

# NetSol



## **CEO Talk by Salim Ghauri**



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# What is Success

- Career?
- Wealth?
- Recognition?
- Happiness?
- ...?



# How Does Success Come

- Not by accident
- Requires
  - Hard work
  - Passion
  - Learning
  - Sacrifices
  - Commitment
  - Perseverance



# How to Succeed in Life

- Take responsibility for your actions
- Avoid finding excuses for your failures
- Accept that life isn't always fair, and focus on what you can do
- Become a doer



# Traits of the Entrepreneur

- A passionate believer
- A dreamer
- Willingness to start with nothing
- Zero Dependence upon the environment
- Ability to create opportunities where there are none
- Ability to seize opportunities as they occur
- Ability to take risk

# Starting with a Dream

- 1977 – Salim, fresh petroleum and gas engineer, realized the promising future of computing
- 1979 – Quit a high paying job to work for Citibank IT department
- 1981 – Started offering consultancy and training in IT in Saudi Pak
- 1986 – Moved to Australia, became a successful software consultant
- 1995 – Returned to Pakistan with a vision to build a new Pakistani IT enterprise



# NetSol: The Journey to Success

- 1996, a small IT firm called Network Solutions
- 1997, first business contract from Thailand
- Mercedes Benz, first customer!
- Today, we serve Mercedes in 11 countries
- Global blue chip customers across six continents
- NFS, a globally recognized brand



# Differentiation for Success

- Differentiation through quality
- Differentiation through human resource
- Differentiation through leadership





# Differentiation through Quality

- 1998 – First IT company to acquire ISO 9001
- 2002 – Pioneered CMMI in Pakistan
- 2005 – First Pakistani company to achieve CMMI L5
- 2008 – ISO 27001
- 2011 – ISO 20000
- Today, few companies in the world match these credentials



# Differentiation through HR

- One of the best IT organizations for development of IT professionals
- Offering rich exposure on complete life cycle projects
- International and diverse work opportunities
- Focus on drawing best talent and developing them professionally
- Winner of Best IT Employer award, several times



# Differentiation through Leadership

- Leadership and vision to help set our business apart from others in the region
- Investment in infrastructure and quality processes even during times of industry crisis
- Positioning NetSol as a leading global organization serving the global financial industry



# Youth and Leadership

- A motivated and engaged youth can put country on the path of change
- With education and mentoring, today's youth can become tomorrow's leaders
- Leadership implies both good sense and hard work – no short cuts to success
- Making our world a better place for everyone



# The Role of Youth in Business

- Pakistan blessed with a large youth population
- Immense opportunities for development in cities like Lahore
- Modern Pakistani youth highly engaged, motivated and connected
- Huge potential to transform economy and society through youth led change

# NetSol and Youth

- NetSol a great organization for youth to launch their careers
- Several opportunities in IT, HR, Marketing, Finance, etc.
- Youth a source of creativity, innovation
- Exposure to modern best practices
- Opportunity to interact with hundreds of colleagues from diverse backgrounds
- NetSol consistently 'Best Employer' for many years



**SUCCESS IS NEVER YOURS**

# Thank You

