

TLC

Techlink

Communications

Q3
2020

NEWSLETTER



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Opportunities are made, not found

Cybersecurity Risk Management Framework Workshop

September 30, 2020: Clients from MCB Bank Ltd, Mobilink Microfinance Bank Ltd, Byco Petroleum Pakistan, Getz Pharma Private Ltd and IBM Canada has attended a two day online workshop on "Cybersecurity Risk Management Framework". Thank you to the following individuals for attending this session.



- Wajahat Arshad – CISO, MCB Bank Ltd
- Tayyaba Suman – Dept. Head IS Governance, MCB Bank Ltd
- Asma Tahir – Unit Head IS Awareness & Enforcement, MCB Bank Ltd
- Rana Adnan – Unit Head IT Risk, MCB Bank Ltd
- Muhammad Azhar – Senior Manager SOC, MCB Bank Ltd
- Muntazir Abbas – Officer Information SOC, MCB Bank Ltd
- Ali Atif – Senior Officer Information SOC, MCB Bank Ltd
- Qamar Saleem – Manager IT Risk, MCB Bank Ltd
- Muhammad Harris – Senior Manager IT Infrastructure, Getz Pharma
- Rehan Haider – Associate Manager Network Security, Getz Pharma Pvt Ltd
- Syeda Areeba – Information Security Analyst, Getz Pharma Pvt Ltd
- Lubna Aijaz – Asst. Manager IS, Mobilink Microfinance Bank Ltd

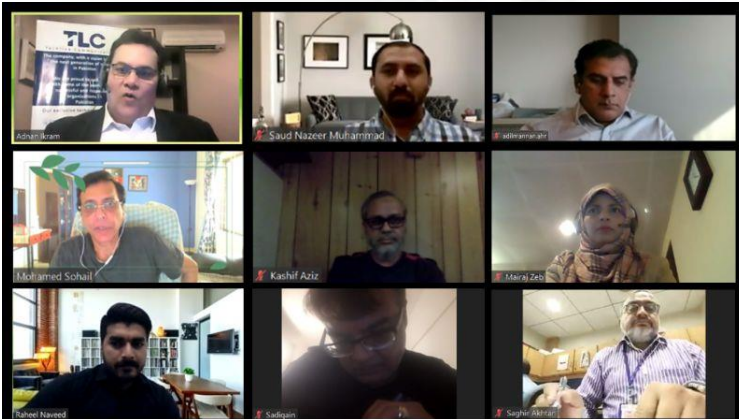
- Khawaja Khurram Arshad – GM MAS, Byco Petroleum Pakistan Ltd
- Zeeshan Manzoor – Senior Manager, Byco Petroleum Pakistan Ltd
- Kashif Aziz Siddiqui - Software Consultant, IBM Canada
- Mairaj Zeb - Co-Host, TLC
- Adnan Ikram - Host and Workshop Instructor, TLC



Next online workshop is scheduled on October 27, 2020 and Face-to-Face is due on October 30, 2020 at TLC Karachi Office.



Business Resilience and Data Protection Best Practices Workshop



September 24, 2020: Clients from Byco Petroleum Pakistan Ltd, Getz Pharma Private Ltd, IBM Canada, NIFT and Consulting Business Solutions attended a two day online workshop on "Business Resilience and Data Protection Best Practices" conducted by TLC.

Thank you to the following individuals for attending this session.

- Saud Nazeer – Manager IT Systems, Getz Pharma (Pvt) Ltd
- Raheel Naveed – Sr. Network Engineer, Getz Pharma (Pvt) Ltd
- Kashif Aziz Siddiqui – Software Consultant, IBM Canada
- Adil Mannan – Sr. Manager Apps., Byco Petroleum Pakistan
- Saghir Akhtar – Manager Procurement, NIFT
- Muhammad Sohail – IT Consultant, CBS
- Sadiqain Khoja – IT Consultant, CBS
- Mairaj Zeb - Co-Host, TLC
- Adnan Ikram - Host and Workshop Instructor, TLC

Next online workshop is scheduled on November 3, 2020. For additional information write to us at info@tlcpak.com



To view the complete list of our courses, please visit <https://www.tlcpak.com/educ.html>

Conflict Management and Resolution

September 1, 2020: clients from Colgate-Palmolive, EFU Life Assurance Ltd, ETSS, IBM Canada, Interloop Ltd, MCB Bank Ltd, Pakistan International Container Terminal Ltd, and U Microfinance Bank Ltd has attended a "Conflict Management and Resolution" workshop that was imparted online from Karachi by TLC. Thank you to the following individuals for attending this session.

- Ashfaq Ahmed - GM IT, EFU Life Assurance Ltd
- Rizwan Mohsin - DGM MIS, Interloop Ltd
- Ghulam Moinuddin - Service Delivery Manager, ETSS
- Tariq Shah - Assistant Manager, PICT
- Mohammad Waqas Siddiqui - Deputy Manager IT, PICT
- Mohammad Rizwan Abid - Manager Systems, Colgate-Palmolive
- Shahid Hussain - Manager Systems, Colgate-Palmolive
- Muhammad Usman Ali - Manager L&D, U Microfinance Bank Ltd
- Fida Mahmood – Asst. Manager Recruitment, U Microfinance Bank Ltd
- Awais Mukarram – Asst. Manager HR Operations, U Microfinance Bank Ltd
- Agha Khurram Hassan - Department Head Business Solutions, MCB Bank Ltd
- Usman Jamal Ahmed - Department Head IT Compliance & Internal Controls, , MCB Bank Ltd
- Farhan Ali - Department Head Database Administration, , MCB Bank Ltd
- Rizwan Bukhari, EFU Life Assurance Ltd
- Naseer Ahmed, EFU Life Assurance Ltd
- Asif Abdul Ali, EFU Life Assurance Ltd
- Kashif Aziz Siddiqui - Software Consultant, IBM Canada



This workshop was delivered by Adnan Ikram

Today soft skills are essential for managers and leaders specially when building technology frameworks and future roadmaps where one usually face several challenges within an organization to solve complex problems where taking key stakeholders on-board is a bigger obstacle. We have developed a series of soft skills workshops that you can consider for your teams.



Cybersecurity Risk Management Framework

August 19, 2020: Clients from EFU Life, ETSS, Expand Research (a BCG Company, UK), Interloop Ltd, and Soneri Bank Ltd has attended a two day "Cybersecurity Risk Management Framework" workshop that was imparted online from Karachi by TLC.

Target Audience:

- Ashfaq Ahmed - General Manager IT, EFU Life Assurance Ltd
- Ibad Rizvi - Operational Risk Manager, Daiwa Capitals Markets UK
- Rizwan Mohsin - DGM MIS, Interloop Ltd
- Muhammad Awais - Manager MIS, Interloop Ltd
- Allah Ditta - Assistant Manager MIS, Interloop Ltd
- Faris Ali Khan - Project Manager, Soneri Bank Ltd
- Mansoor Alam - Team Lead Application Support, Soneri Bank Ltd
- Ghulam Moinuddin - Service Delivery Manager, ETSS
- Mairaj Zeb - Co-Host, TLC
- Adnan Ikram - Host and Workshop Instructor, TLC



IBM AIX Operating System Courses



It gives us immense pleasure in announcing educational program for IBM AIX platform for our valued customers. There is a huge local and global demand but limited AIX related training offerings in country, TLC has embarked on offering technical trainings for individuals and companies to acquire, maintain and optimize their AIX skills.

The AIX educational program shall be conducted by AIX certified instructors, imparting UNIX training since 1991. Our instructors are involved in providing AIX education and training to numerous customers both locally and internationally for IBM and GBM customers.

For complete details, please visit our education page.
<https://www.tlcpak.com/educ.html>

Listen to our customers who have attended our education and training services program.



Visit the following page to see our client feedbacks on the quality of our education and training services program.

<https://www.tlcpak.com/CustomerEXP.html>

TLC has announced their second half 2020 Education and Training Services program schedule. To view the complete details, please visit the following page.

<https://www.tlcpak.com/schedule.html>

To view the complete set of group photographs of our clients attended our technology workshops, please visit the following page.

<https://www.tlcpak.com/photos.html>

Due to COVID-19, TLC has announced a WFH program for imparting online workshops



In view of COVID-19 pandemic, all of our workshops can also conducted online as a part of client WFH strategy. For additional information, please see Page 6 of this newsletter.

Our clients & their valuable feedbacks on the quality of our education and training services attended in 2020.



TLC Educational and Training Services Program is build on a vision to develop vendor neutral professional courses in the field of IBM AIX operating system, Storage technologies, Digital Transformation, Information Security and Cybersecurity, Enterprise Architecture, CISSP Exam Preparation and Essential Soft Skills. Our courses are build to elevate the knowledge level of our customers to understand the core technologies where they can enable themselves in rightly optimizing their solutions without much depending upon vendors support and help their organizations to achieve the desired goal and vision of their organization.



Cybersecurity Risk Management Framework Workshop

This is very useful and inspiring workshop and I am really delighted to be a part of this session.

I am also inspired the way Adnan has delivered the overall content of this workshop. He has also have a practical experience to deliver such content in depth which is a best part of this two day session. It has been interesting and presented well.

I am really pleased and look forward considering TLC in future for taking more technology workshops for myself and my team. Thanks Adnan!

Ashfaque Ahmed
 General Manager IT – EFU Life Assurance Ltd



Cybersecurity Risk Management Framework Workshop

This is the second TLC course that I've had the pleasure of attending and the content covered definitely exceeded my expectations.

As always, Adnan was very thorough in introducing and reinforcing Cyber and InfoSec concepts especially integration of NIST and ISMS in enterprise risk management frameworks, supported by real life examples from his elaborate industry

experience. This session is a must attend for all technology professionals, especially those working in operations and risk.

Ibad Rizvi
 Operational Risk Consultant



You receive an uncompromising quality of training delivered by knowledgeable and enthusiastic instructors who adhere to rigorous standards of excellence and quality.

TOGAF Enterprise Architecture Framework Workshop – Code: TN222



This one day workshop is designed to familiarize you and your team with the fundamental knowledge on TOGAF enterprise architecture for creating technology roadmaps. You will be able to use the EA to identify key architecture framework components—data, function, technology and people. You will learn to use the Business Framework to identify what business information needs to be collected, strategies for collecting the information and approaches for organizing it

Enterprise architecture is a hot topic but what exactly is it and what does it mean for different organization? In this session, we talk about EA in two ways. First we discuss the pace of change and the imperative it creates for businesses. Next we provide the context for business transformation and what it takes to win in the digital age by solving your problem by using appropriate EA tools.

The first online workshop is scheduled on **November 24, 2020**.



TOGAF Enterprise Architecture Framework



2020 Schedule

Course Outlines:

Unit 1 – Business Challenges and Enterprise Strategy

Unit 2 – Enterprise Architecture Overview

Unit 3 – TOGAF Foundation



This workshop will be imparted by TOGAF 9 Certified resource

Target Audience:



- CIO/CTO
- IT Directors
- Senior IT and Business leaders
- Strategic Planners
- Solution/IT/System Architects and
- Business Analysts.

<https://www.tlcpak.com/tn222.html>

The Core Fundamentals of SAN Zoning Workshop – Code: TN584



Zoning is the way Storage Area Networks (SANs) keep devices isolated from each other; this has implications for security, fabric stability, and resource management. Without zoning, it would be very common for a problem on one host to be able to affect every host in the fabric; without zoning the problems this can cause are difficult or impossible to troubleshoot.

In this workshop we will be discuss core fundamentals of SAN Zoning and different types of zoning implementation methods starting with the worse case and progressively improving the granularity of zones. SAN Zoning best practices and recommended guidelines is an essential part of this session.

The first online workshop is scheduled on **November 17, 2020**.



The Core Fundamentals of SAN Zoning

These two workshops are scheduled in November 2020 as a part of our online WFH program.



These courses are designed on the basis that you have got nothing to lose and everything to gain.

For registration, please write to us at registration@tlcpak.com

Systech Illinois offers a wide variety of solutions for all industry applications covering food and beverages, pharmaceutical, healthcare, packaging and process industries. TLC is an exclusive partner for Systech Illinois and are providing solution of their oxygen analyzers, moisture analyzers and gas analyzers for these industries for more than 25 years in Pakistan with full fledge teams of pre and post-sales support

For complete range of products please visit
<https://www.systechillinois.com/en/>
 or for complete product information write to us at info@tlcpak.com



TLC has successfully installed and tested 6500 Headspace Analyzer at PepsiCo from Systech Illinois, UK



PEPSICO

July 10, 2020: All the edible products that have a shelf life have to go through a rigorous Q&A measures meeting international standards and compliances therefore, selecting a right solution for film adhesives and flexible packing is one key domain that holds a significant importance when it comes to protecting of their brands.

TLC has delivered a complete solution to PepsiCo, a trusted customer, for the packaging of their Lays brand in Lahore.



To view the complete portfolio of our Enterprise IT Professional Services, please visit the following link.
www.tlcpak.com/techwrkshp.html

For additional information, write to us at info@tlcpak.com

An outsider's perspective can bring unexpected value to your organization



EBM selected TLC for AIX Systems Security Hardening Services for IBM Power Server



Zaid Umer Farooqui
 Head of IT

We are an IBM customer running IBM AIX 7.1 on Power 8 System since 2015. From a security audit point of view we shortlisted TLC Pakistan based on their expertise on the subject especially with Adnan Ikram being one of the well known AIX experts in Pakistan.

The 5 day workshop exercise conducted by him was very exhaustive and touched all the critical points in details. The surprise comes in after the actual workshop in the form of a detailed and comprehensive Audit & action report that was done very professionally. Each area was explained, risks

identified and the counter measures also given in details. The workshop helped us identify some critical shortfalls that were addressed immediately with ease.

For any organization opting the AIX platform, I strongly recommend to have this workshop conducted as it gives a lot of insight especially on the best practices & security risks for AIX running on Power Systems Servers (should server equally good for Linux as well) as usually these are the areas often overlooked during the implementation phase due to shortage of time or resources.

Wishing TLC Pakistan all the best and looking forward to engaging them on similar fronts.



Online Education & Training Services Campaign – 3rd and 4th Quarters **2020**

About the program

TLC is pleased to announce a campaign based on a stack of 9 unique vendor neutral online technology workshops as part of their education and training services program.

Our vendor neutral approach enables the attendees to learn about new technologies and trends surrounding emerging and complex issues. The idea is to equip our clients with the relevant skills so that they can understand, design and develop their technology solutions and pick the best vendor aligned with their requirements. In a nut shell, our course are developed with a strategy to fill necessary technology gaps within the human resources and enable our clients to build complex solutions without being much dependent upon their vendor's support.

This workshop campaign offers a high level of flexibility where customers can choose from a variety of workshops at their premises at budget friendly costs. We can deliver these workshops in a private format, allowing you to eliminate employee travel and lodging expenses, providing further flexibility since you will be able to choose dates that fit your diaries.

Stack of **9** Technology Workshops – **campaign**

1. Business Resilience & Data Protection Best Practices – [TN185](#)
2. Information Storage Strategies – [TN186](#)
3. Storage Information Security – [TN184](#)
4. The Foundation of Digital Transformation and Disruption Technologies – [TN210](#)
5. The Core Fundamentals of Cybersecurity – [TN225](#)
6. Information Security Essentials for Corporate Users – [TN226](#)
7. Cybersecurity Risk Management Framework – [TN227](#)
8. The Core Fundamentals of Blockchain Technology – [TN314](#)
9. The Core Fundamentals of SAN Zoning – [TN584](#)



Program Price Summary		
Group	Class Size	Fee
A	10 Students	245,000
B	15 Students	367,500



Online workshop for a group of **10 to 15** participants



About the instructor

These workshops shall be delivered by Adnan Ikram, an experienced instructor with 25+ years of industry experience as a technology leader and educationist having imparted training services both locally and internationally for IBM, GBM, Si3 and TLC customers.

Adnan's professional career spans across international enterprise technology vendors including IBM, Fujitsu, and ICL and a national organization Si3. Adnan holds various professional certifications covering a breadth of technological landscape including enterprise servers & storage technologies, Information Security, Enterprise Architecture, ITIL, Cloud, Virtualization, Green IT, and has co-authored 10 IBM Redbooks covering IBM AIX Operating System and Power Server technologies.



www.linkedin.com/in/adnan-ikram-9688408

For registration, write to us at registration@tlcpak.com

Listen to our customers on our Quality of Services <https://www.tlcpak.com/CustomerEXP.html>



Skills & expertise to help you increase your knowledge in the field of emerging technologies

Overview

Today most organizations understand that education is essential to expedite growth and to maintain a competitive advantage. In order to support this initiative, TLC has embarked upon a journey to provide the core stack of emerging Digital and Storage technologies workshops that shall enable our clients to effectively optimize their technological solutions without much reliance on vendors.

All of our technology workshops are vendor neutral specialized courses to build enterprise skills and fill the necessary local industry resource gaps that to date no professional education provider in Pakistan is offering, our exclusive training series is always complemented with professional student material for participants to take away.



- Comparable to our standard fee structure, you can save up to PKR105,000 on Group A and PKR157,500 on Group B.



Considering ongoing COVID-19 pandemic, all of our workshops can also be conducted online as a part of client WFM strategy.



Infrastructure Required for Client On-site Workshops – Customers Responsibilities for F2F Workshops

- A WiFi network connection.
- Projector and Multimedia with Speakers.
- Student sitting capacity with student name plates.
- A white/glass board with markers.
- Appropriate classroom air-conditioning.
- Lunch and Tea Breaks – Customer On-site.
- Laptop for WFM.

Tips for participating in Online Learning will be provided separately.

PRODUCT



Highlight

C300B Three and single phase power and energy calibrator, tester and protection relay test set

- accuracy class 0.02 and 0.05,
- voltage source up to 560V,
- three phase source up to 120A and single up to 360A,
- voltage and current harmonics programming,
- interharmonics and user set shapes,
- energy parameters quality programming,
- impulse inputs for electricity meters testing,
- 200kHz impulse output for meter test stations,
- start/stop inputs for protective relays testing,
- measurement AC input for measurement transformers and clamps testing,
- measurement DC input for transducers testing,
- interface RS232C and PC software Calpro 300

For additional information please write to us at info@tlcpak.com

TLC has been appointed as an exclusive partner of CALMET in Pakistan

Innovative-Developing Enterprise "Calmet" Ltd. was founded in 1989 by designers from Calibrators Laboratory of Lumel's Research & Development Centre. It was arisen for meet the needs of designing, production, selling and servicing a new kind of calibrators and electric equipment testers. Name Calmet derives from words CALibrators and METrology - the main action's field of Calmet company. For several years, about 70% of their sale has made export, mainly to EU and Asia countries.

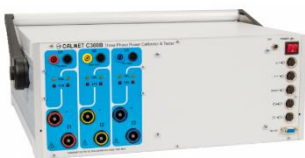
Traditionally Calmet specialize in electrical power quantities generating – calibrators of voltages, currents and power. Since 1996 they are also busy with testing electricity meters and power network parameters analyzing – meters testers, standard meters and connected with them network parameters meters. Since 2002 they have involved in generating and measuring network quality parameters - calibrators, network quality recorders and analyzers. Since 2006 they have been also interested in automation of electro-utility automatic protective equipment testing - relays and modern digital protection.

Since 1989, Calmet is associated with manufacturing of the following specialized products.

- Power calibrators and power quality calibrators
- Multifunction calibrators
- Resistance calibrators
- Electricity meters testers and reference standards
- Instrument transformers testers
- Protection relays testers
- Network quality analyzers
- Meter test stations



- TE30 - Electricity Meters Tester**
- C300B Three and single phase power and energy calibrator, tester and protection relay test set**



New generation of Three-Phase Power Calibrator with many easy to use functions for automatic calibrating and testing all type of measuring instruments and power engineering devices.



For complete company and other information, visit <https://www.calmet.com.pl>