

# TLC

# Techlink

# 3Q

# 2021

# Communications

## NEWSLETTER



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*Opportunities are made, not found*





## Decision Making and Business Analytics in Practice Workshop

**July 15, 2021:** A large group from Bank AL-Habib Limited has attended a two-day online workshop on “Decision Making and Business Analytics in Practice” that was conducted by TLC in Karachi.

Participants were introduced with types of decision-making models and their overall impact including decision-making methodologies using a wide spectrum of business analytical tools and analytical lifecycle, how organizations can improve overall efficiency of their business processes by taking emotions out of decision-making and how let data do the talking was discussed. How integration of business intelligence and business analytics can go hands in hands was also discussed. A special focus was made on presenting a model based on big data and analytics platform including business analytics use cases practiced in banking and FSS industry sectors.

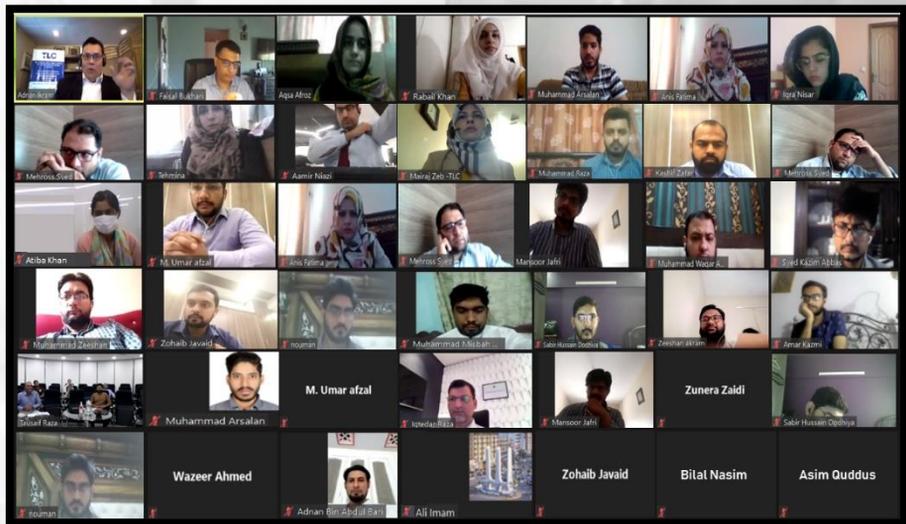
IoT has the potential to impact traditional business processes in banking. Eight use-cases based on IoT adoption were discussed including Account Management on Things, Leasing Finance Automation, Smart Collaterals, Automated Payment through Things, Risk Mitigation in Trade Finance, Wallet of Things, Frictionless Customer Onboarding and KYC, and IoT Enabled Smart Payment Contracts were discussed.

### The Core Theme of this Workshop

The theme of this workshop was based on to improve the efficiency of the entire business where you need to take the emotion out of strategic decision-making and let data do the talking. Participants were guides how to explore a decision-making model and its process which individuals can follow or imitate to ensure they make the best choice among various options enabling them to design a solution by providing guidelines to help businesses reach a beneficial conclusion.

In a nut-shell, leveraging data shall enable organizations to take full control of their business by understanding the past, the present, predicting and prescribing the future.

➔ To view the complete information on this course, please visit <https://www.tlcpak.com/tn211.html>



### ABOUT THE INSTRUCTOR

This workshop will be delivered by a TOGAF 9 Certified and IBM Certified Infrastructure System Architect and an experienced trainer with 25+ years of career experience imparting education and training services both locally and internationally and have worked for international enterprise technology vendors including IBM, Fujitsu, and ICL.

Our instructor holds various industry professional certifications in the space of enterprise servers and storage technologies, Information Security, Enterprise Architecture, ITIL, Cloud, Virtualization, Green IT, and a co-author of 10 IBM Redbooks.

The next two day online workshop on is scheduled on October 27 – 28, 2021

## Zero Trust Security Architecture Framework

**September 30, 2021:** TLC has imparted its fourth online workshop on “Zero Trust Security Architecture Framework”.

Clients from Dubai Port World, Kyndryl Canada, ETTS and Consulting Business Solutions has attended our two day online workshop. Thank you to the following individuals for attending this session.



### Clients who have attended this workshop

Following were the participants who have attended this two day online workshop.

- Tauseef Ali – Manager IT Infrastructure, DP World
- Jawwad Ahmed – AM Network & Security, DP World
- Kashif Aziz Siddiqui – Software Consultant, Kyndryl Canada
- Mehwish Razak – Team Lead Financials, IBA
- Ghulam Moinuddin – Director Technology, ETTS
- Adnan Jameel – Security Analysts, CBS
- Mairaj Zeb – Co-Host, TLC
- Adnan Ikram – Workshop Instructor, TLC

### Workshop Summary

In this session participants were taught about the ZT Architecture Framework, Identity Management principles, ZT Model and implementation methodology, approach to ZT governance including use cases and recommendations for starting a ZT journey and possible threats to ZT architecture were discussed.

Zero Trust Architecture is an alternative security model that addresses the fundamental flaw of traditional strategies—that data only needs to be protected from outside of an organization. The Zero Trust model views data security through a new lens, enabling parameters that dictate access and restrictions. In Zero Trust, you identify a “protect surface”. The protect surface is made up of the network’s most critical and valuable Data, Assets, Applications and Services – DAAS, for short.



## Key Fundamentals of Technical Writing

A new workshop announced – Skills & expertise to help you increase your knowledge in the field of technical writing

Today, as companies increasingly need to become more dynamic, interconnected and flexible, thus certain soft skills are becoming critical including technical writing.

According to various global surveys and reports, senior executives are now considering the acquisition of technical writing skills as an essential components important to fostering employee retention, improving leadership capabilities and qualities, and building a meaningful culture under an stressful challenging environment. This workshop is designed to help resources to improve there technical writing skills with a vision to develop dynamic leaders for tomorrow.

### Course Highlights:

Technical writing is unique because of its specialized content. It must convey objectivity and reach both technical and nontechnical audiences with exactness and clarity. Along with writing emails, letters and reports, the technical writer must be able to prepare definitions, physical descriptions, product specifications, procedures, test and laboratory results, and many other kinds of documents.

### Target Audience for this course

- Employees in the workplace including technology vendors, technology business partners, customers from all business industries and Line of Businesses including Business, Application, Audit, Risk, Compliance, Security, Network, IT operations, Project Management, and Legal professionals.
- This workshop is also suitable for Pre and Post Sales Technology Specialists, IT Professionals, IT Consultants, Systems Integrators, Systems & Solution Architects, Sales and Marketing Specialists, Trainers, Project Managers, Young Leaders and Managers, individuals developing education and training services material, and future Technical Writers.
- Authors, Documentation Managers, Technical Writers, Change Managers, SOP writers and validators, Forensic Investigators, and Quality Assurance professionals.
- Project Managers, Enterprise Architects, proposal writers and personals writing for Quality Change Control.

## IBM AIX Operating System Courses



It gives us immense pleasure in announcing educational program for IBM AIX platform for our valued customers. 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.

Due to COVID-19, TLC has announced an online program for imparting technology workshops



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

TLC is one of a few organizations in Pakistan whose educations and training services program is based on five complete stacks of technologies including IBM AIX operating system, soft skills, digital technologies, information and cybersecurity's, and storage technologies.

### Decision Making and Business Analytics in Practice

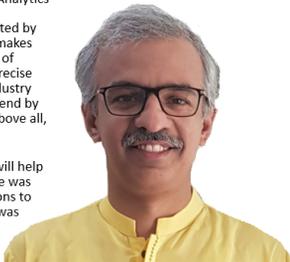


**Mr. Haroon Naseer**

Head of Digitalization

Attended a two-day online workshop on "Decision Making and Business Analytics in Practice" which was an excellent experience when it comes to latest development in the field of Big Data Analytics and Decision Making. In this course especially the pictorial representation was nicely selected that was brilliantly presented by Adnan Ikram. All the four units were carefully prepared that makes this course an interesting session covering all the key aspects of business analytics that can really help industries in taking a precise decisions. Especially the video demonstration followed by industry specific use cases discussed in this course makes it a must attend by LOBs like Digital/Data Science, Business, AI/RPA teams, and above all, senior management leadership teams.

The learning objective and stated objective was fully met. It will help me a great deal relevant to my job responsibilities. The course was delivered with correct length. I highly recommend organizations to attend this workshop who are in process of digitization. This was my second experience of attending technology workshops offered by TLC.



### AIX Systems Security Hardening Services for IBM Power Server



**English Biscuit Manufactures Pvt Ltd**

**Mr. Zaid Umer Farooqui**

Head of Information Technology

We are an IBM customer running IBM AIX 7.1 on Power 8 Systems 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 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 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 all the best and looking forward to engaging them on similar fronts.



## Second Half 2021 Education and Training Services schedule announced

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



TLC has announced second half 2021 Education and Training Services program schedule. Click the link to view the complete details. <https://www.tlcpak.com/schedule.html>

Click the link to view group photographs of our clients attended our technology workshops. <https://www.tlcpak.com/photos.html>

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>

### Building an Effective Security Operations Center Framework



**Mr. Syed Faisal Hasan**

Chief Manager

Attending an online workshop by TLC was an opportunity to learn and get groomed on the contemporary approaches of the evolving world of technology.

Beside content of the workshop, most importantly I learned new ways to handle complex world of Cyber Security through various experiences shared by Mr. Adnan Ikram across various industries. Building an effective SOC Framework open another door of wisdom to relate other areas in IT to further strengthens and synergize organizational resources. Knowledge provided during the session relates to our routine business that will help me to think out of the box and articulate a proactive strategy to handle future challenges.



### Business Resilience and Data Protection Best Practices



**Mr. Mohammad Sohail**

Independent Consultant



I would like to thank Adnan for conducting such an informative workshop.

It was really wonderful experience with Adnan after a long time. This workshop was really rich in information.

I was really impressed with the way Adnan has shared his knowledge covering business resilience following SNIA industry standard storage data protection best practices. Highly recommended workshop for IT operational teams.

Looking forward to attend more workshops offered by TLC in the space of security and digital technologies.



## Cloud Computing Security Reference Architecture Framework: Workshop – Code: TN221



TLC has announced a new comprehensive two-day online workshop for their customers. This course provides an overview of the benefits of cloud computing security and how various types of business applications and services can be securely used in a cloud. It aims to provide the learner with a good knowledge base of cloud computing reference architecture technologies. Transitioning to the cloud is one of the most significant technology shifts your company will face. Last year in 2020, over 80% of organizations operating in the cloud experienced at least one compromised account each month, stemming from external actors, malicious insiders, or unintentional mistakes.

The specifics of cloud security activities may vary depending on your cloud platforms and use cases, however, there are some best practices that every organization should follow.

The first online 2-Day workshop is scheduled on September 29 – 30, 2021.



NEW

Cloud Computing Security Reference Architecture Framework

## 2021 Schedule

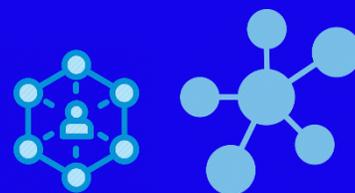
### Course Outlines:

Unit 1 – Cloud and Cloud Storage Fundamentals

Unit 2 – Exploiting Network Threat Detection and Prevention Tools

Unit 3 – Ensure Secure and Reliable Network Connection

Unit 4 – Cloud Access Security Broker Architecture - CASB



Visit the following link to view the complete details on this workshop  
<https://www.tlcpak.com/tn221.html>

The first two-day online workshop is scheduled on November 17 – 18, 2021

## The Role of SOC Analysts in Managing Enterprise Security – Code: TN220



As a matter of fact, today attackers and fraudsters continually expanding their knowledge and sharpen their capabilities. As a result, with these skills, online businesses are losing millions of dollars every year to fraud, paying heavy penalties and fines with these losses growing each year. Above all, it is clear that rule-based approaches to fraud detection and prevention have not been relevant or helpful anymore and organizations are challenged to look beyond their present approach. The new approach leaves security and fraud teams looking to AI and machine learning models as the next generation in fraud detection and protection.

In this course, we will discuss the merits of a data-driven approach to fraud detection and prevention, along with how having the right data and the best data are critically important. In a nut shell, organizations must understand the total value of investing into their resources rather paying heavy penalties against the new data protection laws.



NEW

Fraud Detection and Prevention using a Data-Driven Approach

## 2021 Schedule

### Course Outlines:

Unit 1 – Financial Crime and Fraud in the age of Cybersecurity

Unit 2 – The Industrialization of Fraud and Organized Attack Lifecycle

Unit 3 – Exploring Fraud Detection and Prevention Approaches

Unit 4 – Compliance and Regulatory Aspects of Security



The first Two-day online workshop is scheduled on October 20 – 21, 2021.

For registration, please write to us at [registration@tlcpak.com](mailto:registration@tlcpak.com)

Skills and expertise to help you increase your knowledge in the field of storage, Digital, Security, Enterprise Frameworks, and Soft Skills.

## Third Quarter 2021 Education and Training Services Program Schedule

Click on the Course Code to download course brochures



July

Code	Course Title	Date
<a href="#">TN185</a>	Business Resilience and Data Protection Best Practices	July 1 – 2, 2021
<a href="#">TN222</a>	Building an Effective Security Operations Center Framework	July 7 – 8, 2021
<a href="#">TN211</a>	Decision Making and Business Analytics in Practice	July 14 – 15, 2021
<a href="#">TN224</a>	Zero Trust Security Architecture Framework	July 28 – 29, 2021

August

Code	Course Title	Date
<a href="#">TN210</a>	Digital Transformation and Disruption Technologies	August 4 – 5, 2021
<a href="#">TN227</a>	Cybersecurity Risk Management Framework	August 12 – 13, 2021
<a href="#">TN224</a>	Zero Trust Security Architecture Framework	August 30 – 31, 2021

September

Code	Course Title	Date
<a href="#">TN221</a>	Cloud Computing Security Reference Architecture Framework	September 8 – 9, 2021
<a href="#">TN220</a>	The Role of SOC Analysts in Managing Enterprise Security	September 15 – 16, 2021
<a href="#">TN222</a>	Building an Effective Security Operations Center Framework	September 22 – 23, 2021
<a href="#">TN228</a>	Cloud Computing Security Reference Architecture Framework	September 29 – 30, 2021

TLC is one of a few organizations in Pakistan who are offering five complete stacks of technology courses in the fields of Digital, Security, Soft Skills, IBM AIX Operating System and Storage technologies.



As a part of our deliverables, students will receive a laser quality comprehensive student guide along with the workshop certificate.

### The Vision

The main vision and objective behind our initiative is to develop sufficient technology professionals in Pakistan in the field of emerging Industry 4.0 technologies required to fill national resource gap enabling Pakistan to cater international market demand where the presence of local technology resource skills is less than 1%. This is an attempt to take Pakistan to a next level by producing appropriate enterprise skills in the country and provide a chance to grow at individual level.

### Target Audience of our workshops

These workshops are equally beneficial for the following resources.

- End-user customers who want to expand their knowledge in the field of storage technologies helping them in understanding the new storage technologies like Storage Virtualization, Software Defined Storage, Object Storage, Cloud Storage, Digital Transformation, Information Security, Enterprise Architecture, Industry 4.0 technologies, IoT's, Artificial Intelligence, Robotic Process Automation, and Blockchain.
- Build an expertise in the field of Cybersecurity, Zero Trust Security, Security Operations Center Framework and Cloud Security Reference Architecture.
- C-Level Management, Sales and Technology Presales Specialists, Technology Managers, Director IT and Senior Managers, IT Consultants and Systems Integrators and HR Leaders who want to refresh and expand their knowledge with all new emerging technologies.
- People who want to start their career as a Technology consultants and System Integrators.



[Second-Half 2021 Education and Training Services Program Catalog](#)

## Security is a Shared Responsibility

One of the core tenets of National Cybersecurity Awareness Program this year is “Secure It.” “It” also refers to the overall security posture you help yourself and your organization maintain. Security is a team effort and a **shared responsibility** to **protect** your **brand**.

Security is part of a proactive mindset. That doesn’t mean you should live in a constant state of fear. Being security minded means you take precautions and follow industry standard best practices that will reduce your risk of becoming a victim of fraud or other criminal activity. And if you do that for your own sake, by extension you’ll enhance the security posture of your organization.

Below is a complete stack of security courses offered by TLC.

- 1) Information Security Essentials for Corporate Users
- 2) The Core Fundamentals of Cybersecurity
- 3) Cybersecurity Risk Management Framework
- 4) Essential Elements of Network Security
- 5) ISO/IEC 27001 Foundation
- 6) Zero Trust Security Architecture Framework
- 7) Cloud Security Hardening Best Practices
- 8) Storage Information Security
- 9) Business Resilience and Data Protection Best Practices
- 10) The Core Fundamentals of SAN Zoning
- 11) Building an Effective Security Operations Center
- 12) The Role of SOC Analysts in managing Enterprise Security
- 13) Fraud Detection and Prevention using a Data-Driven Approach – To Be Announced

 <https://www.tlcpak.com/security-stack.html>

TLC is one of a few organizations in Pakistan who are offering five complete stacks of technology courses in the fields of Digital, Security, Soft Skills, IBM AIX Operating System and Storage technologies.

All of our courses are designed and developed by TLC and are taught by highly skilled passionate instructors who are imparting technology courses since 1991 both locally and internationally. Our instructors have acquired various industry professional certifications from IBM, The Open Group, SNIA, NetApp, ISO/IEC Information Security, Fujitsu, VMware, ITIL, Microsoft, and BCG - A Chartered Institute of IT. One of our instructor is a seasoned instructors who co-authored ten IBM Redbooks developed at IBM International Technical Support Organization (ITSO) in Austin, Texas, USA in the field of IBM AIX Operating System and IBM Power Server technologies.

### 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 and have developed 25 plus courses on storage, security and digital emerging technologies.



[www.linkedin.com/in/adnan-ikram-9688408](https://www.linkedin.com/in/adnan-ikram-9688408)

For registration, write to us at [registration@tlcpak.com](mailto:registration@tlcpak.com)

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



WHAT IS  
ZERO TRUST?

To protect brand,  
both CIO and CISO  
offices required to  
work as One Brand  
Team.



We offer a complete  
stack of 11 plus  
security courses

In essence, if you really want to access to resources that will help you quickly get up and running on leading-edge technologies and looking for ways to enhance your skills profile. Then, check out these professional training courses that are designed specially for students who want to learn and do more using industry-proven technologies. In all honesty, if you have a goal, we can show you how to reach it. In a nut shell, our courses are designed on the basis that you have got nothing to lose and everything to gain.

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

## 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](mailto: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.

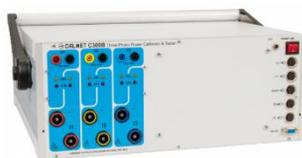
Traditionally Calmet specialize in electrical power quantities generating – calibrators of voltages, currents and power. Since 1996 they are also busy with testing electricity meters and power network parameters analyzing – meters testers, standard meters and connected with them network parameters meters. 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>

## To maximize the efficiency & performance, Universal Packaging (Pvt) Ltd have invested in Water Vapour Permeation Analyzer Model 7001 and 8001.

TLC has successfully installed, commissioned & tested SYSTECH ILLINOIS, UK Water Vapour Permeation Analyzer Model 7001 & 8001 Oxygen Permeation Analyzer at Universal Packaging in Karachi.

In the picture you can see TLC team and client team Mr. Amjad Alvi, Head of Department & Mr. Khurram Shahzad, QC/QA Head (UPCO).

For more information on our expertise & services, write to us at [info@tlcpak.com](mailto:info@tlcpak.com)



Systech Illinois is a global manufacturer of moisture, gas and oxygen analyzers



Manufacturers of Gas Analysis Equipment



The 7000 water vapor analyzer range utilizes the sensitive and stable P2O5 sensor for absolute moisture measurement. These water vapor analyzers offer a wide measurement range of 0.002-1000 g/m<sup>2</sup>/day and precision temperature, humidity and flow control. Providing accurate and repeatable results for research and development testing of water transmission rate (WVTR) in both current and newly formulated packaging film materials and fast testing for Quality Control.

**Systech Illinois is a global leader of moisture, gas and oxygen analyzers**

## Techlink Communications has completed its 30 years of business operations in providing professional services to different market segments in Pakistan.

TLC represents some world largest and key product manufacturers of Test & Measuring Equipment's, comprehensive range of products and services from high voltage & high current electrical test systems, process gas analyzers, calibration

equipment's, air sampling equipment, health physics and radiation protection instruments and complete turn-key projects according to customer's intended application.

TLC has built its competitive edge by fulfilling its customers' requirements through the use of the most advanced equipment and technology. In addition, TLC is proud of their highly skilled staffs who work with customers to provide competitive solutions to meet manufacturing needs, which increases productivity and reduce costs.

We are committed to providing world-class services to our customers with most cost-effective solutions to their problems.



In August 2016, TLC embarked on IT as new Line-of-Business along with a unique set of Professionals at TLC have imparted numerous IBM AIX courses for IBM and GBM customers both locally and internationally. IT Consulting Services are spread over products offered by various international vendors primarily IBM, Fujitsu and VMware. One of the new services that is added to the consulting portfolio is about building enterprise technology roadmaps in the areas of Infrastructure, Data Centers, Architecture & Governance, and Service Management. Our consultant has delivered these "IT Infrastructure Assessment and Technology Roadmap" services to various clients in the banking and financial services sector.

TLC

Opportunities are made,  
not found



عيد مبارك

July 21

2021

[www.tlcpak.com](http://www.tlcpak.com)