# ACT NEWS

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ON THE

## SUCCESS

Road

SUCCESS
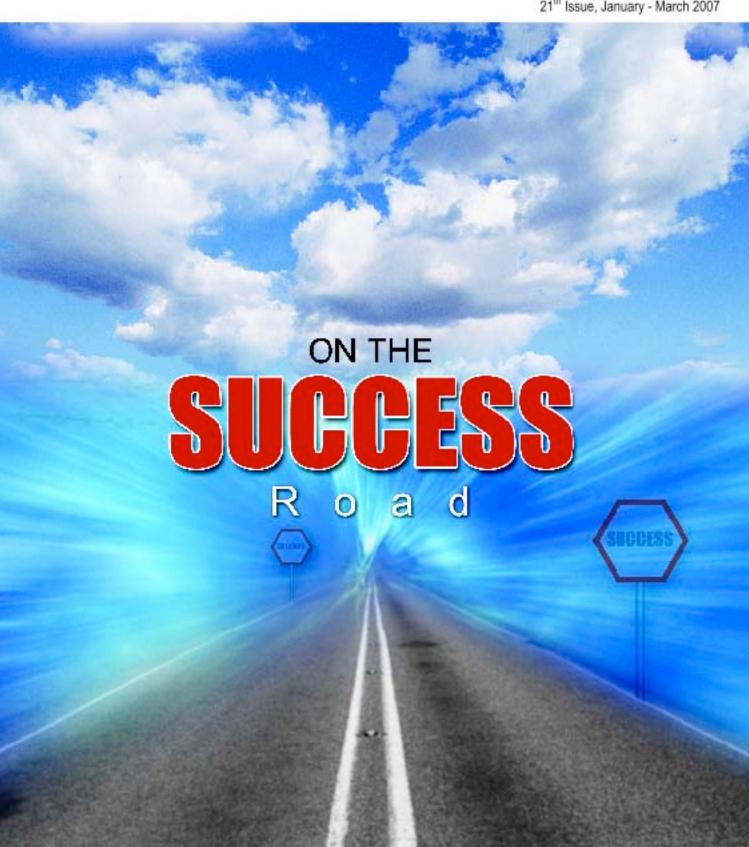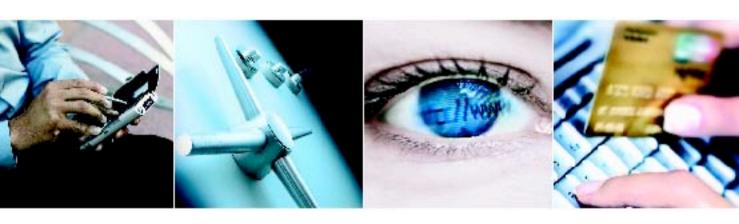
# A new world demands a new approach to security.

Nexus provides information security products, solutions and services on the international market. We are a leading e-Security company with headquarters in Stockholm and offices across Europe. Nexus was founded in 1984 and is listed on the Stockholm Stock Exchange O-list.

Our clients are large companies such as Ericsson, Volkswagen AG group and SEB Bank. Private organisations such as the Nordea Bank group and BankID. Governmental organisations and authorities such as the German Federal Pension Fund, the Swedish Tax Authority and the Swedish Police. We target markets outside Europe and have references for example in India and Malaysia etc.

Our business concept is to offer products, solutions and services around information security in order to protect our customer's sensitive information and knowledge from unauthorized access from within and from outside their organisation. We offer state-of-the-art products, solutions and services from one hand with focus on:

- Identity Management Suite for building up Public Key Infrastructure (PKI): highly trustable, Common Criteria evaluated Certificate Authority software; Trust Center components for validation and reliable status information; smart card production and deployment middleware for strong authentication and encryption.
- Application Suite file encryption; email encryption and signature; central policy management; local, for users transparent policy enforcement; asset protection preferred over perimeter protection.
- Secure Messaging product line for secure email and document exchange.
- Consulting via Sweden's market leader IT security consultancy team: for risk and security analysis, advice on and implementation of complex security measures and techniques.

## Our offering – for all aspects of information security

We co-operate with strong European technology partners in order to complete our solution portfolio with interoperable security products, such as smart card and directory products from Siemens, smart card terminals from Omnikey or SCM, hardware security modules (HSM) from Utimaco and Thales etc.

## nexus
Providing safety in a digital world

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# Contents

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## from the Management

# Happy New Year!

There is nothing like hanging up a new calendar that encourages us to reflect on an old year and plan for a new one. The beginning of the year is a time to pause and reflect on the accomplishments of the past year and consider the goals we have yet to achieve in the coming one.

ACT has gone from strength to strength and become a dominant player in the ICT industry. The demand for ACT solutions has risen at a rational rate. We introduced several new products and worked harder to ensure reliability.

We have been involved in many governmental projects that have been implemented professionally. We are expanding these efforts and in the process of establishing branches for ACT to reach out and support many other projects. The complete list of accomplishments is long and I am very proud of my team's efforts.

Looking to the future… we see tremendous opportunities in the Egyptian ICT market. We are not only well positioned to address them all, but are also looking forward to using our past year's performance as a springboard to leap forward. We will keep our feet on the pedal and plan to multiply our success in 2007. We will broaden our product portfolio to enable deployments of very large scale projects, thus enabling customers to achieve their business goals.

With our customers continued involvement, the leadership of ACT's Management, and the expertise of ACT's devoted staff, We are confident that 2007 will be one characterized by enthusiasm, accomplishment, and a pioneering spirit.

I sincerely hope 2007 is a memorable and prosperous year for you, your families and your businesses!

Mr. **Hassanien Tawfiq**
Managing Director

# ACT's Ramadan

**ACT** has always chosen this holy month to organize its "**Annual Employees Gathering**". This year's gathering was held in Marriott on October 4th, 2006.

With a corporate culture that values family, **ACT** Managing Director capitalizes on this Annual gathering to talk to each employee and discuss his or her individual goals and achievements. The employees' motivation and enthusiasm are very important to Mr. Hassanien Tawfiq, as he believes "it is their identification with the company's vision, and their passion and dreams that drives the company towards success." **ACT** employees have worked hard to build its corporate culture from day one; from the time it was a small startup to date. Therefore, its values play a very important role in its rapid growth and development.

**ACT** employees wait for this gathering patiently. They consider Iftar Ramadan an opportunity in which they can express their suggestions, ideas, and opinions with a Management that actively listens.

It is also the day of Employees' Recognition. Awards are granted for achievements and loyalty.

- **Award for Employee of the Year went to:**

**Mohamed Magdy** - Financial Manager

- **ACT Loyalty Award for 10 Years went to:**

**Azza El Dessouky**

**Khaled K**

**Hani Abdel Gelil**

**Samir Ah**

- **ACT Loyalty Award for 15 Years went to:**

Alaa Zien

**Mohamed El Touni**

**Adel Sami**

**Hesham Hassan**

**Mohamed**

# Annual Gathering

- **ACT Loyalty Award for 5 Years went to:**

🎁 Ayman Attallah    🎁 Hanaa Abd-Elmonem

### Abd-Elaziz Adel


### Bassem Abbass


### Sherif Abd Elaziz


### Hatem El-beltagy


### Salah Abu Shofa


### Sherif Abou El-Fotoh


### Kamal


### Sherif Selim


### med


### Tarek Helmi


### Magdy


🎁 Mohamed Shaarawy

🎁 Mafdy Nagy

- **Awards for high performance during the year, went to:**

### Mohsen Mazhar


### Mohsen Emam


**After** the awards, the event was continued in Marriott Café, where employees and their families enjoyed a traditional Ramadan atmosphere with music. The gathering illustrated the strong relationship among ACT management and employees.

# ACT
## Professional Services & IT Solutions



## Microsoft Office SharePoint Server 2007

Connect people, process, and information.
Explore the integrated suite of server capabilities of SharePoint Server 2007.

- Collaboration
- Portals
- Enterprise Search
- Enterprise Content Management
- Business Process and Forms
- Business Intelligence

### SharePoint® Portal Server enables you to:

- Create a complete view of your business.
- Put relevant information at your fingertips.
- Share knowledge across the organization.
- Find and make the most of organization's intellectual capital.
- Find, aggregate, and provision SharePoint sites.



### SharePoint® Portal Server enables you to:

- Create self-service portals.
- Automate business processes.
- Speed adoption by using familiar interfaces and tools.
- Reduce development time and cost with out-of-the-box portal services.
- Ease deployment with flexible options.

# True Image Enterprise Product Suite

True Image corporate products provide comprehensive, reliable and cost-effective system protection and recovery for your entire IT infrastructure. True Image reads the sectors of your hard disk with data, creating an image of the entire disk, including everything the system needs to run. It can also backup individual files and folders on your hard disk.

## True Image enables you to:

- Automatic image Verification
- Differential backups
- File backups, in addition to our traditional image backups
- Exclude files from backups
- Windows Event Log and SNMP support
- Backup databases while they are online
- Throttling to control hard disk write speed and network bandwidth usage
- Create CDs with bootable images, PXE packages, and bootable recovery media ISOs
- Restore to different hardware with Universal Restore
- Boot from an image, using Snap Restore and use systems during a recovery

- 64 bit Windows Support
- Optimize usage of storage resources with the Backup Server
- View status of all systems in the network with the Group Server
- Custom scripts before/after backups
- Remote unattended restores with the bootable agent

# Windows on Microsoft

## TOP TEN REASONS TO UPGRADE TO EXCHANGE
### Server 2007

Microsoft Exchange Server 2007 is designed to deliver increased protection for your business and give anywhere access for your employees, while being operationally efficient to deploy, manage and maintain. Should you upgrade? Here are ten reasons for you to consider. For more information, peruse the and to help you discover all that Exchange Server 2007 has to offer.

**Top 10**

1. Keep your e-mail system running at lower cost
2. Access e-mail, voice mail, calendar, and contacts from virtually anywhere, anytime
3. Get affordable, enterprise-class mobile messaging thatis better than ever
4. Empower employees with unified messaging while saving money
5. Get comprehensive protection from spam, viruses and phishing attacks
6. Reduce compliance risk in a way that makes sense for your business
7. Take advantage of powerful Web access
8. Boost administrator productivity with new tools
9. Ease deployment and management
10. Optimize your investment for future growth

• The New data replication capabilities in Exchange Server 2007 drive increased availability at a lower cost. Also your employees can access their important inbox information from virtually anywhere using their desktop computer, laptop computer, a browser window from any Internet-connected computer, their mobile device, and even using a basic telephone when no Internet connectivity is available. With new unified messaging in Exchange Server 2007, employees can receive their e-mail, voice mail, and faxes through a single inbox that can be accessed from anywhere.

Outlook Web Access (OWA) 2007 provides a rich, Outlook 2007-like experience in a browser and is great for use at home, at an airport kiosk, at an internet café, at a friend's house, or anywhere where there is an Internet connection available.

**Microsoft**®
**GOLD CERTIFIED**
*Partner*

His passion for his work and his commitment elevated his career to become Egyptian LNG's Information Management Manager. Starting as a Service Manager in ACT, Sherif Shaaban has over 15 years of IT experience.

Now, Mr. Shaaban is responsible for developing and deploying ELNG's complex data management strategies and ensuring uninterrupted access to critical business information for non-stop 24/7 operations.

Because he still represents a precious member of ACT family, we thought of sharing his success story with our readers.

Asking him about his starts in ACT, he replied: I started in ACT in 1988 as a Service Engineer and my career developed till I became ACT's Service Manager. I have worked closely with every department and every employee there for more than seven years.

**Career-wise, what would you say in these 7 years helped you most to get where you are today?**

Those seven years have enriched my knowledge and experience in the ICT field. In the 80's the IT field was growing massively and ACT's management visioning the growth, saved no effort in providing its work force -including me- with advanced training programs in addition to sending them for international training courses.

I owe most of my IT knowledge and skills to those seven years.

**How do you think ACT has grown in the past years?**

In the past years, I have been following ACT's news thoroughly. I feel proud every time I read how well ACT is positioned in the Egyptian ICT sector. It has grown proportionally to the Egyptian ICT sector growth in the country. Recently I can hear ACT's name associated with many successful governmental and private projects.

**What do you consider to be a main engine behind ACT's success?**

I believe that ACT's family culture and its continuous quest for providing its customers with state-of-the-art technologies, makes it a successful organization. Investing in its employees through training and continuing education, and teaming up with best IT solution providers contributes to its sustainable success.

**Sherif Shaaban**

**Being in the field, what new technologies ACT offers lately that would further enhance the Egyptian ICT sector?**

**ACT -in association with its vendors -offers:**

- IP Telephony, which is a great leap towards the future of the Egyptian ICT sector;
- E-security solutions that would protect the e-government services.
- Document flow Management
- Anti Money laundry solutions for banks, and others.

**What message would you like to deliver to ACT ?**

I would like to Thank ACT for all the assistance it rendered to me in my early career life, and as we embark to 2007, I suggest for more cooperation between ACT and its ex-employees for the favor of its current ones. We -ex-employees- can assist in guiding employees and teach them the real ACT culture and values.

**I sincerely wish ACT more success and more growth in the New Year.**

# Quad-Core Intel Xeon 5300 series processors

**HP** has introduced new servers designed to maintain power efficiency, while meeting the needs of high-throughput, data-intensive applications.

The new platforms, based on the **Quad-Core Intel Xeon 5300 series processors**, include HP ProLiant servers and HP BladeSystem server blades and can improve certain enterprise application performance by 48 per cent.

**HP** additionally introduced the HP ProLiant DL320s server, a high-capacity, low-cost, industry-standard server designed specifically for data-rich applications.

Rajesh Dhar, country manager, Industry Standard Servers, Technology Solutions Group, HP India, said, "These HP platforms address the customer demand for high-throughput, energy-efficient designs as they build out their next-generation data centers."

By implementing the **Intel Xeon 5300 series processors** in nine models of its HP ProLiant portfolio, HP is extending its product lineup to deliver improved system performance and greater energy efficiency.

The new HP server lineup also offers a comprehensive server virtualization solution that includes rapid deployment, performance monitoring, virtual machine control and flexible migration.

The servers available with **Intel Xeon 5300 series processors** will include the HP ProLiant ML150 G3, ML350 G5 and ML370 G5 tower-based servers, the DL140 G3, DL360 G5 and DL380 G5 rack-mount servers and the BL20p G4, BL460c and BL480c server blades.

## A C T
### Marketing Department

is organizing an Internal 5 aside Football Tournament. The tournament started on November 15, 2006 with 10 teams participating. The teams included: Buffet, Electronics & Security, Sales & Marketing, Finance, Technical Support, Professional Services, Administration, Networking, Micros, and Store. The tournament is in a League format where all teams will play with each other two times. The League will end in March with prizes to the winner as well as Best Player Prize and Goal Scorer Prize. The tournament is played in friendly and family environment. Matches are played every Tuesday from 7 pm till 9 pm.

Football teams

# SURFING THE WEB

### Family Education

An online resource for parents who wish to continue the education process at home with printable games, activities, quizzes, advice, and more.
http://www.familyeducation.com/

### Embassy World

A directory and search engine of all the world's embassies and consulate offices.
http://www.embassyworld.com/

### World Clock

An online clock that profiles the local time in a variety of international locations such as Africa, Asia, South America, North America, Europe, and Oceania.
http://www.timeanddate.com/worldclock/

# ACT Supports IT-Security
## "made in Germany"
## Initiative

On 13th November 2006, the Marriott Hotel, Cairo has witnessed the IT Security **"made in Germany"** Road show 2006, a German initiative that intends to support cooperation between German suppliers of IT security solutions and partners in foreign countries, especially Arabian countries. The initiative is a network of manufacturers, system integrators, service providers, research institutes and public services.

IT security is one of the fast growing markets in the ICT field. The value of IT security products in Germany for 2005 is about 4.6 billion USD, an increase of 11 per cent is expected. Germany is leading in developing IT and security projects; its products and competences are at the forefront of this technology evolution.

ACT - represented by Mr. Hassanien Tawfiq the Chairman of the ICT Committee in the German-Arab Chamber of Industry and Commerce- has always encouraged joint projects of German companies and partners from the Middle East.

Mr. Hassanien stated in his opening speech that he had personally witnessed many initiatives that brought together parties from both countries for study and cooperation aiming to further strengthen this growing sector, and he would like participants to view this mission as an excellent opportunity for technology and knowledge transfer. He added that we should all seize this opportunity to build and promote for effective cooperation. The Cooperation that drives innovation and competitiveness. The Cooperation that underpins an improved regional and international business performance between both countries in such fast-growing Sector.

Mr. Mohamed Omran, Chairman of ITIDA stated that the Egyptian Government takes all the efforts to support the economy in this field, to establish a modern IT infrastructure and business community in Egypt. Furthermore, the government aims to create an environment for business between Egypt and other countries. Concerning the establishment of a nation's electronic infrastructure (e-signature), Egypt researched the market in detail and decided to apply the German Technology.

A worldwide tender has already been issued and we are in the process of evaluating the submitted offers in order to place the order with the winning bidder. The Egyptian government also decided recently to proceed with the smart card system as a national ID card with further features.

During the road show, participants agreed to embrace this initiative and work on creating co-operations for export and global partnerships.

# IT- The Driving Engine for Egypt's Development

On November 7th 2006 Eng. Motaz Raslan, Chairman of the Canada Egypt Business Council (CEBC), held his organization's monthly dinner at the Cairo Marriott Hotel, Zamalek.

The occasion is relevant to ACT as the guest speaker was His Excellency Dr. Tarek Kamel, the Minister of Communications and Information Technology (MCIT). The event attracted companies from every sphere of the ICT sector, as well as high ranking politicians.

H.E. Dr. Tarek Kamel addressed attendees with a thorough and interesting speech that covered the history of his ministry and its current activities. It is clear that Kamel has inherited from Nazif a ministry that the government views as a contributory factor, if not the pivotal factor in the modernisation and success of Egypt today.

Kamel spoke of the potential with Canada - a technologically smart nation with much to offer in the form of education and training. Kamel was of the opinion there is a great deal to be gleamed from an exchange of ideas, trade and knowledge between Egypt and Canada which, as of today, is not being exploited to its full potential.

His Excellency Dr. Tarek Kamel and Eng. Motaz Raslan hope to remedy this in a 2007 trade mission to Canada. Kamel spoke of his enthusiasm and intention to accompany a number of Egyptian companies and institutions in the ICT sector. This would open the door and boost the development of scientific research, as well as attract better and more capacities, ultimately enhancing cooperation between Egypt and Canada and attracting investment to the ICT sector.

An enigmatic figure, Kamel spoke with real passion about his ministry and was keen to stress that transparency and an eradication of nepotism transcend every aspect of their work; the ICT is by nature of its subject matter a modern liberalized ministry, where partners, employees and tenders are chosen in a credible manner on the basis of ability.

Kamel brought to life the story so far, illustrating the dedication and long hours that had gone into developing the integrated plan for the restructuring process ñ the benefits of which we are all able to reap today.

Kamel has lofty goals - a computer for every home, widespread broadband and further development of the smart village, with plausible initiatives and rigorous restructuring these goals seem feasible. With internet users up from half a million (2000) to 5 million (2006) apparently the MCIT knows how to get results.

The penetration of fixed lines has reached 11 million and Egyptian Telecommunication reports continued growth that is unparalleled internationally. The private sector has also witnessed a transformation - the third mobile network is an example of this, coupled with the service provision telecommunications they yield promising annual returns.

After the completion of his speech the floor was opened for questions. Kamel deftly responded to queries regarding Wimax, the third mobile generation and the international gateway.

# Microsoft®

## ACT and Microsft in Hurghada

## &

## Sharm El Sheikh

ACT organized a two day event with Microsoft in Hurghada and Sharm El Sheikh respectively. The event featured the presence of IT professionals within Hospitality industry. Microsoft presented their new Windows Vista and Office 2007 features and advantages that these new technologies will provide to lower cost and improve productivity.

ACT presented its Professional Services department that is responsible for deploying Microsoft technologies especially in areas such as Information Worker, Security, Active Directory & Exchange Migration, and Networking Infrastructure. ACT will continue providing Hospitality Industry with state-of-the-art technologies through a series of events with top IT Vendors including HP and CISCO.

## When Culture meets Potential

## MICROSOFT awards ACT in its Annual Partners Event

**Microsoft** held its 4th Annual Partners Event in Athens, Greece during the period from Dec. 1st to Dec. 3rd 2006. **ACT** was present in the event with 5 participants including Mohamed Abou El Leil, Senior Marketing Manager, Walid Sami, GBS Sales and Services Director, Hossam Ragab, Hospitality Sales Director, Amr Abbas, System Integration Senior Manager, and Mohamed Tawfik, Assistant Business Development Manager. The event agenda included presentations about Microsoft new products: Windows Vista, Office 2007, and Exchange 2007 along with a Gala dinner that featured the Partners Awards for 2006. Mohamed Abou El Leil was granted an award for his professionalism and outstanding efforts in enhancing the relationship between **ACT** and Microsoft.

# ACT in China

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Having Customer Needs and Satisfaction in mind, ACT is striving to offer the ICT sector with cutting edge technologies form around the world.

ACT Business Development delegation traveled to China on October 2006, to attend the Chinese Export Commodities Fair in Canton from 15-20 October 2006.

Chinese Export Commodities Fair, also called Canton Fair, is held twice a year in spring and autumn since it was inaugurated in the spring of 1957. It is China's largest trade fair of the highest level, of the most complete varieties and of the largest attendance and business turnover. Preserving its traditions, the Fair is a comprehensive and multi-functional event of international importance.

ACT Business Development delegation seized this opportunity and investigated the Chinese market for state-of-the-art audio and security solutions that are considered of high importance to vast number of ACT customers.
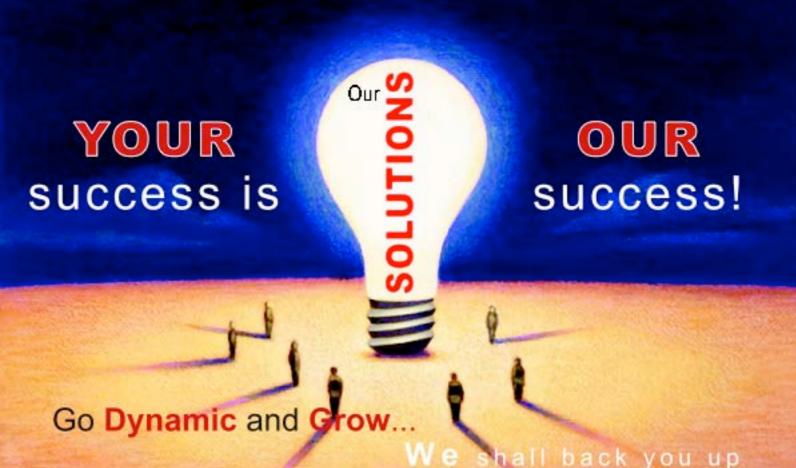
# ACT in GITEX

ACT participated in one of the world's top IT exhibitions, Gulf Information Technology Exhibition known as GITEX, during the period from November 18 to November 22 in Dubai. ACT presence was through a delegation that included Mr. Hassanein Tawfiq, Mr. Emad Osman, Mr. Walid Samy, Mr. Amr Abbas, Mr. Mohamed Abou El Leil, and Mr. Mohamed Tawfik. The objective was to meet with ACT vendors, customers, and to bring new technologies into Egyptian ICT Sector. GITEX is held yearly during the last quarter celebrating its 26th anniversary this year. New for this year, was the launch of GULFCOMMS, telecommunication event. GULFCOMMS included the latest in telecommunication networks, mobile communications, next generation networks, and IP technology.

# YOUR success is *Our* SOLUTIONS OUR success!

## Go **Dynamic** and **Grow**...

## We shall back you up

Successful businesses do not remain static - as they grow their requirements alter.

We believe that many industries are in an era of tremendous opportunity and significant change. Those companies that successfully build an IT infrastructure that supports their evolving business objectives are the winners. At the heart of this era's challenges is the age-old problem of having the right products, at the right place, at the right time.

Our solutions solve the business IT critical issues. We strive to offer comprehensive, scalable and proven solutions for the ICT sector.

We believe in delivering the technology that best achieves the goals of our customers. We make every effort to assess, understand and meet our customers' needs.

# **micros** ▸ **FIDELIO**

## N E W S

### Opera News:

- OPERA Statistics - August 2006
- PMS Total Installs                  6863
- S&C Total Installs                  1230
- ORS/OCIS Total Installs              35
- ORS/OCIS total Properties          4600

### Suite 8 News:

- V8 Installations 2006 till August   376
- Total V8 installations             1237

Arsenal's Emirates Stadium Selects MICROS 9700 Hospitality Management System to Service 60,000 Fans
For more details:
http://www.micros.com/CompanyInformation/News/PressReleases/Arsenal06.htm

# ACT Projects

## Implemented Projects

### Hospitality Sector

| Customer name | Project Description |
|---|---|
| • Sheraton Heliopolis | Opera FO & Sales and Catering Migrations. |
| • MP Jollie Ville Luxor | suite 8 FO, MFF and MC Migrations. |
| • Semiramis Inter Conti | Opera FO & Sales and Catering Migrations. |
| • ACCOR Sofitel Sphinx | FO v7, MFF, MC and Micros POS. |
| • Balbaa Group Sharm  (Kahraman) | FO 8, MC, MFF and Tiger CAS. |
| (La Gouna Vista) | FO 8, MC, MFF and Tiger CAS. |
| • El Basha Resort Hurghada | FO 8, MC and Micros POS. |

## Projects Under Implementation

### Hospitality Sector

| Customer name | Project Description |
|---|---|
| • Carols Hotels & Resorts Hurghada | FO 8, MFF, MC and Human Resources. |
| • Savita Sharm (Abou Ghali) | Network/OS/Opera FO/MFF/ MC/Micros POS. |
| • Palm Hills October City | Network/HW/Micros POS/MC/MFF/Security. |
| • Coral Plaza Sharm | Opera PMS ,IFC,MC,MFF ,O/S, H/W , Micros POS , Tiger. |
| • Grand Hyatt Cairo | OS/Opera FO/IFCs/MC. |
| • Steigenburger Hurghada El Dau | HW/Network/Security/OS/ Opera FO /MC/MFF/Payroll/POS. |
| • Reef Oasis Beach Resort | HW/Opera FO/MFF/MC/OS. |
| • Jollie Ville MP Sharm | HW/MC/MFF/FO. |

# Partners

actis.bsp
Germany

itracks

ResPAK

BENTLEY

micros FIDELIO

SensorTec
Canada

Blue Coat

micros FIDELIO
Financials

TIGER
communications plc

CISCO

Microsoft
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Partner

TONBELLER®
Software ■ Consulting

GEUTEBRŪCK

nexus
Providing safety in a digital world

tyco
Electronics

Preferred Partner

hp
invent

Novell.

3COM

inf_r

ORACLE