Mushko World

Letter From The Editor

Dear Readers,

Welcome to yet another edition of the Mushko newsletter. As always, we are thankful for your continued support and readership.

This newsletter provides an overview of the successes of the last quarter which include details of the many new collaborations that Mushko has formed with large financial and educational institutions. Mushko employees continue to attend national and international trainings and certifications in order to maintain our excellent customer service.

I hope you enjoy this issue and continue to be an integral part of the Mushko team!

Regards,

Zarmeen afsar ali

Zarmeen A. Ali
Marketing Director

Contract Signing Ceremony

The contract signing ceremony between **National Bank of Pakistan** and **Mushko Electronics (Pvt) Ltd.** for supply of 1500 HP top of the line Elite PCs country wide.

What's Inside

Launching Ceremony HP Proliant Gen 8 Server

hp

HP-Pakistan announced the industry's most self-sufficient line of servers – the HP ProLaint Generation 8 (Gen8) at Sheraton Hotel, Karachi. Over 250 customers and partners attended the event along with plenty of media coverage.

HP ProLiant Gen8 servers are the result of a $300 million, two-year programme called Project Voyager, the company's initiative to redefine data center economics by automat

To date, Project Voyager has resulted in more than 900 patents filed and a new systems architecture called HP ProActive Insight architecture, which will span the entire HP Converged Infrastructure.

Want s smarter data center ?
Get the world's sharpest blade.

The world's most intelligent servers - **HP ProLiant Gen8 server blades.**

New self-sufficient HP ProLiant Gen8 server blades with HP ProActive Insight architecture are so smart they automate data center tasks to maximize every hour, watt and dollar. So while they are busy managing your infrastructure, you are free to drive your business inovation.

The power of HP Converged Infrastructure is here.

Get the new Forrester study about blade server impact on management and agility at

hp.com/go/proliantgen8_reddfine

HP BladeSystem with HP ProLiant
BL460c Gen8 servers powered by the
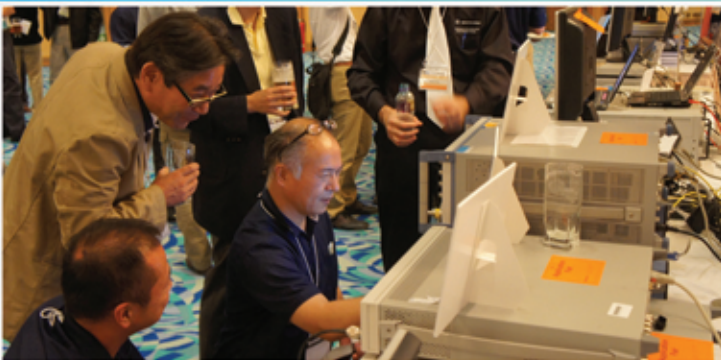Intel® Xeon® processor E5-2600 series

Agilent Demo Sessions Conducted At Mushko Electronics (Pvt) Ltd.

For the past month demo sessions were organized by the Engineering & Communication division at Mushko Electronics (Pvt) Ltd. for their customers. The training was conducted by Mr.Abdul Wasi (Field Engineer) at MEL, more than twenty organizations participated such as PIA, Civil Aviation Authority, Pakistan Air-force, Pakistan Navy, World Call, Qubee, APNA TV & Educational Universities such as NUST and NED University.

Products Included the latest Hand Held RF Spectrum Analyzer , Network Analyzer , Power Products ,X-Series Benchtop Vector Signal Generator and Other Basic Instruments. In these sessions Real Time downloading was conducted to show how generators for different carriers modulated signals like CDMA & GSM. At the end of each demo product brochures were provided to the participants along with feedback forms.
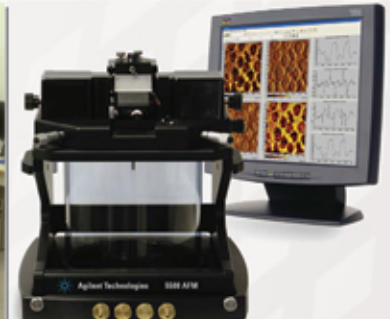
Agilent- Asia / High Impact Training 2012 Hong Kong

Mr. Abdul Wasi and Mr.Ejaz Khan represented Mushko Electronics (Pvt) Ltd., at The Asia High Impact Training 2012 which was held on July 10th -13th in Hong Kong. It was a three day training session on A/D, Digital, High-Volume & General Purpose along with Wireless Communication.

On the second day there was an Application Fair and Deal Clinic, where Division representatives and management welcomed discussions on any potential deals or valuable feedback.

Agilent Technologies - Atomic Force Microscope Installed at University Of Karachi.

University of Karachi, HEJ Research Institute of Chemistry, floated a tender in regards to the purchase of Atomic Force Microscope (AFM). All the competitors who produce AFM were involved in this tender, however due to the hard work of Mr. Shafiq Ahmed (Senior Sales-TMO, Mushko), constant follow-up & a visit from the technical help at Agilent Technologies; MEL was successful in attaining this project. The representative from Agilent visited and helped install/train the customer on site.

Case Study - Remote Fuel Management System For HBL.

HBL

Remote Monitoring is a futuristic, 3G compatible, advance-monitoring solution that offers remote monitoring of most diversified endpoints e.g. UPS, Generators, Temperature, Humidity, Fuel/Battery Levels etc. either via Ethernet or Cellular GPRS network. Business that run over complex infrastructure network locations or organizations with widespread branches, have usually higher operational costs than standalone business units. A substantial component of their OPEX is remote network monitoring and management, having that in view Mushko's Remote Monitoring solution is designed and developed to assist organizations, operate competitively, efficiently and do enlightened planning and decisions.

The trick is simple 'forewarn is forearm'

Benefits:

- Remote monitoring
- Preventive maintenance
- Alerts & notifications
- Logging, Trending
- Reporting & analysis
- Via LAN or GPRS
- Analog & Digital I/Os
- Web-based easy access

Challenges at HBL

- Monitor fuel consumption
- Manual record keeping
- Immediate alert
- Control fuel theft
- History and Reporting

Solution Objective:

- **Improve fuel efficiency and automate processes.**
- **Minimize leakages, fuel theft and negligence.**

Mushko Building Solution (MBS) provided the client, industry proven, smart Remote Monitoring Solution consisting of; Remote Monitoring Controller, Capacitive Type Fuel Level Sensor, Web-based online interface.

This system is implemented at Habib Squre, Boltan Market branch of Habib bank Ltd (HBL).

Intergraph & ERDAS

Intergraph's GeoMedia Smart Client

Intergraph's GeoMedia Smart Client provides an answer to a problem that is almost as old as GIS itself, "How can you provide simple-to-use geospatial business workflows to non-GIS experts that are both cost effective and manageable?"

Traditional desktop GIS provides the ultimate in geospatial capabilities and flexibility, but its complexity and cost (both in terms of licensing and support) makes it unsuitable for wide deployment across the enterprise. Web mapping applications provide a better fit for general users based on their simpler operation and lower cost, but they do not support functions required by many enterprise business workflows, such as accurate and reliable vector data editing. This leaves a large community of latent spatial users whose needs are not met by desktop or web mapping applications.

Recognizing these limitations, Intergraph developed GeoMedia Smart Client. To address enterprise space, Smart Client supports a number of core functions that enable organizations to:

• Use workflow configuration and rules definition tools to implement highly focused and efficient workflows without the need of developing and maintaining extensive and expensive custom code.
• Reduce training overhead while increasing productivity and data quality with Smart Client's taskdriven user interface, workflows, and built-in data validation.
• Increase information sharing and re-use with Smart Client's controlled and coordinated user access, data models, and workflows while avoiding the inefficiencies, errors, and risks that arise when departments work in data silos.
• Remove the cost of installing and administering desktop (even browser-based) software by offering self-configuring web deployment and the option to deliver technical applications via SaaS (Software as a Service) and the Cloud.

These capabilities are the key factors behind more than 200 successful customer implementations that collectively support more than 25,000 users.

Leica Flexline Plus

Leica Geosystems is pleased to announce a new generation of its successful mid-range series of total stations, Leica FlexLine plus. Especially adapted to users' needs, the new models will further increase customers' efficiency and productivity. Each total station represents a best-in-class instrument in its particular segment of the mid-range market. The new flagship is the Leica FlexLine TS09 plus offering superior convenience and performance through a color touch screen.

According to Product Manager Christian Schäfer, "with the new Leica FlexLine plus series customers now can choose the right instrument for their tasks. Regardless of which model they choose they decide in favor of a best-in-class instrument. With the new user-friendly high-resolution color display and touch screen, icon based menus and guided workflows of the Leica FlexLine TS09 plus users will complete their tasks much quicker and more productive."

Success Stories - Sales

Mushko Electronics (Pvt) Ltd. successfully deployed 268 printers and 345 scanners to various branches of MCB. Danish Iqbal (Account Manager – Corporate Sales) managed to secure this deal by being in close contact with HP and Muslim Commercial Bank.

IBA-Sukkur is expanding its IT labs and wanted to deploy state of the art technology in it. After an extensive technical evaluation and many visits, Sajid Muneer (Account Manager – Corporate Sales) managed to secure the deal and helped them finalize the product (HP Elite 8200 with Core i7)

Success Stories - Support

Mushko Electronics (Pvt) Ltd. provides support services to a large number of companies, an increasing number of these companies have nation-wide locations, which require support services. Mushko Support Service Organization delivers these services through its network of Support Centers located in Karachi, Islamabad & Lahore.

Recently Mushko Electronics (Pvt) Ltd. signed with DHL Pakistan for country wide support of Pcs, laptops and printers.

Mushko Electronics (Pvt) Ltd. now provides Blade Servers 9x5 Support to Maersk for Blade Servers.

Mushko Electronics (Pvt) Ltd. now provides Country wide support of HP ML 350 Proliant Servers.

Mushko Electronics (Pvt) Ltd. now provides Country wide support of HBFC Proliant Servers.

For further information on how you can sign up for support & services, please email support@mushko.com or call 111-701-701

Mushko Computer Store Staff At DreamWorld Resort.

Mushko Computer Store employees visited DreamWorld Resort on 7th & 8th of July.

They spent an enjoyable day swimming, bowling & camping at the resort.

Best Sales Person Award

Mr. Haris Ahmed (Executive Director, Mushko Electronics) giving away the Best Sales Person award to Mr. Mumtaz Malik (Corporate Accounts Manager).

Mumtaz Malik was awarded Best Sales Person Award certificate and a cash award in recognition of his outstanding sales efforts specially in NBP Superdome & 1500 PCs and SBP 572 PCs deal.

Congratulations Mumtaz Malik and happy selling for many years to come !!

HP CXO Channel Conference held at PC Bhurban

HP CXO Channel Conference was held at PC Bhurban from 9th to 11th July.

Mr. Haris Ahmed, Executive Director, attended the conference representing Mushko Electronics (Pvt) Ltd.

HP Award Quarter 1HFY12

Mushko Electronics (Pvt) has been awarded Gold Achiever Corporate Reseller (1HFY12) by HP Pakistan during the HP Event held on Saturday 29th June 2012. On behalf of Mushko Electronics (Pvt) Ltd. Rizwan Asghar (Corporate Sales) received the award given by Mr. Shahid Khan (GM PPS Group Pakistan).
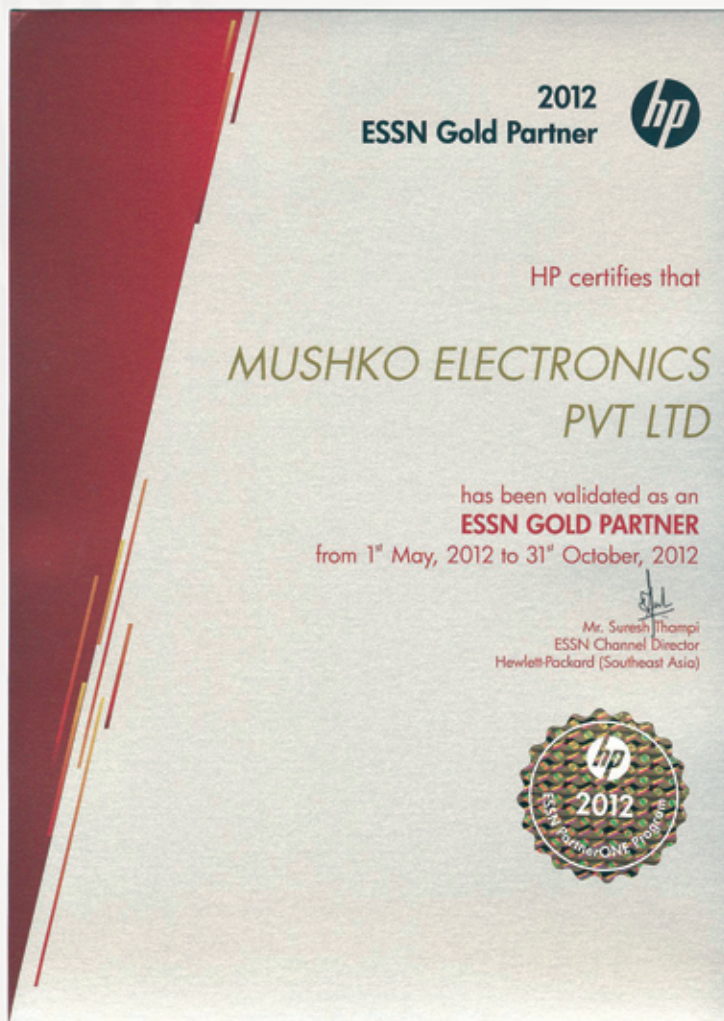
Mushko Fire Sale!

HP PRO 2000 MT BUSINESS PC

Intel® Core™ 2 Duo E7600 Processor
(3.06 GHz, 3M Cache, 1066 MHz FSB)
Intel G41 Express Chipset
2GB PC3-10600
250GB SATA 1st Hard Drive
HP USB Standard Keyboard
HP USB Optical JB Mouse
HP DVD-ROM
HP 18.5-inch LCD Monitor
FREE DOS

RS. 49,500
Inclusive of GST

Including
HP 18.5" LCD Monitor

Mushko Electronics (Pvt) Ltd. Awarded As ESSN Gold Partner

2012
ESSN Gold Partner hp

HP certifies that

*MUSHKO ELECTRONICS
PVT LTD*

has been validated as an
ESSN GOLD PARTNER
from 1st May, 2012 to 31st October, 2012

Mr. Suresh Thampi
ESSN Channel Director
Hewlett-Packard (Southeast Asia)

hp
2012
ESSN PartnerONE Program

Certifications by Mushko Team

Waqar Ahmed

. HP Sales Certified Networking [2012]

A. Rehman Ul Haque

. HP2-Z22 Selling HP Network Solutions

Muhammad Kamran

. HP Integrity Server Blades Administration
. HP Integrity Virtual Machines
. HP Partition Management

Kashif Naseer

. HP Integrity Server Blades Administration
. HP Integrity Virtual Machines
. HP Partition Management
. Data Protector 6.x Essentials

HP Products

LaserJet Pro 200 Color MFP M275nw

Functions:	Print, Copy, Scan
Features:	HP TopShot Scanning, HP ePrint, Web connected, Wireless, Networked, Touchscreen
Mobile Printing: **Capability**	Apple AirPrint™, Wireless Direct, SIPS, Mobile Apps
Print Speed:	Black (Letter): Up to 17 ppm; Color (Letter): Up to 4 ppm; First Page Out: As fast as 16 sec (black) and 27.5 sec (color)
Print Resolution:	Black (Best): Up to 600x600 dpi; Color (Best): Up to 600x600 dpi
Duty Cycle: **(Monthly)**	Up to 20,000 pages
Scan Resolution:	Hardware: Up to 245 dpi; Optical: Up to 245 dpi
Copy Resolution:	Black (Text and Graphics): Up to 600x600 dpi; Color (Text and Graphics): Up to 600x600 dpi
Copy Speed:	Black (Letter): Up to 17 cpm; Color (Letter): Up to 4 cpm; First Copy Out: As fast as 48.5 sec (color), As fast as 29 sec (letter)
Standard: **Connectivity**	1 Hi-Speed USB 2.0, 1 Fast Ethernet 10/100Base-TX, 1 Wireless 802.11b/g/n

HP Pavilion G6-2017TU- Linen White

Intel® Core™ i7-3712QM (Up to 3.0GHz / 3MB Cache)
3rd Generation - IVY Bridge Processor
6GB DDR 3 RAM, 640GB HDD
15.6" HD BrightView LED-Backlit Display
Intel HD Graphics 3000
HDMI,DVD+R/RW, Bluetooth
Webcam, WiFi, SRS Premium Sound
Free Dos.

FingerTec Face ID 3
Face Recognition System for Door Access

The Face ID 3 is FingerTec's advanced face recognition terminal. Building on the facial recognition technology, the Face ID 3 uses high quality infrared cameras to scan your facial features and verify your identity. The Face ID 3 is designed to cater to the demand for a contactless solution in biometrics recognition, while maintaining its quality performance and high reliability. The slim and stylish design of the Face ID 3 is perfect as a door access solution at any office, delivering higher security and a modern look at the same time. Also, stay on top of things when managing the Face ID 3 with FingerTec's practical and reliable in-house software, the powerful TCMS V2.

Agilent Products

Have you ever wanted to carry out the tasks below with a handheld DMM but could not do so?

- Measure multiple points during troubleshooting and yet log all of the data simultaneously?
- Need to make measurements at electrical panels while toggling switches at the other end of the hall?
- Diagnose and evaluate live machinery from a safe distance?
- Monitor measurements in harsh environments?
- Log all of the data to diagnose intermittent issues from afar?

Using Bluetooth technology, the Agilent Wireless Remote Connectivity solution comprises of the Agilent U1177A Infrared (IR)-to-Bluetooth adapter, Agilent handheld digital multimeters (HH DMMs) and the Android applications, the Mobile Meter and Mobile Logger.

The core of the solution is the Agilent U1177A Infrared (IR)-to-Bluetooth adapter, a compact Bluetooth module that plugs into any of Agilent's handheld digital multimeters (HH DMMs).

Making the hardware connection – it's as easy as A-B-C

First, switch on the Bluetooth adapter and attach it to an Agilent handheld digital multimeter (HHDMM). For the U1240 Series, a separate U1179A IR bracket is needed before you could plug in the Bluetooth adapter.

The Agilent Mobile Meter Android-based application

Select desired type of measurement [2] (voltage, current, resistance) and measure wirelessly from up to 10 meters away

Monitor up to three measurements from three HH DMMs simultaneously [3]

Allows you to connect/disconnect the Bluetooth adapter/ multimeter

Makes notes as you measure for your reference at a later time

Shows the serial number of the connected multimeter and its battery status.

Easily identify the HH DMM used for this measurement (Simply press the icon and the respective HHDMM will beep and the display of the HHDMM will blink)

Get real-time measurements and freeze readings for your application/ troubleshooting needs

Save data as text or a picture and send the file via email and sms

The Agilent Mobile Logger Android-based application

Monitor up to three measurements from three HH DMMs simultaneously [3]

View real-time data trending for a particular HH DMM or the graphs for all three HH DMMs

Freeze the graph and zoom in to a particular segment to troubleshoot etc.

Log data manually when the need arises

Save data as text or a picture and send the file via email and sms

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Office 7 & 8, Center Point Plaza, 1st Floor, Main Boulevard, Gulberg III.
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Sales & Service Center - Islamabad
26-D, Kashmir Plaza (EAST), 1st Floor, Blue Area, Jinnah Avenue.
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