challenges of the market, New Horizon has now penetrated through different domains of IT industry. In last couple of months, we have hired the best breed of IT professionals from the industry in order to expand our operations to gain the market share in terms of solutions & services.

One of our most important assets is the extensive knowledge base, deep-rooted professionalism and unwavering commitment of our highly-qualified & dynamic resources who are instrumental in their respective domains. Together as a team, we are committed to continue this journey of excellence and exceed the expectations of our clients. I pray to Almighty for a yet another successful year of New Horizon in 2010.

Thank You



Raheem Eqbal
Chief Operating Officer

New Horizon achieves Microsoft Gold Partnership

New Horizon has recently achieved Microsoft Gold Partnership. By attaining this level of accreditation, New Horizon will represent the highest level of competence and expertise with Microsoft technologies, having close business relationship with Microsoft. Being a Gold Certified Partner, New Horizon will now have access to more resources so that it can cater diverse customer requirements in order to stand out in the marketplace. The benefits will include a technical services coordinator, access to the Partner Knowledge Base, priority listing in Microsoft directories, and other incentives.

New Horizon received this honor for having Microsoft Certified Professionals on its board. New Horizon is now capable to provide its customers, the highest level of services and consultancy to improve their business operations through Microsoft products and services.

Microsoft®
GOLD CERTIFIED
Partner

Turnkey Solution provided to Shaheed Benazir Women Support Program

New Horizon provides a unique solution to Shaheed Benazir Women Support program. The solution includes form designing, printing, data entry, verification and issuance of plastic cards. Other than this New Horizon also established more than 70 Data consoles and Datacenters.

Under the Shaheed Benazir Women Support Program, which will benefit half-a-million poor women in the first year, each Member of Provincial Assembly (MPA) will be given 1000 forms to be given to women assessed poor by them. Poor women will get a monthly support income of Rs. 1000/-.



The solution provided consisted of 4 phases. First the designing of forms such that it could be copied due to unique ID of EMIS Code and Barcode present on form for the reason to collect the data with 100% accuracy and the designing was done in such a way that form data can be captured easily to minimize the data entry. Secondly, the establishment of Data Entry site equipped with latest HP machines and a complete network for entering the data and its verification. The data is verified by NADRA and then stored in the database through an application made by New Horizon. Third phase constituted of establishment of Data Center powered by HP Servers and Storage. Finally, Plastic PVC Cards were printed for the unique identification of the women who will benefit from the program.

All in all this was a turnkey solution given by New Horizon which covered all the aspects of this project. New Horizon also got the honor to be the technical host in the launch ceremony of this program held at Chief Minister's House.

New Horizon virtualizes Atlas Bank

New Horizon provides VMware solution to Atlas Bank. The solution includes VMware vSphere 4 which features ESX4.0 and VMware Consolidation Backup, and VMware vCenter Server.



Atlas Bank was facing the challenge to support an expansion program that saw 20 branches opened in 2008, while upgrading its core banking system and using a Customer Relationship Management (CRM) application to segment and analyze its customer base. The bank is also modernizing its datacenter infrastructure to reduce server sprawl. The bank also faced the problem of securing production data held on distributed test and development servers, reduce power and cooling costs, and deliver the scalability to support business expansion. New Horizon provided the bank with the appropriate solution through VMware which enables consolidation of physical hardware to eradicate server sprawl and lower power and cooling costs while offering scalability, performance and high availability.

New Horizon being a VMware Enterprise Partner is authorized to sell and deploy VMware solutions in Pakistan.

Atlas Bank Limited is supported by the trusted equity of Atlas Group, a leading manufacturing, financial services and trading group that has been at the forefront of country's economic development since 1962.

Punjab IT Project successfully completed by New Horizon

New Horizon successfully concludes Punjab IT Project that was signed with Government of Punjab for setting up highest number of computer labs at a time in 824 higher secondary schools. Under this program a total of around 4,200 labs were to setup by Government of Punjab in schools which was one of the biggest IT initiatives taken by Government in education sector.



Left to Right: Shahid Massod, General Manager (Sales & Operations), New Horizon; Mr. Javaid Aslam, Project Director and Additional Chief Secretary Punjab

This turnkey solution signed between New Horizon and the Government of Punjab covered the supply, installation and after sales services for all 824 IT Labs. Being a HP Premier Business Partner, New Horizon equipped the labs with HP servers, desktops, printers and LCDs. In addition, New Horizon provided the labs with Wi-Fi Networking, American Power Conversion (APC) UPS, and thin client computing which is being used to maximize the number of terminals in labs. For this, nComputing Technology which offers features specific to education sector is being used. This innovative

blend of thin and thick client computing will bank millions of rupees and however make computers available to students of Government schools.

The Punjab IT Labs project was initiated by Government of Punjab last year and was completed by end of 2009 covering 4,200 higher secondary schools across Punjab. The Government believes that this project will be the most significant step toward bridging the information and technology divide between public and private sector education.

New Horizon Equips Liaquat University of Medical and Health Sciences with Wi-Fi Gardening Solution

Liaquat University of Medical and Health Sciences is a multi-dimensional educational institution in Jamshoro, Pakistan. With its mission to act as catalysts for innovative ideas, analytical, interpersonal and medical skills of its students, the Institute doesn't want to compromise in the quality, performance and efficiency of its networking infrastructure. The equipment of highest standard networking gear has been considered as an essential prerequisite in order to ensure that the Institute fulfills its ambition to pursue only the best teaching and training methodologies.



With the trend of Wi-Fi technology being a basic requirement at educational institutes, the LUMHS considers it as mandatory to have highly efficient Wi-Fi networking equipment implemented so that students and faculty employees can access the Internet for important research work via their notebooks at all times and independently from where they are currently residing on the campus.

LUMHS previous networking installation consisted of a Layer-2 switch configuration for 600 users and has been provided by Cisco. Their requirement was to extend the potential amount of users from 600 to 1,000 and to supply them with Wi-Fi over the entire campus. Additionally they wanted to gain more control over the network with regards to bandwidth management, security, core switching and monitoring.

The answer to LUMHS request has been delivered by New Horizon, a reputed D-Link reseller in Pakistan, who offered the Institute a variety of D-Link's networking solutions including Layer-2 Fast Ethernet Switches, and Wireless Access Points.

The Challenge was to upgrade LUMHS network while maintaining a smooth and secure network operation with accessible Internet and e-mail while keeping interruptions during business hours to a minimum. One of the main goals was to implement Wi-Fi over the entire campus area, which covered overall 13 buildings, with an area of 2 km.

"Being the first public sector educational institute implementing Wi-Fi throughout the whole campus, we aim to provide our students best services possible and a sleek and high performing network plays surely a highly important role

in order to fulfill this goal", said Mr. Raheem Sheikh (Network Administrator).

"It's our sincerest endeavor to incorporate only the latest information technology and networking equipment into our network, technology that keeps up with our high standards and expectations. With D-Link's solution our students are able to access the Internet from anywhere on the campus, which does not only make the communication via e-mail and pocket devices easy, but also serves them to research necessary information for their assignments. The feedback from our students, faculty and management staff is very positive since they are now able to work from any location on the campus."

Azhar Memon

Director IT

Liaquat University of Medical and Health Sciences

"We are very excited to have been able to offer our solutions and services to the LUMHS. The Institute is one of the most respected educational institutes in Pakistan and to be able to help their students getting their studies done more effectively and efficiently via Wi-Fi is very honorable to us", said Raheem Egbal, COO at New Horizon.

Technology Infrastructure deployment at Habib Bank

New Horizon delivers 5000 Desktops, 600 Notebooks, and 350 entry-level servers at Habib Bank. This multi-million deal helped the bank to support the recently implemented core-banking application. Being HP Premier Business Partner, New Horizon is authorized to sell entire range of HP products and services.



HBL was the first commercial bank to be established in Pakistan in 1947. Over the years, HBL has grown its branch network and become the largest private sector bank with over 1,450 branches across the country and a customer base exceeding five million relationships.

NED University gets Virtualized

New Horizon provides VMware solution to NED University. The solution includes VMware vSphere 4 which features ESX4.0, and VMware vCenter Server.



NED was facing the challenge of Server Clustering solution with easy management deployment and up-gradation,

reduce power and cooling costs and deliver the scalability to support business expansion. New Horizon being an Enterprise Partner of VMware provided the university with the best-fit solution through VMware which enables consolidation of physical hardware to eradicate server sprawl and lower power and cooling costs while offering scalability, performance and high availability.

The NED University of Engineering and technology is the oldest institution now in Pakistan for teaching and turning out Graduate Engineers; it is in the Public Sector – i.e. Government owned – having begun initially as an Engineering College in 1922 established by subscriptions from private donors. The University retains the initials in honor of the principal donor for that College – Nadirshaw Edulji Dinshaw in its name.

New Horizon provides Network Infrastructure setup to Johnson & Johnson

New Horizon provides network infrastructure powered by The Siemon Company to Johnson & Johnson Pakistan (Pvt) Limited. To cater the unique requirement of a pharmaceutical giants like Johnson & Johnson, New Horizon provided them with the best solution by cabling Siemon.

Being a Siemon Certified Installer® (CISM), New Horizon is authorized to sell and install Siemon products to customers in Pakistan.



Johnson & Johnson is a century old multinational organization involved into consumer health care, medical devices and diagnostics, and pharmaceutical products. It is operating in Pakistan with the name Johnson & Johnson (Pvt) Limited.

Agha Khan Development Network chooses New Horizon to fulfill its IT needs

Agha Khan Development Network (AKDN) chooses New Horizon to fulfill its IT requirements which includes the area of networking, servers, software licensing, desktop, laptops, support & maintenance, and many more. New Horizon was chosen for its diversified product portfolio and for its premium services, support and maintenance.



Before choosing New Horizon as its preferred IT equipment vendor, AKDN did not have centralized purchase center and used to procure their IT requirements from different vendors which caused problems in managing them.

The Agha Khan Development Network (AKDN) is a group of development agencies with mandates that include the environment, health, education, architecture, culture, microfinance, rural development, disaster reduction, and the promotion of private-sector enterprise and the revitalization of historic cities. AKDN agencies conduct their programs without regard to faith, origin or gender.

Can you afford not to Virtualize?

In the past few years there is been an ever increasing buzz around virtualization. Desktop Computing is a core technology in IT infrastructures offering enormous flexibility and mobility but at high operational cost in IT Support, Help Desk, Maintenance and software Licensing.

Enterprises today are seeking economic sensible solution without creating new learning curves for the end user. This demands IT teams to ensure availability of desktop applications, emails, files and other necessary data to the end-user without the dependency of location, environment or any unforeseen circumstances. The intent is to enable the administrators deploy, secure and manage enterprise desktops and reducing the threat of potential data loss or theft, minimizing the complexity and cost of desktop management and support, resulting in end-users to get access of their stand-alone desktop anytime, anywhere.

Therefore, the concept of running multiple workstations on server infrastructure gives birth to smart virtualization techniques which are essential requirement of the enterprises in the modern world.

For this, Virtual Desktop Infrastructure (VDI) brings virtualization to the desktop environment delivering enterprise-class control and manageability while maintaining the familiar end-user environment. VDI virtualizes desktop images that can be deployed from centralized hosting server. This provides the reduction of operational cost and improved security while maintaining the current end-user experience. VDI technology provides companies with a true win-win with:

- Enterprise Desktop Consolidation
- Remote Developer Support
- Desktops as a Secured Managed Service
- Business Continuity and Disaster Recovery
- Remote or Branch Offices and Secure Remote Access



Strong focus on Skills Enhancement and Career Development of Employees

The shifting economy and ever-evolving technology has made it essential for IT professionals to understand the situation instantly and perform multiple roles at times. Resources apart from simply providing technical assistance, find themselves performing job of a salesperson, manager, or a public speaker and the vice versa.

This human component to adjust in multiple roles requires good communication and relationship skills which are commonly known as soft skills. Most IT support professionals know that the development of technical skills is fundamental to their careers, but learning about the subject matter is an essential element that every IT professional should cultivate.

New Horizon being on the highway of success is now expanding operations and diversifying the product portfolio. Alongside, New Horizon is also focused on career development and continuous learning & growth of its employees in order to improve the skill set and infuse global best practices within the organization. For this, New Horizon has been regularly organizing internal technical/soft skills training sessions and has planned to stimulate this learning process in future.



Furqan Qureshi briefing about the Art of Selling Services

New Horizon has come a long way since its startup days. Although the brand of New Horizon is still associated with technology infrastructure & hardware, but the recent strategic wins in the Solutions & Services area has changed the perception of its customers.

Recently, New Horizon arranged a soft-skills training session on The Art of Selling 'Services' Smartly in a local hotel where renowned speakers from the IT & Telecom industry shared their experiences and useful selling tips. The training was focused on developing sales techniques which greatly helped the resources, enabling them to put their efforts in the right direction.

Today, New Horizon has proven expertise and known as one of the leading IT solutions provider in Pakistan, we still believe that continuous learning & training sessions can address many challenges and bring innovative ideas to life.

Training

New Horizon chose following people for the foreign "HP Power Up training for ISS,BCS and Storage Products" to improve their professional skill and product knowledge.



Muhammad Nadeem Qureshi
Product Manager
HP Certified PreSales Consultant
HP Enterprise Business



Muhammad Naveed
Product Manager
HP Certified PreSales Consultant
HP Enterprise Business



Sohaib Khawaja
Product Manager
HP Certified Presales Consultant & VMware



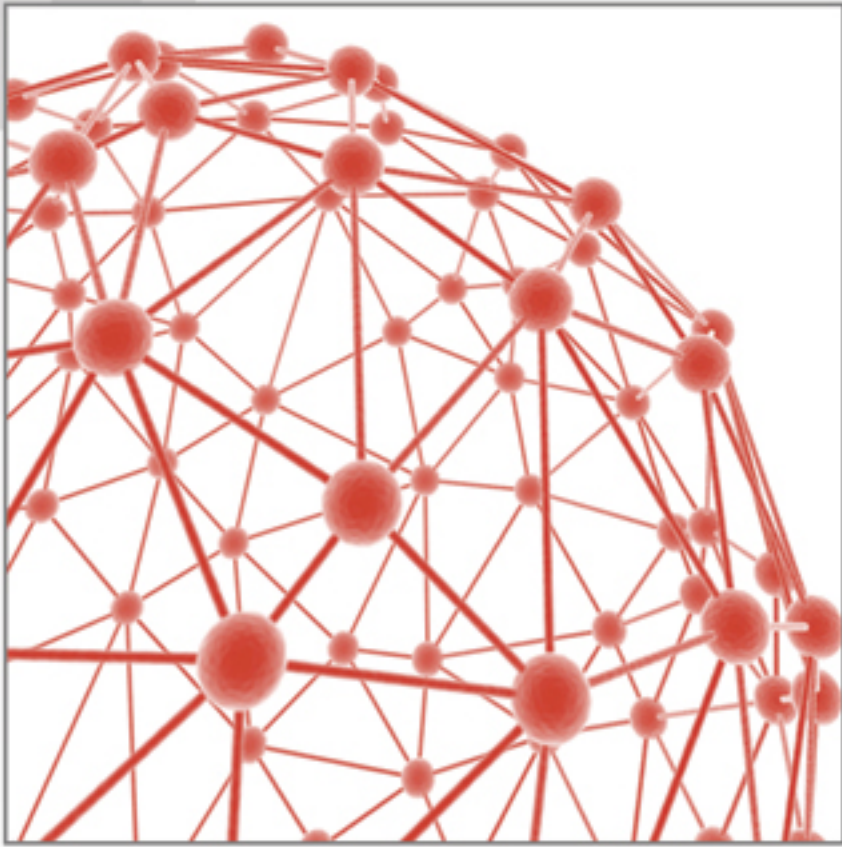
Waqar Lodhi
Product Manager
HP Certified Presales Consultant & VMware

New Horizon wins HP Partner Connect - Achievers' Club 2010 Award

New Horizon has now made it a habit to win HP Partner Connect-Achievers' Club Award by attaining this award for the past 3 consecutive years. New Horizon got the honor to be invited to Thailand for the award ceremony, hosted by HP. Kashif Awan – Director Sales, received the award on behalf of New Horizon.



The blend of solutions to fit your **Technology** needs



Technology Infrastructure

- Image & Printing
- Servers & Storage Solutions
- Personal Systems
- Power & Datacenter Solutions
- Converged Network Solutions
 - IP Telephony
 - Passive Equipment
 - Routing, Switching & Security



Software & Integration Solutions

- HP Business Technology Optimization (BTO)
- Microsoft Solutions & Services
- Evolis Integrated Solutions
- VMware Virtualization Solutions



Business Process Outsourcing

- Office Printing Solutions
- Resource Outsourcing
- Training & Development
- Services & Maintenance
- Project Management



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