Corporate Profile

HTC (Hussam Technology Company) is a leading reseller/system integrator of Information and Communications Technology (ICT) and software solutions for the GCC region. We specialize in innovative solutions and product introductions into Service Provider/Enterprise accounts across the GCC. Specialties include Mobile Backhaul, Business Services, Network Performance Management, Wireless technologies, Optical, Carrier Ethernet, and all related Professional Services.

HTC's company mission is to bring new and exciting technologies and products into the Middle East region. By introducing cost-effective and cutting-edge solutions to ever expanding Service Provider/Enterprise business challenges, HTC is contributing essential infrastructure for the development and progress of the GCC region. We stand behind all products supported and selectively promote only those that are quality and extensively tested solutions. Simply, HTC is about innovative technology and products available today, for business solutions today.

Founded in 2005, HTC has offices in Muscat, Sultanate of Oman and Dubai, United Arab Emirates. HTC is an affiliate of the Ali and Abdul Karim Group of Companies (AAKGC) that has a turnover of more than 90 Million USD per annum.

Company Mission

HTC's mission is to design and deliver pertinent cost-effective cutting edge ICT solutions for the GCC region through collaboration with professional channel partners who emphasis on quality and reliability. This stems from the company's vision of enhancing the region's ICT infrastructure which is essential for the development and progress of the region.

HTC strives to maintain its excellence in providing network infrastructure solutions, distribution and access solutions. Examples of HTC partner in the some of the different domains include: *Optical solution partners* such as ADVA Optical Networking; *Wired solution partners* such as Accedian Networks, ADVA Optical Networking, Cisco Systems, HP, InfoGuard and Juniper; *Wireless solution partners* such as BridgeWave, fSONA, Huber+Suhner, InfiNet, Juniper, LightPointe, MeshDynamics, Trango and Zinwave which cover different technologies that include *Active DAS, Free Space Optics (FSO), Millimetre-*

wave, *Microwave*, *WiMAX*, *Wi-Fi Mesh Networks*, *Outdoor* and *Indoor Wireless LAN*.

HTC also provide passive networking solutions including UTP and fiber cabling, terminations, cabinets etc. We also undertake the supply and erection of communication towers, monopoles and shelters.

Vertical segments that HTC typically endeavours in include *carriers*, *CCTV surveillance*, *VoIP*, *the financial sector, the public sector, military and homeland security, the industrial sector, enterprise and mid-market sectors*.

Services

HTC specializes in designing and providing wired/wireless infrastructure, distribution, access, and software solutions.

The services HTC provides include:
- Professional Services and Network consultancy for wired/wireless and wired networks
- Conducting site surveys and evaluations
- Assessment and evaluation of client requirements and design and proposing the appropriate solution
- Implementing and commissioning of solutions
- Managed Services of the commissioned project based on SLA mutually agreed with the end customer
- Equipment & Solution Assessments
- Customized Product and Technology training
- Regulatory Services to consult and acquire Type Approvals with the relative Telecommunication Regulatory Authority (TRA).
- Turnkey Projects which include all the above

Project References

Below is a minimal list of HTC's key references

MecdoEnergi

MedcoEnergi is a leading oil and gas operator with an oil concession under their management in the Sultanate of Oman. The area of operations covers between 350-450km^2

and a wireless communications system was required for their private data and voice communication. HTC was awarded the turnkey project to survey the territory, design, and rollout the wireless network including the towers and power infrastructure. Commissioning, training the local technical staff, second level support was included in the turnkey project. HTC was evaluated by MedcoEnergi as their highest rated Contractor of 2007.

University of Nizwa

University of Nizwa is a leading university in the Sultanate of Oman; and is its first and only non-profit university. University of Nizwa is also one of the fastest growing Universities in Oman with a newly completed research centre and a growing department of Information Systems. The department of Information Systems of the University of Nizwa is perhaps the biggest in the Gulf in terms of students' population. HTC was awarded the contract for designing and deploying the University's indoor and outdoor campus wide wireless network. HTC successfully deployed a Trapeze Networks (now owned by Juniper) solution which continues to grow annually.

Private Links for the Financial Sector

Oman's first registered private link is that of BankMuscat which was a 1Gbps fSONA free space optics link deployed by HTC. BankMuscat is the leading financial services provider in the Sultanate of Oman with a strong presence in Corporate Banking, Retail Banking, Investment Banking, Treasury, Private Banking and Asset Management. The bank, with assets worth over US$15 billion, has the largest network in Oman exceeding 130 branches, 386 ATMs, 131 CDMs and 4500 PoS terminals. Since then HTC has installed tens of private links for the financial and oil and gas sector with 100% market share of MMW links and over 70% of FSO links in the Sultanate.

Service Level Management for Carriers

HTC has worked extensively with carriers in the GCC testing and implementing various Service Level Management (SLM) solutions for monitoring, assessing and auditing service level agreements (SLAs) with customers on Layer 2 and Layer 3 links. The first commercial launch of such a system is expected in Q1'2011.

Company Ownership and Senior Management Team

HTC is Limited Liability Company and was founded by several partners including AAKGC (Ali and Abdul Karim Group of Companies) and Dr. Firas Al-Abduwani.

Mr. Abdul Karim is a qualified mechanical engineer from the UK and Mr. Ali Hassan is a financial expert who qualified from the USA. In 2004, the brothers jointly received the Award of Emerging Entrepreneur Awards 2003, one of the prestigious Oman Excellence Awards.

Dr. Firas graduated as a mechanical engineer from Imperial College London and obtained his masters degree and doctorate in petroleum engineering from Heriot-Watt University and Delft University of Technology respectively. With a passion in communication technologies and his dedication to customer satisfaction, Dr. Firas is ideally positioned to strive and meet HTC's core mission objectives.

Mr. Justin Robinson, General Manager of HTC's UAE Office, is a seasoned manager with a strong technical background in the areas of networking and carrier solutions. He joined HTC following a career and long term relationships with some of HTC's principal vendors and Key Accounts. Justin has a dedication to the technologies, customer success, and to the region's growth in advanced technologies meeting the new business challenges of today and the future.