



Company Profile



## Vision

### Message from the founder Chairman

I am humbled, the company I started 23 years ago with a limited agenda has turned into an IT power house. The real success was not only realizing the goal to contribute in the overall IT industry offering products & services, more eminent was the human resource development, a significant outlay spread over two decades.

I am proud to see; almost all the big names from banks, telcos, energy companies, public sector, state entities, defence, police, private or public limited companies and many MNCs in the country, on our client list. Several valued customers from the region, stretched from Jordan to Philippines, preferred our offerings. The real contentment however, is the dividend to national economy in the shape of skilled human resource. Thousand of professionals got trained, attained certifications, delivered projects for Oratech Systems and then moved on to different verticals of businesses. I walk taller, every time some vaguely familiar face walks up in an IT setting in New York, London or Dubai to greet me as an ex 'Oratechian' & recount their current achievements!

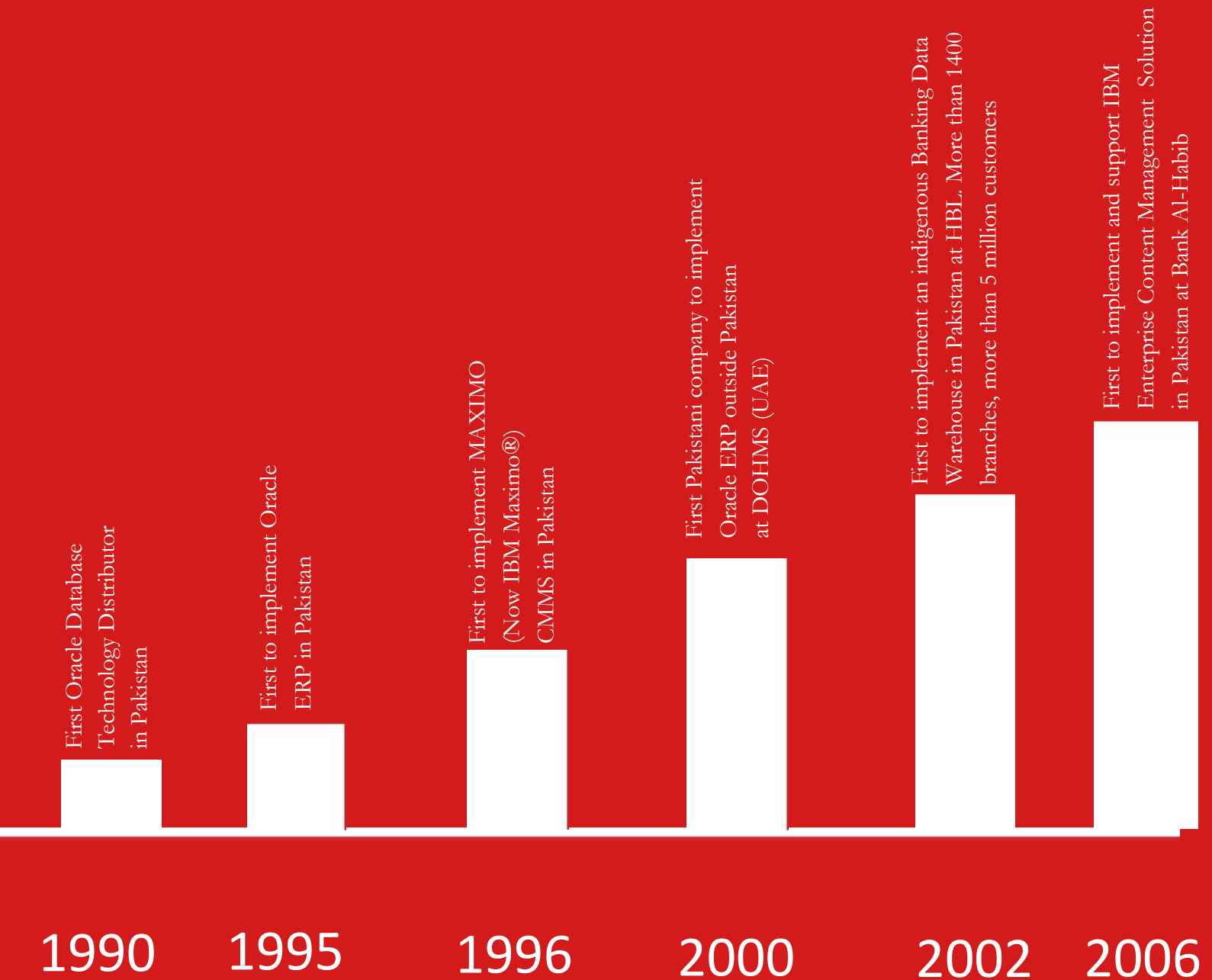
Alongside business ventures and other contributions, OTS also focused on some of low priority sectors for the government, such as; health and education. Be it the largest hospital in the country or the prestigious national university, OTS accepted challenges to develop and deliver affordable, end-to-end solutions, without any compromise on quality.

Whether IBM, Microsoft, Oracle, HP or Dell, we have support from all big ones to move-on to next higher steps. Anticipating next generation solutions, at pace with changing future trends we need to acquire diverse and niche expertise to sustain growth. GIS solutions and mobile driven financial services may turn out to be good initiatives to mark our 25<sup>th</sup> year in business.

I realize to build reputation was not easy, to maintain it, is far more difficult. Put in your best to survive and keep the flag higher.

# ON Being number 1

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2009

Attained ISO 9001:2008 status

2010

First Oracle Partner to achieve 3 Oracle Product Specializations out of 10,000+ partners in Europe, Asia-Pacific, Africa and South America. Went on to become Pakistan's first certified Oracle Platinum Partner"

2011

Successfully Implements OTS HMIS at Civil Hospital Karachi, one of Asia's Largest Hospitals with 1200+ Beds

2012

Closes the largest Oracle Applications License Deal in Pakistani History, a 2.2 Million USD Oracle Siebel CRM deal with Telenor Pakistan

2013

Formally launch our OTS Head Quarters in Karachi, Pakistan along with our 4000 sq. foot Datacenter to host client applications and our solutions on the cloud

2015

Ora-Tech Systems to launch an IPO, listed on the Karachi Stock Exchange: Ticker Symbol OTS

Ora-Tech Systems – the Pioneer partner for bringing and introducing Oracle Products, Training, Implementation, Support and Services in Pakistan since 1990.

"We chose to work with Ora-Tech as the company is an expert in the latest database technologies and could support the rapid database expansion needs of the Exchange."

**-Sani-e-Mehmood Khan,  
DGM & Head of Production  
Development, Karachi Stock  
Exchange.**

## Success Stories

- **Karachi Stock Exchange**  
First Oracle RAC customer in Pakistan
- **United Bank**  
First Oracle RAC customer in Banking Sector

### Our Vision:

To be and then remain the biggest Oracle partner in Asia, in both Customer Base and Revenue.

### Key Facts and Highlights:

- Certified Advantage Partner – highest Oracle Partner status
- Leading Technology Partner
- Emerging technology solutions provider
- Over 20 years of sustainable, profitable growth
- Over 300+ customer focused employees
- Real capability in deploying and supporting technology solutions
- Integrated service model including onshore, offshore and outsourcing
- Strong local and foreign presence
- Extended services Capability

### Product:

- **Oracle Database Technology solutions:**
  - \* Enterprise, Standard and Standard One Edition
  - \* Database and Audit Vault
  - \* Times Ten In-Memory Database
  - \* Database Security
  - \* Oracle Apps Server Solution
  - \* Development and Discoverer Tools
  - \* Business intelligence
  - \* Risk Management Solutions
  - \* Banking Solutions
- **BEA Middleware Products**
- **Oracle University Trainings**
  - \* Oracle Technology Trainings
  - \* Oracle Applications Trainings

### Why Ora-Tech:

Ora-Tech is primarily Oracle First & Focused Partner since 1990. We have developed Oracle as a successful product in Pakistani market. Almost every company that is using Oracle, in Pakistan is an Ora-Tech Customer.

- In Pakistan, we are the first Oracle Partner Since 1990.
- OTS is an Oracle's Certified Advantage Partner. This is the highest attainable partner level in the Oracle Partner Network.
- First partner to deliver Times Ten Oracle Technology (Karachi Stock Exchange)
- Ora-Tech services every single Temenos Customer using Oracle Technology in Pakistan.
- Largest Customer Base in Financial Sector includes almost every Bank in Pakistan.
- Large in-house resource capabilities Oracle Certified Professionals, DBA and Developers in Karachi, Lahore, Faisalabad and Islamabad.
- OTS is the largest Oracle Partner in the SAGE region in terms of Revenue and Customer base.

We are proud of the fact that Oracle has ultimately been a great success in Pakistan, with the greatest market share amongst Database Technology vendors. A realization of the efforts Ora-Tech made while introduction of Oracle to the Pakistani Market in 1990.

# E-Business Suite

When it comes to E-Business Suite, experience means everything and with 10+ years of experience and more than 30 successfully implemented projects worldwide. We claim proven footprints.

“Moving to Oracle E-Business Suite with Ora-Tech Systems, gave Oil & Gas Development Company Ltd (OGDCL), the cutting-edge applications we need to integrate the internal processes of our company and push for greater efficiency while ensuring that it continues to contribute to Pakistan’s national energy objectives. Based on the success of it’s first implementation, OGDCL is implementing Oracle Public Sector Budgeting , Oracle Treasury, Internal Control Manager, Oracle Business Intelligence and Oracle Enterprise Planning & Budgeting Modules to take advantage of it’s best integration with Oracle Financials, Inventory, Purchasing, HR and Payroll.”

-Khalid Jamil Khan  
Project Director (ERP Projects)  
GM SCM  
Oil & Gas Company Development Ltd.

## Success Stories

- Mobilink GSM
- Oil & Gas Development Corp.
- Chemicals
- Orient Petrol Int.
- British Petroleum
- Attock Refinery
- Commercial Union
- Getz Pharmaceuticals

**Oracle E-business Suite** started as Oracle Applications catering to the Business Application segment in 1987. This was a time when JD Edwards, BAAN, SAP, PeopleSoft were already established ERP players in their specific market segments and any new business application had to face a tough challenge from the existing players. Oracle Started modestly with Financial applications and moved on to Inventory, Procurement and much later in Manufacturing and HRMS applications.

Today Oracle has more than 100 applications by virtue of it’s own development team and aggressive acquisition schedule. Oracle is becoming the number one ERP player in market after the acquisitions of PeopleSoft, JD Edwards, SIEBEL, PORTAL etc.

Oracle’s major strength for the last three decades is it’s Database. The advantage Oracle has on other ERP players is that it has always had it’s own database technology driving the back end for Oracle Applications. While other ERP players did not have their own database and became dependent on Oracle database Technology.

Over the years, Oracle strengthened it’s Application offering and included application suites Manufacturing, HRMS, Project management, Logistics and Mobile applications for Procurement, Warehouse etc. Oracle also acquired PeopleSoft (HR & campus Management), SIEBEL (CRM), Hyperion (Business Intelligence) and other industry vertical products like PORTAL (Telecom Billing Solution) SPL (Revenue & Operations Management Application),

iFlex (Banking Application) which made Oracle Applications a near mandatory choice for many businesses around the world. Applications for different Verticals like Telecom, Finance, Education and Energy are also available and these cater to the specific requirement of these businesses.

In Pakistan, **Ora-Tech Systems** were pioneers when it came to introducing the concept of Business Applications and did it’s first implementation of Oracle ERP in 1996-1997. This was at a time when FoxPro, MS Access, dBASE were the market standard for application development.

The very idea of spending even a million dollars on software and it’s implementation, was non-existent in South Asia. With appropriate direction and foresight, Ora-Tech invested heavily and moved forward with the initiative. Initially interest generated in the area of Oracle Financials and that too for basic modules like General Ledger, Payables and Receivables. Inventory and Procurement also started making inroads in early 2000 once companies realized the importance and significance of Packaged Applications.

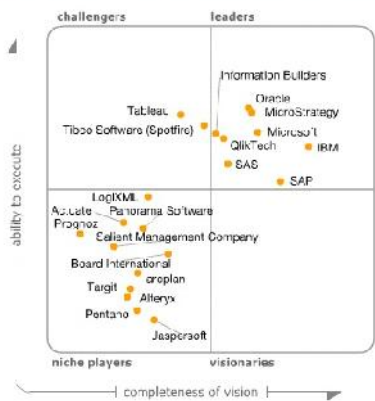
Today, Ora-Tech has a distinctive advantage that it not only ventured in Oracle Licenses and Support; it has a team of 40+ implementers for implementing Oracle Application’s Financial Procurement, Logistics, HRMS and Business Intelligence Suites. Ora-Tech Systems currently has over 100 applications customers across the region.

# Hyperion

Once you realize that 12,000 companies use Hyperion BI software including 91 of the Fortune 100, you already know this is the right choice for your business.

## Magic Quadrant

Figure 1. Magic Quadrant for Business Intelligence Platforms



Source: Gartner (February 2012)

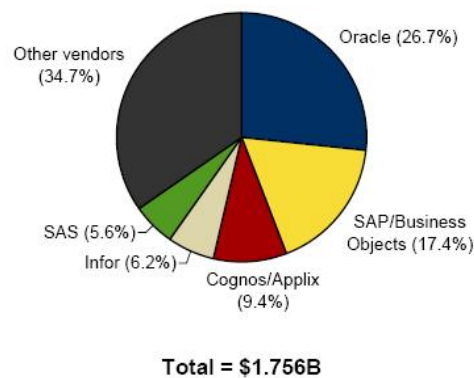
Performance management software is a rapidly growing category of enterprise software that is increasingly used with business intelligence software and enables management and knowledge workers at all levels of business to link strategies to plans, continuously monitor execution against goals, and drive enterprise-wide performance improvement.

Performance management applications integrate with a business intelligence foundation, which can consist of an operational data warehouse or data mart, an analytics engine, business intelligence tools, and analytic applications that provide organizations with timely, proactive, actionable insight that is derived from heterogeneous historical and real-time data sources.

Ora-Tech Systems welcomes the introduction of Hyperion in Pakistan. As Hyperion has long been recognized as the best overall solution provider in terms of performance management and complementary BI tools. With Hyperion on board, we truly believe there are now no barriers to educated business decisions being made by companies in the region of any size. It is truly revolutionary software and believe it will become the absolute norm in the region, for any organization serious about its future.

In a tradition of excellence when it comes to Oracle products, Ora-Tech Systems has been appointed the only preferred partner of Oracle® Hyperion in the country. It has secured the single biggest Hyperion deal in Pakistan's history and currently have implementation capability with our partners working jointly in the region.

Hyperion develops and supports Hyperion System 9, an integrated, performance management solution that integrates financial management applications with a business intelligence platform.



Hyperion System 9 includes:

### Hyperion System 9 Applications

It enable financial professionals to formulate strategies, model scenarios and assumptions, develop operational and strategic plans, monitor performance against plans, and consolidate financial information for management and statutory reporting.

### Hyperion System 9 BI

It provides a set of management reporting and analysis capabilities, including dashboards, analytics, and reporting.

### Hyperion System 9 Foundation Services

It is a solution that synchronizes master data across all enterprise systems, ensures integrity and quality of financial information, and provides data integration capabilities.

Ora-Tech Systems broke all records, becoming the owner of the single largest ever Oracle Hyperion deal in Pakistan when it sold Oracle Hyperion to Zarai Taraqiati Bank Ltd. in 2008. The deal aimed to improve the decision making process and ZTBL's bottom line at the same time.

"Given that BT Group is a significant user of both Oracle and Hyperion, we foresee tremendous benefits stemming from the combination of the two companies that will result in a cohesive and comprehensive enterprise performance management platform."

**Mandeep Hansra**  
Head of BI Strategy, BT Group

# Siebel On-Demand

Better customer service and more productive cross-selling, all at lower costs and higher profits – this is the promise of customer relationship management (CRM).

Siebel is the worlds best CRM solution in the world and with it's latest offering in the form of Siebel CRM On-Demand it is now one of the most affordable options out there. Gone are the days where an expensive in-house setup, a large technical support team and a software solution that takes years to implement are necessary.

Oracle has broke ground on a revolutionary new CRM Software model. With CRM On-Demand, clients pay a one time subscription fee to Oracle and in return receive not just technical support but also managed hosting of Siebel on Oracles servers across the world. Your solution is automatically outsourced for a fixed subscription that is built into the license fee and the best part is you only have to pay for the number of users that you require.

With the power of Siebel On-Demand clarity to your sales processes; building loyal, long-term customer relationships; accelerating productivity; boosting call center efficiency; and deriving customer intelligence are just some of the few things you can profit from.

At Ora-Tech Systems, we can provide the necessary expertise to complete your implementation in an extremely short window, in mere weeks or a few months depending on the size of your sales force.

Siebel On-Demand allows a central repository of your sales history to be formed, thereby eliminating embarrassing and sometimes devastating sales figures immediately after strategic sales staff leave your company.

Monitoring of team wise, product wise and individual sales performance with specific reference to easy to add targets however is one of Siebel's key assets. Never before has

a mainstream application been able to deliver real time sales information and results to nearly every level in an organization in such a clear and easy to understand format.

Keeping an eye on your businesses sales, allows your companies senior executives and sales team leaders to make more educated decisions on everything from individual increments to which departments would maximize investment potential by analyzing trends in sales figure data.

The single greatest advantage of Siebel On-Demand is that it scales to any size organization. You pay an easy to calculate, simple to predict cost that is just a fixed rate times the number of users. That way expansion or contraction of your sales team doesn't require expensive upgrades or larger hardware requirements, just add the number of subscriptions you need at the same fixed rate and you are up in no time at all.

If your business need demands about Customer relationship Management to acquire most powerful, scalable and affordable solution exists you need to look no further than Oracle Siebel On-Demand.



Source: Gartner (July 2012)

Fig: Gartner Report on Cross Comparison of CRM Solutions

"The debut of Oracle CRM On Demand Integration to Siebel CRM is an industry-defining step, allowing organizations to quickly and effectively realize the benefits of an integrated CRM system.

The deep functionality of on-premise CRM and the rapid deployment and ease-of-use capabilities of on-demand CRM are now powerfully combined for organizations to extract even further value from their Oracle investments."

**-Anthony Lye**  
Oracle Senior Vice President  
CRM Solutions



# Reporting Chart Of Accounts



Banking changed in Pakistan and we were the first in the world to be prepared.

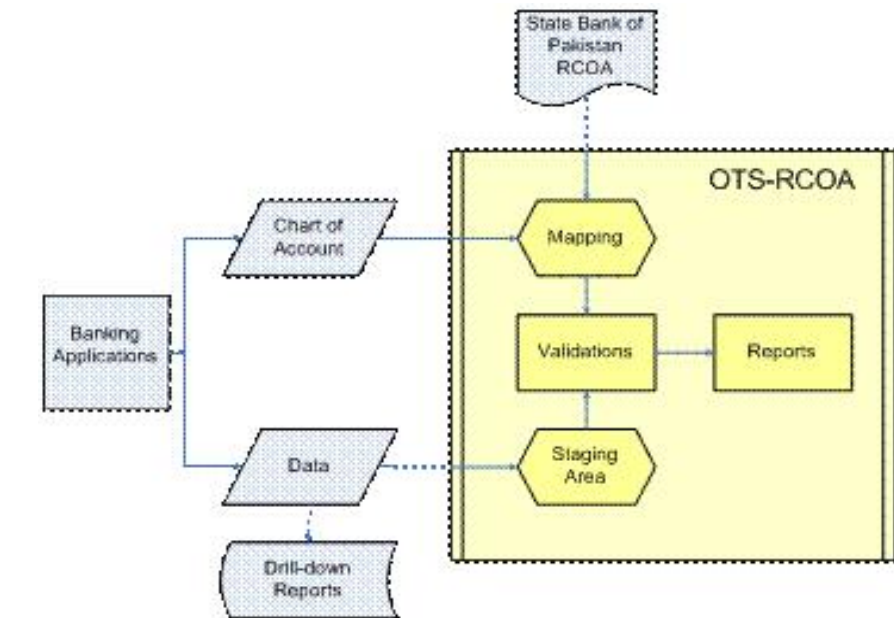
Regulatory reporting is an absolutely vital function in the world of finance. Understanding the need for timely regular reporting the State Bank of Pakistan has, since 2002 been instrumental in converting from a paper based reporting system to a fully digitalized on-line portal based reporting structure.

The State Bank coined the new digitally based returns Reporting Chart of Accounts (RCOA) and moved to implement a system whereby data was to be digitally collected from Banks, Financial Development Institutions and Micro Finance Institutions **by mandate**. This has, over the last few years completed replaced what were known as State Bank returns.

Ora-Tech understood the problems that financial institutions were going to face in early 2005, since the new RCOA was not only going to replace existing SBP returns but the new format was going to require definition of the chart of accounts when it came to institutions reporting to the State Bank of Pakistan.

The real problem Ora-Tech Systems understood, was that organizations were using Core Banking solutions developed on international banking standards and to provide reporting from these applications would require heavy customization. The only alternative was going through the motions of continually using spread sheets and extracting figures report by report not to mention the tedious process of compiling them.

In response to this, Ora-Tech Systems developed an application



in 2005 that was compatible with virtually any Core Banking application and required relatively little customization. The application allows for State Bank RCOA reporting to be automatically compiled using figures from the Core Banking application without user interaction. As the State Bank's RCOA regulatory policies and procedures change, OTS-RCOA is a completely unique product, that has never been developed before by any software company in the world. It is the first and only application that provides State Bank of Pakistan compliant RCOA reporting.

It's greatest strength is that it virtually ensures no late reporting to the State Bank of Pakistan through automation and includes the ability to be used as a Data Mart that can then be used to create customized reports which are not an option within major Core Banking Software. It has a short implementation life cycle and is capable of generating 63 different reports

including:

1. Daily
2. Weekly
3. Fortnightly
4. Monthly
5. Monthly Annexure (s)
  - Credit by borrower
  - Distribution by deposit holder
  - Flow of funds (Fixed Asset Accounting)
  - Foreign Exchange (Buying and Selling Rates)
6. Validation Report

If you are concerned with how your financial institution is going to handle reporting in the future as volumes increase or would just like to join the 21st Century in terms of IT, OTS-RCOA can help.

# Maximo

Ora-Tech Systems has been the sole distributor & implementer of Maximo® (now IBM Tivoli Maximo®) in Pakistan since 1995. Related to Facilities & Assets

Maximo Enterprise Asset Management Software (EAM), is the global standard in software for asset management & maintenance. This powerful tool helps automate all aspects of maintenance operations, including equipment history, scheduling, preventive maintenance, work orders, labor & expense tracking, procurement & reporting.

Our extensive experience coupled with the power of Maximo® software can help you devise a proactive approach to solving persistent production reliability problems, which end up impacting your market share & revenue. Ora-Tech Systems helps to implement and support Maximo to deal with your operational asset management needs.

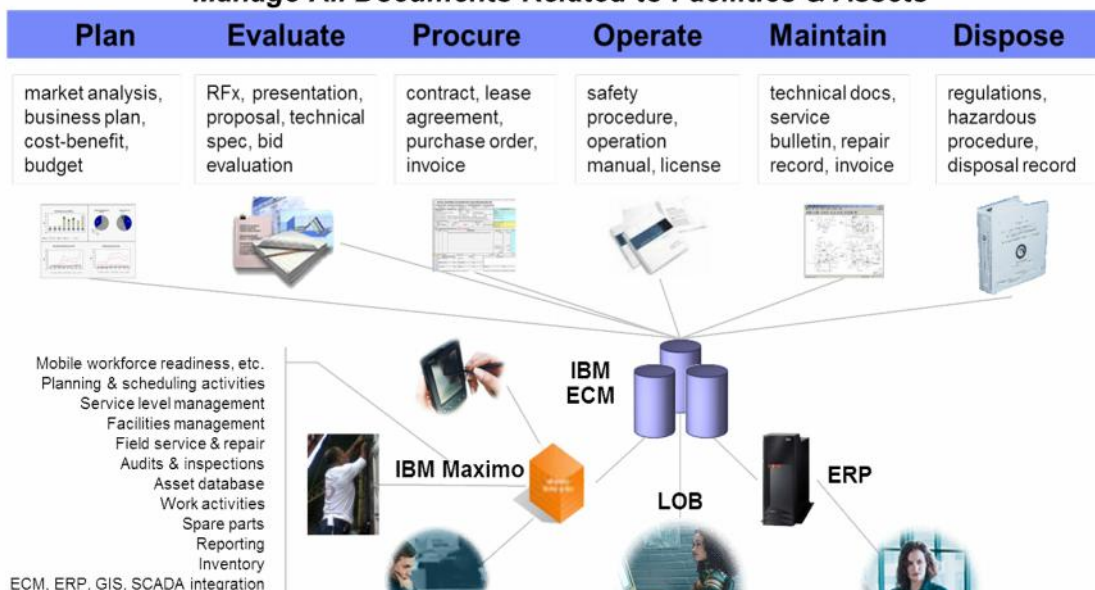
“The main thing we find with Maximo is that it's so scalable. We can throw it into a huge organization and open every portal up for all of them to use or we can keep it as simple as possible, which is our company standard, our company methodology. Keep it simple. Don't take anything away. Let the people understand their own business first, the business processes, and then let it grow. Let it expand in time.”

**-International Power**  
Paul Webb, IT Project Manager

## Success Stories

- British Petroleum Pakistan
- Fauji Fertilizer Company
- International Power-Hubco
- Attock Refinery
- ENI – Oil & Gas Corp.
- OMV Pakistan
- Pak-Arab Refinery
- Engro Chemicals
- Crescent Steel
- MOL
- FFC - Goth Machi
- FFC - Mirpur Mathelo
- UCH Power
- GENCO III

### Manage All Documents Related to Facilities & Assets



The end product is a system that allows you to improve the availability of your revenue generating assets. The result?

- Increased plant availability
- lower operating costs
- Prolonged Asset Life
- Reduced spare part inventory
- Improved control over preventive maintenance schedule documentation
- Simplified access to maintenance data & statistics to benchmark performance.

With over 14 years of experience on Maximo and the highest number of successful implementations in the region

The single greatest feature of Maximo® is its ability to scale easily for any size company. Maximo® can be easily customized to fit your business needs. We also offer comprehensive off and on-site technical support services for all of our customers, because we know that to many of our customers minutes of downtime means a potential loss in the hundreds of thousands of dollars.

# Enterprise Content Management

OTS has implemented IBM ECM Solutions in Oil & Gas, Banking and Real Estate Sectors.

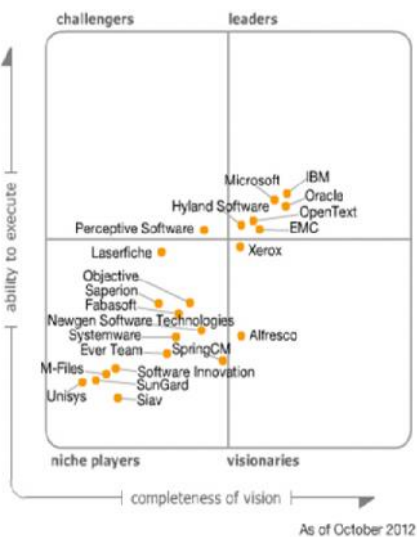


Fig: Gartner Recognizes IBM as Undisputed Leader

“IBM’s Enterprise Content Management Solution is the future of workplace development in every industry. Content Management Solutions will change how the business world works and redefine internal processes to near perfection, or at least the closest we have ever seen to date.”

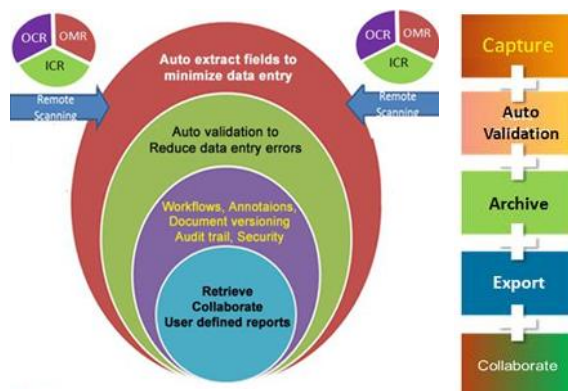
- Farhad Aspy Fatakia  
Director  
Ora-Tech Systems Pvt. Ltd.

## Success Stories

- Comm. Bank of Dubai (UAE)
- Gulf International Bank
- Bank Al-Habib
- Mari Gas Company Ltd
- Habib Bank Ltd
- Defence Housing Authority LHR

The deluge of unstructured contents such as paper, emails, faxes and soft copy documents (which are printed-although born digital) and which contain 80 % of the information of an organization, has created lots of paper driven processes, intensive manual interaction for task completion, lack of end to end process visibility, difficult retrieval and a questionable security of these documents. The organizations should be able to manage the entire lifecycle of documents images, from capture through content management ,workflow, advanced viewing, annotation and redaction.

The advanced case management strategy from IBM unifies information, processes and people to provide a 360-degree view of the case. In addition to content and process management, it relies on advanced analytics, business rules, collaboration and social software to help drive more successful, optimized case outcomes. Our Scanning, Archival and Retrieval solution is described below:



**Scan at Remote Sites:** Saves Courier cost  
**Auto Extract field:** Reduces Data Entry Cost

**Validate Data:** Reduce Data Entry Errors  
**Export Documents and its data:** Reduce transaction turn around time to improve productivity

**Archive Document Images:** For better filing and selective retrieval

**Collaborate:** Write Comments on documents and exchange notes

**Add Doc workflow:** improve productivity

## Our Solutions

- Account Opening process
- Credit Application (CA) process from Receipt of documents( legal & security), Scrutiny of documents, CA approval through electronic workflow, Preparation of Facility Memorandum (FM), FM approval thru electronic work flow, disbursement, and archiving of all documents in a customer centric electronic folder, maintained with Credit Administration Department. This Folder with security privileges can be accessed by Operation, Credit back office and other Departments.
- Trade Finance
- Loans
- Treasury
- Centralized Remittance applications processing.
- Accounts/administration
- HR (personnel)
- Procurement
- Plot Files Management
- Fast Data Entry by Image Capturing

## Other capabilities

- Integration of ECM based application with User Business applications. integration with signature application (SIGCAP)
- Integration with user applications (Phoenix)
- Digital signatures in ECM
- Email notifications and Email archiving
- Seamless Integration with **IBM Maximo**
- Distributed/centralized scanning solutions
- Customized reports, using Business Intelligence tools

## Our Technology experience

- IBM Production and Imaging Edition
- IBM Advance Case Manager
- IBM Content Manager On Demand
- IBM Web sphere portal
- IBM Forms
- IBM Common Store for email archiving

In 2001, Ora-Tech Systems Introduced Pakistan to Red Hat Linux, these days it's the gold standard in the Enterprise Computing software space.

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“Red Hat continues to make an incredibly valuable contribution to the technology industry by putting its tremendous resources behind Linux and commercializing it for enterprise use. I've been a Linux enthusiast for years, and I absolutely trust my organization's well-being to Red Hat.”

—David Whiles  
Director of Information Systems for  
Midland Memorial Hospital

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## Success Stories

- Pakistan International Air lines
- Fauji Fertilizer Company (FFC)
- Advocate General Sind
- First National Equity
- Pakistan Cables
- Pakistan Mobile Communication Limited (Mobilink)
- Pakistan Telecom Mobile Ltd (UFone)
- Shifa International Hospital
- Allama Iqbal Open University
- Federal Public Service Commission (FPSC)

Red hat Linux introduced its product in 2001 to the South Asian market. Since then, they have consistently grown to be the single largest provider of Enterprise Level Linux software products in the world. As Enterprise level software evolved over the late 90's, it became immediately apparent to Red Hat and enterprise users everywhere that a stable OS environment was the highest priority as dependency on IT as a department to run mission critical applications increased dramatically.

While Microsoft has attempted over the years to scale its Operating System lines to cater to the demands of enterprise level setups, it simply could not compete with Linux and its secure architecture which ensured a virtually virus free and spy ware free environment. Security being the second largest concern after performance in the world of enterprise computing.

Infact, Microsofts predicted inability to compete with Red Hat Linux in the long run has been a widely publicized item in the IT world, don't just take our word for it, read the BBC article here.

<http://news.bbc.co.uk/2/hi/technology/7540282.stm>

Ora-Tech Systems have, since 2001 effectively predicted this change by first introducing Red Hat to Pakistan to users that already had operational capability and extended our strategy to include the official Red Hat Academy providing a platform for the next generation of certified Red Hat Engineers in the region, through our official training partner Techno-Ed (Pvt) Ltd.

At Ora-Tech Systems, we can offer Red Hat Linux services such as:

- Licensing on Red Hat's entire product line found here:

<http://www.redhatlinux.com/products/>

- Installation and implementation services on Red Hat's full product line
- Technical Support Services on Red Hat Linux Products

We have over 8 years of experience and a client list covering more than 5 industry sectors availing 24x7 support around the world.

In addition to these services, Ora-Tech Systems and its consultants can perform a feasibility analysis on your current IT setup to improve the performance of your overall setup and thereby decreasing your IT costs by more than you can imagine, with Red Hat Linux.

With the largest ever pool of Red Hat Certified Professionals in Pakistan and an officially certified Red Hat Training Institute (via our education partners Techno-Ed), it does not matter whether your IT company has gone 21st century and made the switch. The important thing to know, is that Ora-Tech can help you make that switch a reality.

## A Look Into The Future?

We predict that by 2015 the majority of enterprise computing will be done on a linux platform, the majority of which will be done most definitely on Red Hat Linux Enterprise software if they can keep up this kind of growth.

- Gartner

# Hewlett Packard

Hewlett-Packard (HP) is the world's largest and only IT Company among Fortune top 50 having over US\$ 100 Billion revenue.

"Ora-Tech's consultants were a breathe of fresh air compared to the countless ones I had met before. Finally, I thought to myself, an IT company that takes the time to survey a companies needs carefully and concisely before spending long hours working on a well mapped solution, instead of telling me what I need like the others without asking intelligent questions or understanding actual needs. Ora-Tech's strategy seems overwhelmingly to be an effort to deliver a finished solution that meets business objectives and keeps budgets in check, rather than merely sell us boxes."

-Afnan Khan  
Abbas Steel Group  
Man

Ora-Tech Systems partnered with HP in 2006 to complement it's Enterprise level software solutions with Enterprise level hard ware solutions. Aside from enjoying HP Business Partner status, Ora-Tech Systems has been extended "Preferred Partner" status in both Government and Education sectors. Through our partnership with HP, we expanded our offering to include HP's Pro Curve line of networking equipment and are currently credited with the largest HP Procurve project in the country to date.

We also represent HP via our ASDP authorized service center that has been credited with having the highest qualified technical support team in South Asia. Our ASDP centers for customer service and quality assurance span the country currently serving our customers in Pakistan & Afghanistan . At Ora-Tech Systems, we draw upon our 19+ years of consultancy in the IT business in South Asia to act not simply as box sellers, but solution architects. Our primary focus is to take time to understand your requirements and provide you with options that make sense not just to your budget but the smooth running of your organizations IT setup. Our extensive experience on the Enterprise Software side, has made us the natural choice for many companies in terms of designing and hosting their data centers, along with complex ISO compliant disaster recovery.

### HP Fast facts

- \* HP has approximately 331,800 employees worldwide.
- \* HP's 2012 Fortune 500 ranking: No. 10
- \* HP's revenue for the four fiscal quarters ended Oct. 31, 2012: \$120.4 billion.
- \* HP is the largest IT company of the world in terms of revenue

- \* HP helps 50 million customers store and share over 4 billion photos online.
- \* HP supports the top 200 banks and more than 130 of the world's major stock exchanges
- \* HP ship more than 1 million printers per week.
- \* HP ship 48 million PC units annually.
- \* One out of every three servers shipped worldwide is from HP.
- \* HP Software makes calls possible for more than 300 million mobile phone customers around the globe.

A Full list of our offerings and their extent that make our turnkey solutions possible are as follows

- HP Servers**
- HP Storage**
- HP Networking**
- HP Blades**

- HP Desktops & Thin clients
- HP Laptops & Tablet PCs
- HP Printing & Imaging
- HP iPAQ smartphones & PDAs
- HP Graphic solutions
- HP UX 11i (UNIX)

### Success Stories

- Advocate Generate of Pakistan (Sindh)
- Tameer Micro Finance Bank
- Civil Hospital Karachi
- Supreme Court of Pakistan
- Pakistan Telecommunications Mobile Limited (Ufone)
- ARID Agricultural University
- Pakistan Post Office (PPO)
- Islamabad Territory Capital Police
- Patent Office of Pakistan

Successful Implementation of IT Project, Tailor Made For Advocate General Sindh Office Sets National Standard, Serves As a Model For Other Provinces.

Press Brief – 20th March 2010



The most cost effective Network Security solution on the planet for any size business or IT setup. Period.

“Thanks to SonicWALL we have enjoyed rock-solid security. Our people have been able to perform at optimal levels as the SonicWALL solution has improved their access to the business network as well as its reliability. Most importantly we are confident that the data traveling throughout our wireless network is fully protected and secure thanks to SonicWALL.

This is especially important when managing a predominantly mobile workforce. We need systems in place that provide us with full visibility of what’s happening in the business and that’s exactly what the SonicWALL system allow us to do.

**-Scott Perks,  
IT Manager of Device Technologies Australia.**

Ora-Tech Systems introduced Sonicwall® a leader in Networking and Firewall solutions to Pakistan market for the first time in 2003. Since then Ora-Tech Systems has appointed several distributors in the region boosting product awareness and making Sonic wall® a well known brand name in South Asia.

Sonicwall’s line of products serve to further enhance turnkey solution with robust, leading edge technology on the network security front at a fraction of the cost proposed by over priced competition.

We have the single largest Sonicwall footprint in the region and continue to recommend Sonicwall as the most cost effective security solution available in today’s market.

The growing number of security threats created by attackers do not discriminate their targets on the basis of size. Targets are often randomly selected—and the smallest shop needs to have the same level of protection that the biggest Fortune 500 company enjoys. Sonicwall offers solutions for any size organization, each one ideally suited to the unique challenges faced by each market—but each one delivering the most robust, easily managed and complete security environment available.

### Advanced network security services

Sonicwall's layered approach to network security removes the burden and complication created by other solutions while providing a higher level of protection. Every appliance is capable of integrating support for gateway antivirus, anti-spyware, intrusion prevention, enforced desktop anti-virus, content filtering, wireless security and more.

### Secure distributed networking & remote workers

Traditional remote and branch office access requires organizations to install complicated and expensive leased line solutions or deploy Virtual Private Networks (VPNs) that introduce performance problems. SonicWALL security solutions utilize best-in-class encryption technology and deep packet inspection to provide secure “Clean VPN,” connectivity to an array of deployments including site-to-site, branch office and remote worker access at speeds approaching traditional LAN environments. “Clean VPN” technology continually monitors each connection to deliver instant & automatic protection against transmitted threats.

### Simple to use & Manage

SonicWALL network security solutions are designed for simple deployment, intuitive mgt. & lowered total cost of ownership. Every TZ, PRO NSA Series appliance features SonicWALL’s innovative Web interface which utilizes a comprehensive suite of easy-to-use configuration & mgt. wizards to guide users through the configuration steps. Alternatively, every SonicWALL network security appliance can be managed and deployed by CLI while SNMP can be used for local and remote data collection. For larger multi-site deployments, Sonic WALL’s award-winning Global Mgt. System provides network administrators with the tools for simplified configuration, enforcement and mgt. of global security policies, VPN and services, all from a central location.

### Success Stories

- Air Blue
- Advocate General Sindh
- Mector Pharmaceuticals
- United Marine Agencies Pvt. Ltd
- Institute of Chartered Accountancy & Management Pakistan
- Green Pak Shipping Corporation
- CNBC News Pakistan
- Tameer Micro Finance Bank,
- NUST
- NBP
- Descon Engineering
- Virtual University

“One of the key selling points of Cisco was that it was a complete solution that didn’t require other vendors’ products. StayinFront Corp. was sold on the research and development Cisco puts into its networking equipment and software; they knew they wouldn’t be left behind as technology evolved. The functionality of the Cisco solution is second to none. There’s no doubt it’s a great product from an end user’s perspective.”

– Andrew Chahine, Systems Administrator, StayinFront

## Success Stories

- University of Sindh
- HBFC
- Emirates Global Bank
- Mehran University
- Sindh Agricultural University (Tando Jam)

Ora-Tech Systems has a long standing relationship with Cisco Systems going back to 2001. We have specialized in mainly enterprise level Cisco Manageable products and their support. However we do cater to the small and medium size business market as well.

Cisco, a long standing ally with our software partners of IBM and Oracle, has been widely regarded as the absolute gold standard for enterprise networking equipment and security.

A full line of Cisco’s products which we offer our customers can be viewed on their website at:

<http://www.cisco.com>

Ora-Tech Systems also offers physical networking services, involving the laying of cable and fiber, all the way up to termination and installing patch plates. We specialize in mainly 500+ node projects and have deployed several successful networking projects in the region.

### About Cisco

Cisco is the worldwide leader in networking that transforms how people connect, communicate, and collaborate. Our technology is changing the nature of work and the way we live.

Founded in 1984, Cisco pioneered the development of Internet Protocol (IP)-based networking technologies. This tradition continues with the development of routing, switching, and numerous advanced technologies: application networking services, home networking, hosted small-business systems, security, storage area networking, unified communications, video systems, and wireless.

As an innovator in the communications and information technology industry,

Cisco and its valued partners sell Cisco hardware, software, and services to businesses of all sizes, governments, service providers, and consumers.

Cisco enables people to make powerful connections-whether in business, education or creativity. Cisco hardware, software, and service offerings are used to create the Internet solutions that make networks possible & providing easy access to information anywhere

The emergence of the network as a platform is changing the entire value chain of technology and placing the network squarely at the center of innovation: as many as 14 billion devices will be connected to the Internet by 2010. The explosion of devices will be fueled by more and more services and tasks being handled online, from phone calls to personalized searches to downloading videos, games and other forms of entertainment.

The role of the network is evolving beyond that of infrastructure. It is emerging as a secure platform for delivering the customized and personalized experience that 21st century users expect - whether that means delivering new services as a carrier, boosting productivity for businesses of any size or consumers looking for real-time, personalized entertainment and services.

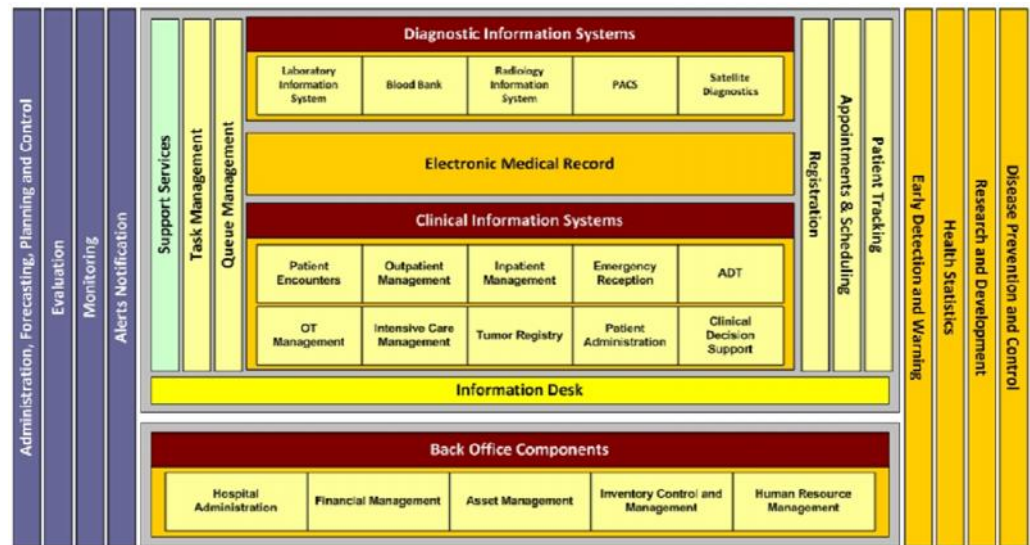
As an increasingly intelligent network evolves into a platform, users will be able to communicate from any device and in whatever mode they choose.

Cisco is leading the transition to a network-centric technology environment. By combining its core strength (IP) with intelligence, the company is creating a powerful communications platform that will serve as the basis for the convergence of data, voice, video and mobile communications in a secure, integrated architecture.

## Hospital Management Information System (HMIS) provides a fully integrated clinical and diagnostic Information Management System

HMIS emphasis on the needs of government/private hospitals. Offered as a web based solution, the system streamlines the entire healthcare process through integration and information exchange within a single engine.

PACS not only offers solutions for radiology departments, but also for imaging requirements across hospitals, such as cardiology, mammography or ophthalmology. Traditionally these specific departments have managed their images separately.



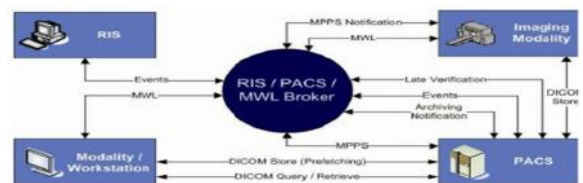
*“I have been working with PACS provided by Ora-Tech Systems (Pvt) Ltd, since April 2010 at my department. This has proved to be an efficient system for immediate and urgent reporting of radiology findings and discussion with clinicians which sometimes markedly alters patient management”*

**Associate Prof.  
Saba Sohail  
(Radiologist)**

HMIS is a turnkey solution that will allow user to register and record not only patient information, about its admission, treatment, discharge but also about other functions such as Purchases & Procurement, Inventory, Doctors / Staff roster and all other relevant information in the entire organization. The data capture and processed thus consolidated in to a central database. Once the data is consolidated, any type of Management Analysis, Patient History, Medical Records, Stock Position, Goods Receivable and other reporting is possible. This would provide a complete picture of the organizational status as well as activities of all the entities of hospital.

PACS not only provides these required tools such as specific cardiology functions, but also guarantees an enterprise-wide image management, whilst working with one web-based platform that is available anytime anywhere. Faster delivery of diagnosis and treatment is the positive

PACS fully supports the latest DICOM and IHE standards. A seamless communication



b/w administrative systems, radiology information systems and modalities based upon common interfaces is offered. Furthermore, the use of a DICOM modality work-list guarantees information sharing with the relevant modalities employing DICOM MPPS.

*“Introduction of E-slip is a relief for the patients & hospital administration; it also minimizes the work load of the front desk staff. I personally appreciate the working of IT Department.”*

**Dr. Amir  
Incharge IT department CHK**

### Success Stories

- Civil Hospital Karachi

Civil Hospital Karachi is the first public sector hospital of Pakistan who has fully functional PACS running and serving lesser privilege patients.



# Software Support



We started in 1990 supporting just one Oracle Product: Oracle Database. Today, we support more than 400 customers in 15 separate Products, spanning three different major vendors.

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“When it comes to Red Hat Linux, Oracle, Maximo and IBM ECM, they all have something in common. They are all products we not only introduced into region ourselves, they're ones we have the most experience in the region supporting.”

- Farhad Aspy Fatakia  
Director  
Ora-Tech Systems Pvt. Ltd.

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## Success Stories

- Over 200+ satisfied Customers To-Date from the FSI, Oil & Gas, Pharmaceuticals, Telecommunications and Government Sectors.

Today every single industry and business is on overdrive; competitive pressures and customer demands are forcing enterprises to re-invent themselves. To compete in such an environment and by cutting down customer-response times, enterprises are discovering the latent value in enterprise business solutions and electronically enabling their internal systems. However, there are many deterrents and pitfalls such as shrinking budgets, periodic upgrades of IT infrastructure and increasing market demands. In such a scenario, doing more with less is the formula for success.

To stay in the race and win, you need to partner with an experienced service provider, that delivers innovative enterprise services and meet your enterprise business solutions needs.

At Ora-Tech, we leverage the "Power of Partnership" to offer our clients the best enterprise services. Backed with a reputation of offering enterprise software solutions to major global enterprises, our team comprises of software professionals having a broad range of technical and management skills, fortified with sound domain knowledge.

### What we do ...

We help customers optimize their infrastructure on a regional, national and international scale.

### How we do it ...

A flexible and adaptable organization built on family values, we get things done. Our 'can do' attitude means

customers enjoy the best of both worlds; breadth and depth of capability and coverage delivered by people who make decisions and simply get on with it.

### Don't just take our word for it ...

With nearly 20 years of experience in our industry, our customer portfolio and best of breed relationships reflect our sustainability and growth. Our culture means that we are enhancing services and continually improving our processes in response to what our customers need. Our track record demonstrates we do what we say, on time and within budgets.

- Support Services
  - Specific to customers needs
  - First Line of Support
  - Enterprise Services

As per Customer needs, a variety of Support services & options are available to select.

### POC Centers

- In-house R&D Environments
- POC equipped with various OS and Hardware
- Live setup of TimesTen, RAC and DataGuard.
- Live IBM ECM Demos

Ora-Tech can improve your database performance using its expert domain knowledge by 50% within your existing environment.

# Hardware Support



With 60,000+ successfully closed support calls, we let the numbers do the talking.

## Official Service Centers



SonicWALL

## Success Stories

- Pakistan International Air lines
- JS Bank
- Apollo Telecom
- Tameer Bank

Ora-Tech Systems has been in the business of Hardware Repair and Support for over 15 years. It is Ora-Tech's track record of over 60,000 successfully closed Hardware Support calls to date on 27 different brands, that makes Ora-Tech Systems one of the most experienced firms in the country on the subject of hardware repair.

Our team of over 25 full time trained Hardware Technical Support personnel provide not just diagnosis but component level repair abilities.

Therefore, the Hardware Support services that we provide are **not brand specific**. We can repair ALL IT related out of warranty equipment, branded or unbranded.

The OTS Hardware Support team can help you quickly resolve any and all issues you may have with the following items that are part of your companies IT setup:

- Desktop Systems  
(Any brand, including unbranded systems as well)
- Laptops  
(Any brand, including unbranded systems as well)
- Monitors  
(Any brand of LCD, CRT or Plasma display)
- Switchers and routers  
(Any brand or series)
- UPS  
(Any brand from 0.5 kVA to 30 kVA)
- Projectors  
(Overhead or Lamp, any brand)
- Thin Clients  
(Any brand)
- Printers & Scanners  
(Any brand or size)
- Enterprise Level Hardware  
(SAN & NAS)

We follow ISO 9001:2008 procedures to diagnose the problem with your unit, submit a quote and our clients find that we have the most competitive rates in the industry.

If you would like to expand your involvement with OTS Hardware Support to outsource your IT Hardware Support needs, Ora-Tech Systems HW Support department can advise you on a multitude of options that we can provide you with, in the form of annual service contracts instead of on-call basis support.

Our comprehensive maintenance and service contracts can effectively **decrease the overall cost of an organizations entire IT infrastructure by up to 25%, while increasing your uptime to 99.99%**, as we are capable of catering to any and all clients needs with regards to operating hours and location of Hardware. OTS Hardware Support also offers 24 x 7 Hardware Service and Support agreements to clients with mission critical applications that cannot afford downtime.

No matter how small or large your IT setup, we can help either with your individual hardware problems or even outsourcing your Hardware Support requirements in the form of an SLA.

# Success Stories

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## Oil & Gas

- Abu Dhabi Company for Onshore Oil Operations (ADCO)
  - Attock Refinery
  - BHP Pakistan Pty. Ltd.
  - British Petroleum (formerly Union Texas Pakistan)
  - Caltex Oil
  - ENI Oil & Gas Corporation (Formerly LASMO Oil)
  - OGDC Ltd.
  - OMV Pakistan
  - Orient Petroleum Inc.
  - Pak-Arab Refinery Ltd.
  - Sui Southern Gas Company Limited
  - Mari Gas Company Limited
- 

## Insurance

- Adamjee Insurance
  - Commercial Union
  - EFU Life Assurance
  - State Life Insurance Corporation
- 

## Government

- Air Head Quarters
- Export Promotion Bureau
- General Head Quarters
- Karachi Electric Supply Corporation
- Kot Addu Power Company
- Lahore High Court
- Ministry of Interiors
- Naval Head Quarters
- National Logistics Cell
- Pakistan International Airlines
- Pakistan Railways
- Pakistan Revenue Automation Limited
- Sindh Police

## Banking & Finance

- ABN-AMRO Bank
  - Al-Faysal Bank
  - Askari Commercial Bank Limited
  - Atlas Leasing
  - Central Depository Company
  - Habib Bank Limited
  - Karachi Stock Exchange (Guarantee) Limited
  - Muslim Commercial Bank Limited
  - Orix Leasing
  - Saudi Pak
  - State Bank of Pakistan
  - United Bank Limited
  - Gulf International Bank
  - Commercial Bank of Dubai
  - Allied Bank Limited
- 

## Agro-Chemicals

- Berger Paints
  - Engro Chemicals Pakistan
  - Fauji Fertilizer Company Ltd.
  - Berger Paints
  - ICI Pakistan
- 

## Manufacturing

- 3M Pakistan
- Alstom Ltd.
- Atlas Group
- Crescent Steel
- Dewan Group
- Gillette Pakistan
- Gul Ahmed Energy
- Hamdard Lab
- Lever Brothers Pakistan Limited
- Millat Tractors
- Pakistan Tobacco
- PTA Pakistan Limited
- Siemens Engineering Pakistan Ltd.

# Success Stories

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## Telecommunications

- Cybernet
  - Instanet
  - Instaphone
  - Pakistan Telecommunications Corporation
  - Packom Ltd.
  - Pakistan Mobile Communication (Pvt.) Ltd. (Mobilink)
  - Paktel
  - Pakistan Telecom Mobile Ltd. (Ufone)
  - Paknet Ltd.
- 

## Institutions

- Allama Iqbal Open University
  - Institute of Business Administration
  - Lahore University of Management Sciences
  - NED University of Engineering & Technology
  - National University of Information & Emerging Sciences (FAST)
  - NCR Corporation
  - National University of Science & Technology
  - Punjab Institute of Computer Science
- 

## Pharmaceuticals

- Aventis Pharma
  - Brookes Pharma
  - Getz Pharma
  - Johnson & Johnson
  - KNOLL Pharma
  - Novartis Pakistan
  - Pfizer Lab
  - Roche Pakistan
- 

## Textiles

- Crescent Textiles Mills
  - Gatron Industries
  - Gul Ahmed Textiles
  - Sajid Textiles
  - Suraj Cotton Mills
  - Tata Textiles
  - Usman Textiles
- 

## Healthcare

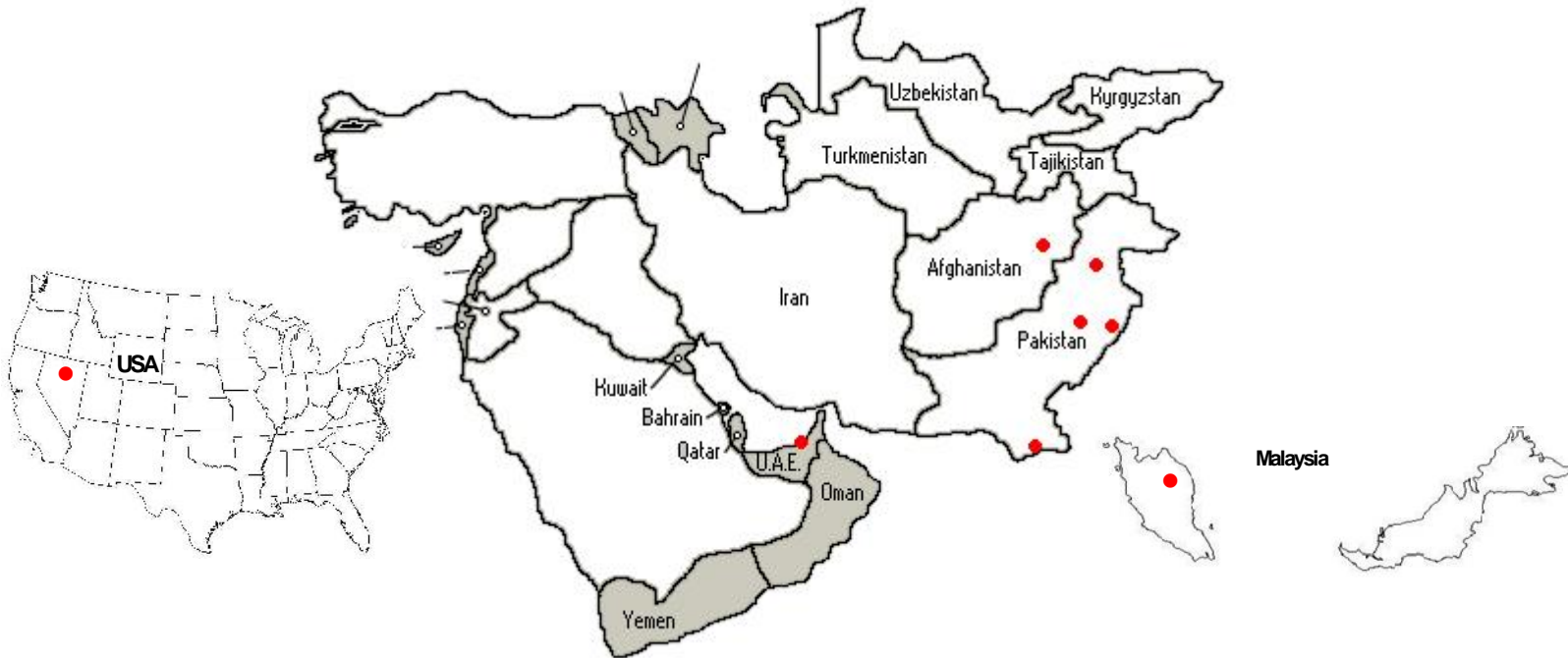
- Agha Khan University Hospital
- College of Physicians and Surgeons Pakistan
- Department of Health & Medical Services, Dubai (DOHMS)

## Miscellaneous

- DHL
- Fedex
- OCS
- QICT
- TCS



# Worldwide



## Email

Sales [sales@ora-tech.com](mailto:sales@ora-tech.com)  
Consultancy [consultancy@ora-tech.com](mailto:consultancy@ora-tech.com)  
Training [training@ora-tech.com](mailto:training@ora-tech.com)  
Web Comments [webmaster@ora-tech.com](mailto:webmaster@ora-tech.com)  
Technical Support [techsupport@ora-tech.com](mailto:techsupport@ora-tech.com)

## Voice

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UAN: (+92-21) 111-672-253

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6671526, 6671298

Fax (+92-42) 6660598

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Fax: (+92-51) 2871291

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Fax: +92-41-8735572

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Dubai - U.A.E.  
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Str. #3, Kabul, Afghanistan.