

Adding value to clients only comes after we define our own core values.

Integrity

At the core of our values is our honesty, trust, focus and dedication to our clients.

Professionalism

We believe in delivering solutions through hard work, intelligent insight and objectivity.

Responsiveness

We understand our client's desire for timely, proactive and quality response.

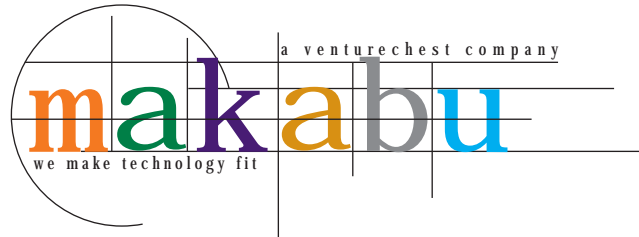
Passion

We are passionate about software and client service.

Innovation

We are a relationship driven organization.

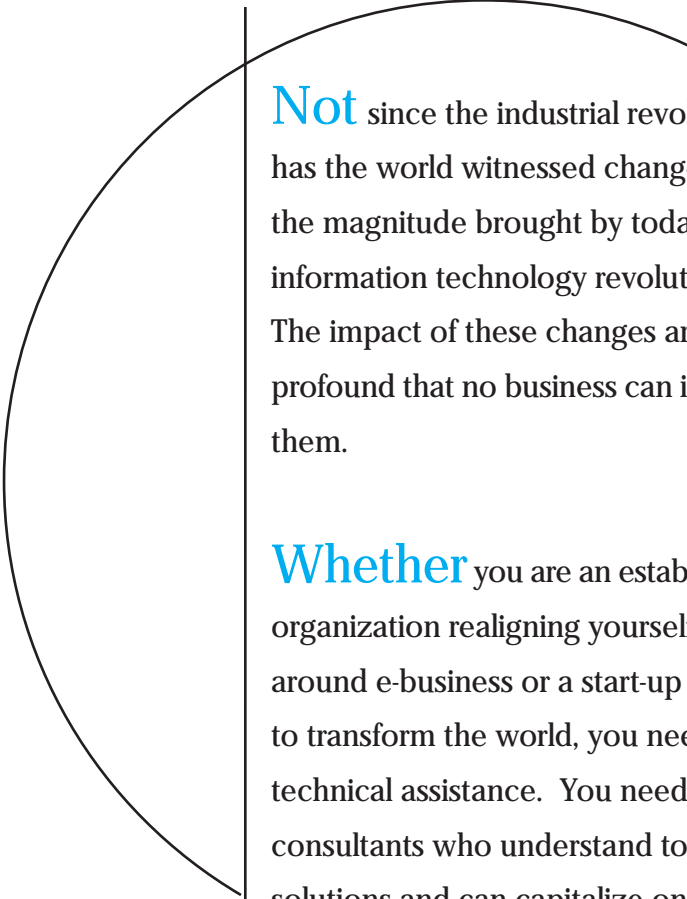
We realize that winning solutions in today's economy require a street-smart and entrepreneurial approach .



With the new millennium comes a new kind of software company delivering innovative, high quality, reliable and low-cost solutions to its clients.

With the new millennium comes a new generation of professionals thriving in an environment that is energizing, creative and challenging.

Washington D.C. | Islamabad | Karachi



Not since the industrial revolution has the world witnessed change of the magnitude brought by today's information technology revolution. The impact of these changes are so profound that no business can ignore them.

Whether you are an established organization realigning yourself around e-business or a start-up ready to transform the world, you need technical assistance. You need consultants who understand today's solutions and can capitalize on opportunities that fit your individual company's requirements regardless of your size or circumstances.

we are that company. **we make technology fit.**

Out of the chaos of today's environment, a new form of company is emerging. One that finds a competitive advantage anywhere around the globe and brings that advantage to you.

we are that company. **we make it affordable for you.**

In the new economy, partnerships are important so that you can concentrate on your core skills without heavy investment in non-core capabilities. Successful partners should be focusing on you.

we are that company. **we make it easier for you.**

The digital economy requires you to be faster than ever before. You need consultants who can develop products and deliver solutions in days rather than months.

we are that company. **we make it faster for you.**

we are makabu

expect results at **e**-speed

our advantage

technology
fit

We maximize value to our clients through our unique approach to business. We participate in the new economy by providing a low cost but highly skilled software development house; a professional services team that partners with you on-site; and a research and development team dedicated to developing enabling technologies for the Internet.

First, we pride ourselves on our in-depth expertise in the leading corporate applications, programming languages, underlying hardware platforms and supporting work management tools. This expertise is a product of seasoned professionals, rigorous training and active alliances with the new economy's technology leaders.

affordable

faster

Second, we combine our strategy, project management, analysis and design skills with South Asian software expertise and inherent cost advantages.

Third, we manage our growth through keeping the needs of our current customers in mind. Our business model is based on strong and long lasting relationships as opposed to short one-time transactions.

Fourth, our project management protocols are geared towards delivering robust, high quality client solutions at 'e-speed.' 24-Hour dedicated communication channels and shift-based development teams are just a few examples of how we ensure that our client will benefit from our low development costs and reduce their time to market.

our business focus

E-solutions group

Corporate customers are placing greater emphasis on integration and interpretability of different types of software. Solutions to integrate and web-enable ERP (back office, SCM, SFA and CRM) applications will become the main focus of software companies.

The need to change supply rapidly, collectively plan and schedule with partners and personalize customer treatment will increase significantly as more companies feel the pressure to come on-line.

Packaged middleware solutions for Enterprise Application Integration (EAI) will emerge as a major market that will connect e-business systems to other enterprise applications.

We have developed the e-solutions group that focuses on integrating large scale business applications and package software solutions.

E-products group

The emergence of new platforms such as web-enabled mobile phones, hand held computers and consumer information appliances will lead to a plethora of M-commerce products.

Industry specific applications will become more prevalent as old economy companies quickly move to e-business.

Products that better the speed and reliability of data transmission through a variety of networks will become increasingly important.

Our e-products group provides corporations and global entrepreneurs with the technical resources to convert their ideas into marketable products. Our approach allows the client to utilize our in-depth understanding of underlying technologies.

e-solutions group

content digitization

system integration

application configuration

porting

interface development

The e-solutions group comprises of multi-disciplinary teams capable of delivering sophisticated web solutions at low cost. Current capabilities range from content digitization to integrated e-business solutions, system integration and network management. This includes, for example, development of horizontal and vertical marketplaces (e-procurement) and content personalization (e-commerce).

our technical experience.....

technologies:

ASP, JSP, CGI, Servlet, WAP, COM/DCOM, EJB Scripting, ADO, E-Commerce, M-Commerce.

development tools:

MS Visual Studio, Dreamweaver
FLASH, PhotoShop, Fireworks,
Animation Shop, Paintshop Pro,
JBuilder, J2EE, Visual Age,
Rational Rose.

e-products group

m-commerce
products

web based products

website design

application
development

The e-products group is comprised of highly skilled programmers that focus on building leading edge technology products on behalf of global clients. Current capabilities range from creating sophisticated transactional based websites to developing prototypes for 'proof-of concept' and ready for market products. This includes a focus on development of products that integrate the Internet with wireless communications.

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operating systems:

Windows NT/95/98/2000
Linux, Unix, Sun OS.

programming languages:

C++, Visual C, Visual Basic, Java,
Perl, C#, HTML, DHTML, XML/XSSL,
WML, Design/CPN.

database:

Oracle, MS SQL Server, Sybase SQL
Server, MS Access.

our people

Farid Masood
Chairman, Makabu USA
Chief Operating Officer, VentureChest

BS, MS in Systems Engineering University of Virginia
MBA Cambridge University

Professional Experience:
American Management Systems
PricewaterhouseCoopers

“At Makabu we keep investing in our partnerships with global system integrators so that our technical resources remain current with the phenomenal pace of technological change that our industry is witnessing.

As firms continue to increase efficiencies while reducing cost, it is particularly important to me that Makabu leverages the superb technical resources of a low-cost region such as South Asia, allowing them to climb the technology value chain and become a full partner of Makabu and other global technology businesses. I am confident that Makabu can create sustainable value for its clients by focusing on the skill-sets of our professionals and managing our growth to ensure that our small clients receive the same commitment, quality and depth of Makabu resources as do our global partners.”

Emry Robinson
Acting CEO, Makabu USA
Associate Partner, Andersen Consulting

BA in Political Science and Economics,
Swathmore College
MBA Carnegie Mellon University

Professional Experience:
Booz Allen & Hamilton
PricewaterhouseCoopers
Andersen Consulting

“Many technology solution companies are looking for outsourcing partners to meet client demands for cost-effective solutions. Outsourcing relationships typically have built-in inefficiencies which are reflected in either poor quality or delayed delivery time.

Makabu differentiates itself from its competitors by having an in-house central development facility in the Indian sub-continent rather than relying on ‘arms-length’ outsourcing relationships. Cross-function training, shared resources and dedicated communication channels between the field location and the development center ensure that all members of a project team are aware and responsible for client deliverables regardless of their physical location.”

Mansoor A. Khan
Chief Executive Officer, Makabu Pakistan

BS in Electrical Engineering, UCLA
BS in Civil Engineering, California State University

Professional Experience:
Elixir Technologies
Artal Group of Companies
Rel-Soft, Reliance Group of Companies

“Before partnering with VentureChest to develop Makabu Pakistan, I was involved in developing Pakistan’s first major off-shore software development business. My experience as a field engineer for fifteen years was extremely useful in developing project management protocols that are critical to the success of this business model. At Makabu Pakistan, however, we are much more than an outsourcing resource; we are part of a global company with global recruiting standards, global compensation systems and global career paths.”

VentureChest
Sponsors and Advisors

Management Team Experience:
IBM
Monitor Company
PricewaterhouseCoopers
Union Bank of Switzerland
Warburg Dillon Read
Cambridge University
Harvard University
Northwestern University

“VentureChest, a technology development capital group, is the pioneer in the development and growth of Internet and technology related businesses in South Asia and Middle East. We recognized early on that businesses in this region will continue to require a blend of management and venture capital resources, so our incubation model provides for both “ says Adnan Afridi, CEO VentureChest.

“We have established several successful businesses in local market conditions of South Asia. Moreover, we have access to a global network of entrepreneurs, venture funds and strategy advisors who provide invaluable support to our operating companies.

Dr. A.H Bhatti

Senior Consulting Scientist, e-products group

BE in Electronic Engineering, Mehran University
MS in Nuclear Engineering, Quaid-e-Azam University
P.hd Sheffield University, UK

Professional Experience:
NetCom

“I joined Makabu because it gave me the opportunity to explore the latest technologies and help develop creative and market ready products. For me it was refreshing to see a company bring a professional approach to management and compensation of its Pakistani division.

From the start, Makabu was able to leverage its relationship across the globe to bring the latest technological advances and industry trends to my knowledge. This provided me the freedom to explore the best ways to take business advantage of the new technologies and create new products for the market.”

Farrukh Amin

Senior Software Engineer, e-solutions group

BSc in Electrical Engineering, UET

Professional Experience:
Elixir Technologies
Informatics

“Energizing is the best way to describe life at Makabu. My primary responsibility is to learn new technologies from Makabu’s global technology partners and teach them to fellow developers so that they in turn can become trainers of these technologies. Also, we are encouraged to develop close relationships with members of our marketing and project management teams around the globe to ensure that all of us learn from each other’s experiences. I am continuously learning at Makabu.”

our facilities

Corporate Headquarters

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Bethesda, Md 20817
USA

Tele: 917.741.6241
E-mail: info@makabu.com

Corporate Operations

405 Clifton Centre
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Clifton, Karachi 75600
Pakistan

Tele: +92. (21).111.999.555
Fax: +92. (21).583.0213
E-mail: info@venturechest.com

Software Development

Software Technology Park
4th Floor
5-A, Constitution Avenue,
Islamabad 44000
Pakistan

Tele: +92. (51).111.999.555
Fax: +92. (51).220.6679
E-mail: info@makabu.com

Our corporate headquarters are located on the East Coast of the United States providing access to technology communities in New York, Washington DC and Boston, MA. In addition, through our network of partners, alliances and advisors, we have access to companies in Ireland, United Kingdom, Australia and Middle East.

Our offshore software development facilities are located in Islamabad, Pakistan. Situated in Islamabad's Software Park, Makabu professionals have access to dedicated bandwidth, secure data communications, high speed Internet connections, video conferencing and uninterruptible power supply.