

Contact Center
CRM Solutions
ERP Solutions
IP Telephony
Mobile Banking
Payment Solutions
Satellite Services
Unified Communications



ACCESS GROUP



Access Group in a Nutshell

Access Group is a leading Managed Services, Consulting and System Integration conglomerate. We have over 200 professionals working in various areas of business like Payment Solutions, Security, CRM and Contact Center Solutions.

The first company of the group was established in 1995 and commenced its operations as one of the first Data Network Operators in Pakistan (DNoP). In 2005 however, Access Group decided to expand the coverage of its satellite services and entered into a strategic partnership with iDirect, a global leader in satellite-based IP communications technology. This enabled the DNoP arm of its business to take advantage of the of new IP Over satellite (IPoS) technologies; subsequently transforming the VSAT business dynamics. Today, Access maintains a market leadership position in broadband satellite connectivity domain.



In 1999, the Group launched its e-business operations focused on providing Managed Services. The first project was initiated in a strategic partnership with ORIX Leasing Pakistan Limited, the largest and oldest leasing company in Pakistan. The project, ORIX NETWORK, was aimed at launching Pakistan's first shared third party payment network. Currently, it is the largest 3rd party network catering to a large number of Financial Institutions and corporate customers for Debit, Credit, Prepaid cards and online Loyalty solutions. ABN AMRO was the first debit card issuer on this network and today more than 20 banks are connected to this network.

Keeping in line with its reputation as an innovator and market leader, Access Group expanded its Managed Services portfolio by incorporating Mobile Banking and Payments Solutions under the "Software as a Service" (SaaS) model. Access exclusively partnered with Fundamo, a global leader in mobile banking and payments solutions, in this space. Our first deployment at MCB for MCB Mobile received international recognition whereby MCB won the award for "Best Bank Led Mobile Money Transfer Programme" at MMT Global Awards 2010, Dubai. In 2011, Access won the P@SHA ICT Award for "Best in Managed Services" for Access-Fundamo Mobile Banking via Shared Platform.

In 2006, Access setup a consulting practice focused on the Customer Relationship Management space and partnered with the undisputed market leader Oracle Siebel. After a number of successful deployments within Pakistan, Access has earned the privilege of becoming a gold partner for Oracle and won the "Siebel Partner of the Year" award for 2010. Currently Access is expanding into regional markets with its CRM consulting practice.

Over the years, Access Group has built up one of the largest nationwide support network for servicing its customers spanning over 200 cities, towns and villages across Pakistan. This coupled with our technical expertise and successful partnerships with leading solution providers like Microsoft, Oracle, iDirect, Hypercom, SafeNet, Fundamo and Avaya, enables Access Group to provide the best of breed solutions to its clients.

							
Domains	Mobile Payments	Satellite Solution	CRM / BI / ERP	Contact Center, IP Telephony, Unified Communications	Middleware, Enterprise Information Portal, CRM/ERP	Security Solutions	POS
Solutions	Managed Services/ Licensing	HUB/Managed Services	Sales force Automation, Credit Origination & Collection, Call Center Business Intelligence, Reporting, Dashboards, Forecasting, Analysis	Avaya Aura, A.A.Contact Center, A.A.Experience Portal, Avaya Flare	MS Dynamics CRM, ERP Biztalk/ Sharepoint	HSM/ DONGLE/ Data Security	Terminals & Networks



Solutions Portfolio

Mobile Banking and Payment Solutions



Fundamo

Access Group is the world's first IT services provider, as is acknowledged by the GSM Association, to provide mobile financial services to a consumer financial company via a shared platform.

As regional partners of Fundamo, a global leader in mobile banking and payments solutions and now a Visa company, Access Group, under the "Software as a Service" (SaaS) model, provides mobile banking and payment solutions to the financial sector. This is achieved through Fundamo's Mobile Financial Services Platform, the Fundamo Enterprise Edition.

Fundamo's Enterprise Edition is a state of the art mobile financial services enterprise platform. Based on a modern, industry leading architecture blueprint with over nine years of production experience with both banks and mobile network operators; the platform has been refined and matured with consultation from industry leading experts and analyst firms globally. The platform has been designed to support a multi-bank and multi-operator environment and delivers a configurable, connected, secure mobile experience for all components of the process required to enable financial transactions via the mobile devices.

Fundamo Solutions Offered

- Fundamo Enterprise Edition
- Fundamo Mobile Wallet
- Fundamo Mobile and Branchless Banking
- Fundamo Mobile Money Transfer

MCB Mobile, a mobile banking and payments solutions launched in 2009 by MCB Bank, is the first live running project accredited to Access Group. It is also the first mobile banking and payment service to be launched by any bank within Pakistan.



Today, MCB Mobile has more than 45000 registered users with about 1700-2100 transactions conducted daily over the hosted service.

ERP Solutions

Oracle E-Business Suite

Oracle E-Business Suite is the most comprehensive suite of integrated, global business applications, based on the framework of Oracle Apps. It is a collection of Enterprise Resource Planning, Customer Relationship Management and Supply Chain Management computer applications which are either developed or acquired by Oracle. Oracle's Relational

Database Management System is the technology utilized under this software.

Oracle (EBS) is available in the latest version 12.1 which contains several product lines such as:



- Oracle CRM
- Oracle Financials
- Oracle HRMS
- Oracle Mobile Supply Chain Applications
- Oracle Order Management
- Oracle Procurement
- Oracle Project Portfolio Management
- Oracle Quotes
- Oracle Transportation Management
- Oracle Warehouse Management Systems
- Oracle Inventory
- Oracle Enterprise Asset Management



Microsoft Dynamics ERP



Microsoft Dynamics ERP is enterprise resource planning software primarily geared toward midsize organizations as well as subsidiaries and divisions of larger organizations. The software empowers employees to be more productive while enabling systems to adapt as organizations grow; delivering the insight organizations need to respond quickly in an ever-changing world.

Microsoft Dynamics ERP includes four primary products:

- Microsoft Dynamics AX
- Microsoft Dynamics GP
- Microsoft Dynamics NAV
- Microsoft Dynamics SL



Enterprise Information Portal

Microsoft Share Point



Microsoft SharePoint makes it easier for people to work together. Using SharePoint, your people can set up Web sites to share information with others, manage documents from start to finish and publish

reports to help everyone make better decisions. It is the fastest growing product in Microsoft's history—with more than 100 million licenses sold.

SharePoint is an excellent choice for companies seeking to:

- Improve communications and collaboration, including web - based business collaboration with employees, partners and customers alike
- Enhance organizational effectiveness
- Accelerate shared business processes
- Streamline information sharing for better business insight

Capabilities

Sites

Your people can set up Web sites to share information with others, manage documents from start to finish, publish reports to help everyone make better decisions.



Communities

It lets people work together in ways that are most effective for them by providing great collaboration tools that anyone can use to share ideas, find people and expertise, locate business information.

content that is easy to find, share and use.

Search

The new approach to search provides an experience that is highly personalized, efficient, effective based its unique combination of relevance, refinement, people.

Content

With its simple "behind-the-scenes" administration, you can quickly set up compliance policies, while its familiar interface lets your people work just as they would in MS Office. The result is well-managed



Business Intelligence

Oracle Business Intelligence



Oracle Business Intelligence Enterprise Edition (OBIEE) is a comprehensive business intelligence platform that delivers a full range of analytic and reporting capabilities. Designed for scalability, reliability and performance, Oracle Business Intelligence Enterprise Edition delivers contextual, relevant and actionable insight to everyone in an organization, resulting in improved decision-making, better-informed actions and more efficient business processes. Oracle also provides the industry's only multi-sourced BI applications, as well as market-leading performance management applications that are powered by this BI platform.



Benefits

- Comprehensive BI functionality built on a unified infrastructure
- Powerful user experience
- Unified business model
- Hot-Pluggable
- Best-in-class scalability, reliability and performance

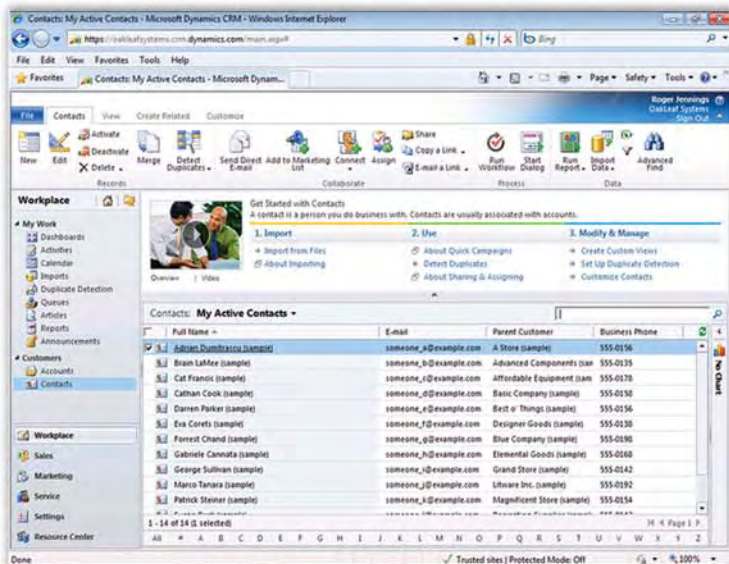
CRM Solutions

Oracle Siebel CRM



Ranked by Gartner as the reigning leader in CRM applications, Oracle's Siebel CRM helps organizations differentiate their businesses to achieve maximum top-and bottom-line growth. It delivers a combination of transactional, analytical and engagement features to manage all customer-facing operations.

Access Group has a Siebel team comprising of 17 Siebel Certified professionals with extensive experience in integration with systems like Symbols, T24, Avaya, Genesys, Cisco, Iris and other top core banking, middleware, telephony and ERP systems. With more than three Siebel deployments within the financial sector, Access Group won Oracle's "Siebel Partner of the Year Award" in FY2010.



Microsoft Dynamics CRM



MS Dynamics CRM is one of the leading CRM solutions in the world which provides organizations with improved and cost effective ways to interact with the customers.

These interactions could be through various touch points such as telephone, mobile, website, email, fax or any other social media. MS Dynamics CRM covers all these aspects of the interaction with the customers and further possesses the capability to integrate with all the major touch points of any system's infrastructure—thus, providing a "360 Degree view of the customer".

An organization's primary interaction with customers is for three main reasons:

- Sales
- Service
- Marketing



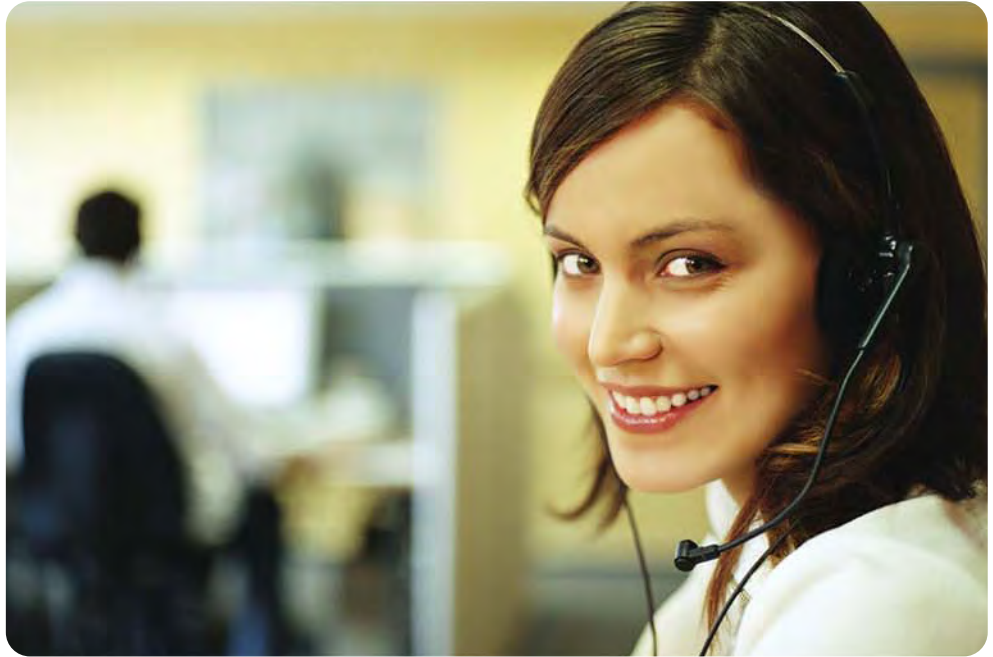
Communication Solutions

Avaya



Avaya is a global leader in business communications systems. The company provides IP Telephony, Unified Communications, Contact Centers and related services directly and through its channel partners to leading businesses and organizations around the world.

Access Group has a team of domain experts who have provided support to various companies in the IP Telephony, Call Center and Unified Communications domain. We observe best practices, analyze your organizational environment and provide tools and services to help you optimize the effectiveness of Avaya's core capabilities for your business. Our end-to-end best practices enable us to help lower the cost and timetable for deployment and improve the productivity of your organization.



Technology

- Avaya Unified Communications
- Avaya IP Telephony
- Avaya Contact Center
- Avaya Voice Portal Development

Services

- Planning, Architecture
- Custom Development
- Project Consulting
- Project Management
- Support and Maintenance
- Upgrades

Why Access Group

- 15+ years of experience in IT
- 200+ Employee Strength
- Customers in Various Industries (Banks, Oil and Gas, FMCG, Telco)
- Avaya Certified Consultants
- 24 x 7 Support Center

iDirect VSAT Broadband Satellite Solution

Established in 1994, iDirect today is the industry's leading IP-based satellite communications company providing technology, hardware, software and services that enable VSAT service providers to optimize their networks and profitably expand their businesses. Its products include universal satellite hubs,

satellite remote routers, network accelerators, optimization solutions and a network management system.

Access Group is the first leading Distributor of Satellite Broadband Services in Pakistan for iDirect and is servicing over 500 sites for customers located in remote areas.



We have acquired and installed an iDirect HUB and have technical resources, trained and certified by iDirect. As the only communication provider in Pakistan with on ground customer/tech support countrywide, Access to date maintains a market leadership position in broadband satellite connectivity domain.

POS Terminal and Solutions

VeriFone

Hypercom, now a VeriFone company, is a global leader in secure electronic payment technologies. It is widely recognized as the global payment technology innovator in providing solutions, services and expertise that enable electronic payment transactions and value-added services at the point of sale.

Access Group is committed to providing high levels of support to its customers by offering a broad range of services for Hypercom's POS payment systems and networking products. In addition to deployment, help desk and technical assistance for the products, Access has trained professionals that assist with

customization, design, installation, integration, management and strategies, for both the POS systems and networking devices. Our engineers have diverse experience and have already deployed more than 25000 POS terminals in the market.





Card Solutions

Access Group has expertise in setting up and operating the Electronic Funds Transfer Network in Pakistan. The Network deployed consist of a POS Terminal Network and loyalty that facilitates the banks and other organizations to share the POS Terminals infrastructure for multiple services inclusive of Credit Cards, Debit Cards, Prepaid Cards, Loyalty Management Systems, E-Commerce and Fleet Management.

We are currently providing a turnkey solution to our clients for their Loyalty Card, Fleet Card, Corporate Card and Pre Paid Card customer transactions.

The services include:

- Production of Cards
- Card Personalization
- Printing monthly billing statements
- Printing loyalty points balance statements
- Dispatching of statements and flyers
- Processing transactions
- Maintaining data bases
- Providing MIS and merchant support including on-line redemption for partners



Additionally we also assist relationship and synergy creation for co-branding and joint marketing activities between the companies on our Network.

Security Solutions

SafeNet

SafeNet is a global leader in information security, protecting data at rest, data in motion, data in use, software and license management with the broadest range of security solutions in the world. The Company protects critical business data, communications, financial transactions and digital identities through a full spectrum of encryption technologies. In 2007, SafeNet was acquired by Vector Capital, a private equity firm specializing in the technology sector. Vector Capital acquired Aladdin in March of 2009.



SafeNet Security Solutions

- Application Protection
- Content Security- eSafe
- Data Encryption and Control
- Database Protection
- Hardware Security Modules (HSMs)
- Disk and File Encryption

Awards and Recognition

2011: Won the P@SHA ICT Award for “Best in Managed Services” for Access-Fundamo Mobile Banking via Shared Platform.

2010: MCB Mobile, a mobile banking and payments service that runs on Access Group’s SaaS platform, won an award for “Best Bank Led Mobile Money Transfer Programme” at MMT Global Awards 2010, Dubai. Earlier

nominations for MCB Mobile included The GSMA award for “Best Mobile Payment Service” and The Banker’s annual award for the “Most Innovative Banking Service” launched globally.

2010: Access Group was awarded “Siebel Partner of the Year Award” by Oracle Corporation.

2006: Access Group won the award for Best Sales in Hypercom.

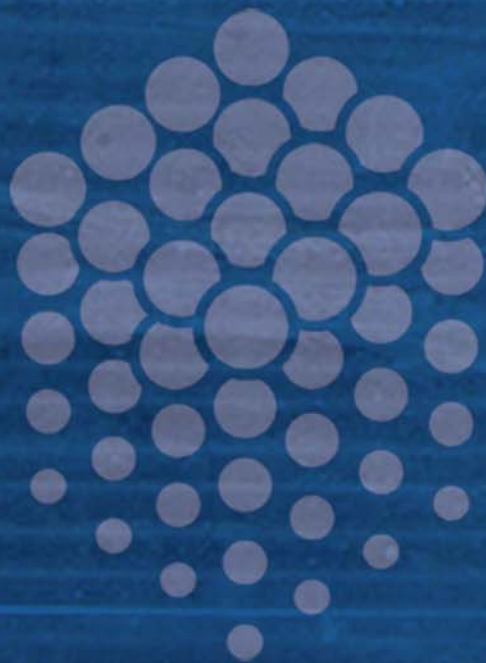




Our Customers

Selected Customers List





ACCESS GROUP

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