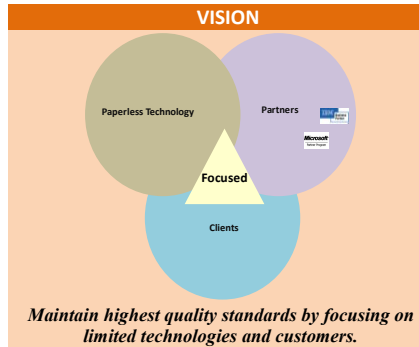


Paperless Technology is a software house, established in 2002, located in Karachi - the commercial capital of Pakistan. PLT provides a host of services to its clients ranging from IT support operations to developing complete systems with IQMS documentation. Technology used to achieve this is a combination of robust IBM content management tools and Microsoft development environments such as .NET & Structured Query Language.

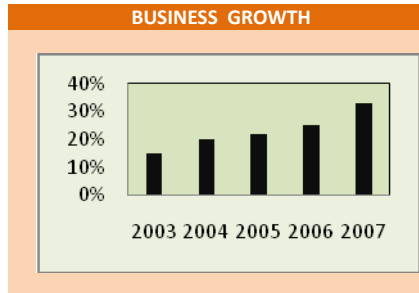
order to complete the certification and partnership process.



PLT has achieved its goal of becoming IBM's Advanced Business Partner and its current objectives include elevating itself as a Microsoft Certified Partner.



Verticals served by PLT are primarily pharmaceutical and financial institutions. Its portfolio includes GlaxoSmithKline, Bayer, Roche, Merck, Wyeth, Standard Chartered Bank, American Express, HSBC, Dubai Islamic Bank, Habib Bank and MCB Bank Ltd.



According to PLT's management, "Business Growth has been phenomenal; our strategic focus in adding on to our core competencies by branching out into new technological frontiers while expanding our scope of operation.

In order to cater to their multinational clientele, PLT has added to their core competencies in the shape of training and development of their staff on latest technologies and adopting methodologies to standardize software development techniques. Also, PLT established strategic business alliances with the foremost names in the industry, such as IBM and Microsoft to further their outreach. This process entailed develop-

FUTURE STRATEGY	
IBM	DB2 Cube Views COGNOS
Microsoft	Dynamics - CRM

Following are some quick facts about Paperless Technology and the solutions they offer on various platforms.



ment of business solutions that meet rigorous quality control criteria established both by IBM and Microsoft.

Moreover, clients using these business solutions provide detailed feedback in

QUICK FACTS	
Founded	March 2002
Legal Status	Sole Proprietorship
Verticals	Pharmaceutical & Banking
Partnerships	IBM (since 2004) Microsoft (since 2007)
Platforms	IBM & Microsoft
Solutions	Human Resources Content Management Distribution Management Pharmaceutical Marketing

CLIENTS	
Standard Chartered Bank (Pakistan) Limited	
American Express Bank Limited	
American Express Travel Related Services	
HBL	
MCB Bank Limited	
Dubai Islamic Bank	
HSBC	
GlaxoSmithKline Pakistan Limited	
Bayer Pakistan (Private) Limited	
Roche Pakistan Limited	
Wyeth Pakistan Limited	
Getz Pharma (Private) Limited	
SERVICES	
Software Development	
Technical Documentation	
Annual on-going support	
Web Design and Development	
Graphic Designing	
IT Helpdesk Management	
IT Staff Placement	
EXPERTISE	
.NET Development	
Crystal Reports	
Microsoft SQL Database	
IBM Content Manager Enterprise	
IBM Content Manger OnDemand	
Lotus Notes	
AS/400 Migration	
Documentum CDMS	
IT Management & Strategic Planning	
SOLUTIONS	
IBM TECHNOLOGIES	
Statement of Accounts Archiving	IBM CMOD
HR Documents Archiving	IBM CM
Banking Documents Archiving	IBM CM
Collaboration Solutions	Lotus Notes
MICROSOFT TECHNOLOGIES	
Human Resources Management System	
Pharmaceutical Marketing	
• Territory Management	
• Forecasting Management	
• Distribution Management	
• Field-force Management	