

TECH ENTREPRENEURSHIP ISSUE

STARTUP

JULY 2019

INSIDER

BREAKTHROUGH

Technologies that will define the future

FRANCHISING

Opportunities for tech-entrepreneurs

FINTECH

A new avenue, a new opportunity

ISLAM & SCIENCE

Seeking knowledge is compulsory on every Muslim!

25

Apps every entrepreneur needs
FOR PRODUCTIVITY

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Wahaj Siraj shows you how it's done
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TASTE GLORY



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INTEGRATION OF TECHNOLOGY IN SMALL BUSINESSES

By Usman Ahmed

From super stores and consultants to neighborhood coffee shops and everything in between, many business owners have similar challenges and pain points when it comes to growth. Technology can help small business owners in a very effective way. It automates the processes, boosts the productivity and reduces the labor costs. With the right systems in place, anyone can maximize efficiency and profits.

A lot of young startup founders visit me to discuss their ideas, and more than 95% of them want to invent new technologies and to launch some kind of mobile app. Unfortunately most of the people in Pakistan associate entrepreneurship with only tech startups. Although the technology and innovation is the part of entrepreneurship. But we should empower the existing conventional businesses through the integration of new technologies and scale them up.

If you are a techie, don't try to reinvent the wheel. You should help the existing small business owners through your services and turn their small businesses into smart businesses.



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CONTENTS

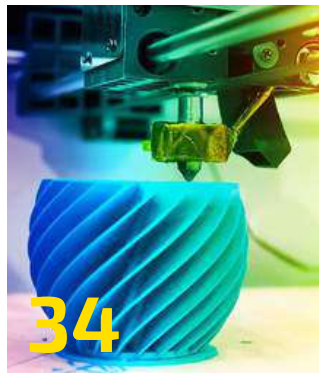


**22 WAHAJ US SIRAJ
MAKES IT BIG!**



41 YOUTH EMPOWER- MENT INITIATIVE

Under the leadership of Mr Usman Dar, the national conference promises to bring together startups, engineers, architects, town planners & entrepreneurs.



34 FUTURE OF 3D PRINTING

3D printing has evolved the lifecycle of 'tech' startups and MSME's, while also enhancing the learning capabilities of academic institutes.

MOTIVATION + SUCCESS STORIES + TIPS

06 ISLAM & MODERN SCIENCE

Prophet Muhammad (Peace be upon Him) said, "Seeking knowledge is compulsory on every muslim".

10 SOCIAL MEDIA FOR CRICKET +

Owais Anjum, the founder and CEO on providing social experience to the online followers of the game.

13 DON'T WORK HARD, WORK SMART

Hard work is necessary, but one doesn't just have to work hard, one also has to work smart. Exclusive interview with Farrukh Malik, CEO Discretelogix.

18 EXCLUSIVE!

APPS EVERY FOUNDER NEEDS FOR SUCCESS

32 THE NEXT INNOVATION DISTRICT

The evolution of the entrepreneurial ecosystem in Pakistan has been impressive to say the least.

36 INNOVATION VS. INCREMENTATION

To change the world you need a great idea, lot of courage (guts) and a little bit of luck.



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ENTREPRENEURSHIP IN ISLAM

ISLAM & MODERN SCIENCE

SEEKING KNOWLEDGE IS COMPULSORY ON EVERY MUSLIM!

By Shoaib Hassan

Quranic wisdom suggests us to seek knowledge and be upto date in the era you are living in. But in today's world, Muslims living in more than 50 countries are poor and considered as backward nations. There is no denying the fact that at present the condition of Muslims all over the world is beyond explanation. To the developed world, Muslims are barbaric, extremists and oppressive people who have no contribution to the present civilized world. Unfortunately few Islamic scholars suggested in the past to not involve in any kind of worldly knowledge as it is against Islam. They issued *Fatwas* against things like printing press and photography and today the entire nation has national identity cards with a picture on them. We see almost all the Islamic scholars preach on televisions and social media platforms.

Prophet Muhammad (PBUH) said, "Seek knowledge from the cradle to the grave". He did not specify the type of the knowledge. When Mecca was conquered by Muslims led by Prophet Muhammad (PBUH), he did not punish the prisoners and gave them the option if they could teach 10 Muslim children then they can win their freedom. Those prisoners were not Muslims nor Prophet Muhammad

(PBUH) was expecting them that they will teach Muslim children about the Islamic knowledge. The first ever university was built by the muslims and they spread the knowledge all across the world. Napoleon Hill puts in this way in his famous book, "When the armies of Prophet Muhammad entered Jerusalem in 1187, not a single person was killed because of his faith. But when the crusaders entered the city, centuries later, not a Muslim man, woman, or child was spared. But the Christians did accept one Muslim idea, **the place of learning, the university.**"

During the 8th and 9th century, Muslim scholars commenced acquiring Greek expositions and established their study and translated the entire knowledge into Arabic. This strategical move inspired the Muslims to great heights in sciences, medicine, mathematics, astronomy, chemistry, philosophy, art and architecture. The story of Islamic involvement to science, technology, and entrepreneurship is a remarkable saga of new sightings in pure and applied sciences, technological advancement and entrepreneurship that establish the spirited and



essential base of modern science and technology. The Quran contains several verses on science which scientists confirmed were true several centuries later.

"So do not weaken and do not grieve, and you will be superior if you are [true] believers."

Quran [3:139]

Muslims have once enjoyed dominance over the world in pretty much the same glory as the West at present enjoys over the rest of the world. When the West was in dark ages, it was the Muslim world that was on its peak and making scientific, philosophical, economic and political progress. In terms of today, Western nations are superior in terms of economical and technological advancements, innovation, defense, wealth and in all those fields that define the human civilization. We are far behind in the race because we are not true believers. When we were powerful, we were dictating our own world order. Today they are strong so they are trying to impose their world order. When we were capable, we were introducing the scientific laws in medical, engineering, astronomy, mathematics and physics. Today they are powerful so

When the crusaders entered the Jerusalem, not a Muslim man, woman, or child was spared. But the Christians did accept one Muslim idea, the place of learning, the university.

they are making innovations in the space, information technology, artificial intelligence and much more. No matter how progressed and how advanced the West is and how intellectually superior they think they are, there is still one thing that Muslims have that can make them rise in the world at anytime. That particular thing is the Quran. But we do not have to make it a decoration piece in our cupboards but we have to read, understand and implement it in our lives to rise again.

SHOAIB HASSAN IS VIP CONTRIBUTOR OF STARTUP INSIDER.

THE PAKISTANI SOCIAL MEDIA FOR CRICKET

Owais Anjum, the founder and CEO on providing social experience to the online followers of the game.



WHAT IS IT?

Cricout is Pakistan's first social network for cricket. Cricket is fundamentally a social experience, as you interact with a number of friends. But when you follow cricket online, it's a very solitary experience, as you don't have social interactions. So when you want to express something, you'll do it via Twitter or Facebook and as we all know, it's a very fragmental experience. Cricout combines all of it. There's ball by ball update. It allows people to create hangouts and also share their expertise. You can also broadcast live pictures from the stadium. So it's essentially

a social platform for the love of cricket.

GENERATING THE IDEA

The idea was conceived in January 2012 and the first line of code was written in February 2012.

There was definitely a need for it. I myself am a big follower of this game for a very long time and I've been following Cricinfo for a very long time too. For cricket fans, it's more of a news portal. It was designed as such. Now when you design a product, you have to analyze what is its global market. Cricket is a very popular in the local market, as well as it has a global appeal. If you

develop a product which does not have local relevance, will become much more challenging. It will be difficult to get sponsorships and raise funds. Even the people working for you will not be excited about the idea because they will have no understanding of the idea.

INTERESTING FEATURES

When you get ball by ball updates, you automatically get connected with those events. Your discussions and the particular event are interlinked. For example, a batsman hits a six and you go to Facebook and you put a status like, "Wow! That was an amazing hit!" In those few seconds, his rest of the fans who are watching the match will comment on it but if someone comes after 30 minutes, he'll not get the idea what's going on. There are a lot of people who have a deep understanding of the game but their analysis and expert opinion is restricted to their friend's circle. So we don't want to produce our own content, rather we want the people to be empowered. We are enabling people to become experts, to give their opinions.

ILLEGAL ACTIVITIES

The major source of betting is the game itself. Presenting every thing in an arranged form in our site may not be an

argument for providing an ease in betting. Our objective is to create a fun experience, an entertainment source. However, if there are unforeseen circumstances, we would definitely want to mitigate it. But it's only natural that with every good thing there's a potential of people not using it properly.

INITIAL INVESTMENT

The biggest investment is time. You're giving the opportunity cost. I had to quit my job in order to develop this site. This was the first biggest investment I made. Initially we pooled in \$50,000 from our own pockets.

MOTIVATING THE TEAM

We were two people in the start but now we are 12 people. Most of the team members have equity in the company. They are shareholders. Their stakes are involved in it and they understand that this goes big.

OTHER AVENUES

Our key focus is social media but if we get B2B opportunities, so we'll definitely explore those areas. Cricket is only a starting point for us. Cricket is basically a collection of time based events (delivery by delivery) and we have enabled people to interact with those events. It essentially means



that Cricket could become Golf tomorrow and Golf could become Baseball day after tomorrow, so on and so forth. As a matter of fact, we are already working on a football app. Our goal is to replicate our idea into other sports, once we provide more excellence in cricket.

CRICOUT is the latest social network in town. It is not only a social network; it is a cricket dedicated social network that provides you with:

- Live ball-by-ball commentary on matches around the world with live expert opinions and views
- Expert opinions from cricket writers whom you can follow
- Cricket news, pictures, and videos that you can share, follow, and discuss
- Exclusive cricket pictures from around the world. If you are active on social media platforms airing your views

during cricket matches and other cricket happenings, then you have to be on Cricout. It is the place where all your online cricket following and social media activity integrates under one single platform. By joining Cricout, you can:

- Like and comment on posts made by your friends and the experts that you follow.
- Share news, pictures, and videos.
- Become an expert and build your own fan following.
- Engage in discussions within the Live ball-by-ball commentary on matches.
- Cross-post to other social media platforms.



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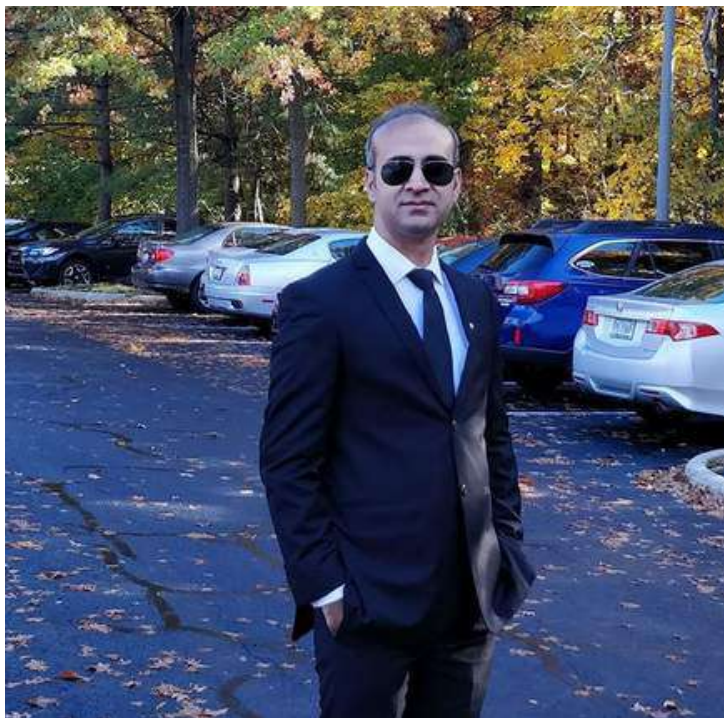
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DON'T WORK HARD, WORK SMART!

Exclusive interview with Farrukh Malik, Co-founder and CEO Discretelogix

By Ali Ashraf



Hard work is necessary, but one doesn't just have to work hard, one also has to work smart. One has to stand differentiated and focus on micro level details of each aspect of one's business.

Startup Insider team paid a visit to Discretelogix, an ISO 9001:2008 certified technology oriented solution provider company serving clients worldwide. It was started by three university students, Farrukh Malik, Ahmed Nadeem and Zia-ul-Ghafoor in 2006.

In an exclusive interview with Startup Insider, Farrukh walks us through his journey of setting up Discretelogix and making it a leading technology solution provider that has delivered more than 800 projects to over 400 clients in more than 30 countries.

Startup: What were the reasons to enter this field and what challenges did you initially face?

Farrukh: It is an era of change and we wanted to be one step ahead of our generation. Penetrating into an already competitive market was a laborious task. In the beginning, we faced a lot of challenges, such as limited finance, lack of resources, shortage of time, just a handful of clients, lack of valuable projects and intense pressure from friends and family. Usually people start from zero, in our

case we had to start from negative numbers!

Startup: And how did you overcome these hurdles?

Farrukh: Hard work is necessary, but one doesn't just have to work hard, one also has to work smart. One has to stand differentiated and focus on micro level details of each aspect of one's business. Therefore, in the beginning there was a small team which was undertaking a variety of tasks simultaneously. The same people were project managers, team leads and IT developers. However, over time the different positions were filled up by different people. In order to ensure the quality of work continues to improve, a determined and passionate team was recruited. The number one competency that was sought in every potential team member was passion because one might have a wonderful skill set but it would be futile if he/she doesn't have the passion to work.

Startup: What is the driving force that keeps the diverse team of Discretelogix motivated?

Farrukh: We provide each and every team member immense opportunity for career growth. The work environment is very relaxed and encouraging, and we have an open door policy. Also, from time to time, we organize different sporting

competitions in which all the employees participate. To keep our employees physically active and upbeat, we have numerous recreational facilities like an in-door gym with modern and state of the art equipment, cricket, table tennis, football, board games and network/online gaming.

Startup: What are the future plans of Discretelogix?

Farrukh: Our short-term goal is to become Pakistan's best technology oriented solution provider company in the next 4-5 years and our long-term goal is to become the world's best in the next 8-10 years. In e-lancing, we are already amongst the Top 5 in Pakistan and Top 70 in the world.

Startup: Lastly, what advice would you give to the aspiring entrepreneurs?

Farrukh: One should have an idea which might not be unique but one needs to be different in executing that particular idea. One must also have sincerity with oneself, one's work and everyone around, whether they are your clients or team members. And last, but not the least, believe in yourself and you're half way there!

ALI ASHRAF IS A FREELANCE STARTUP JUPRNALIST

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Success in creating AI
would be the biggest event
in human history.
Unfortunately, it might also
be the last, unless we learn
how to avoid the risks.

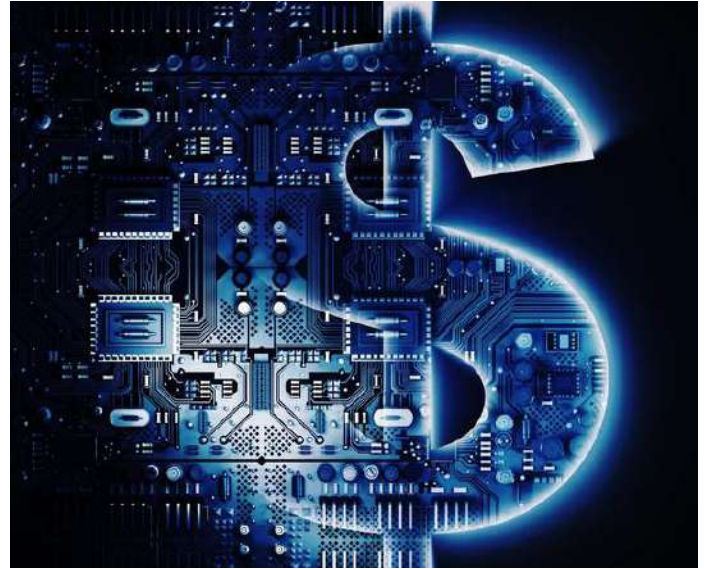
Stephen Hawking

STARTUP INSIDER
2019

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FINTECH - A NEW AVENUE, A NEW OPPORTUNITY

By Wahab Altaf



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intech has been a “hot” sector for quite some time now. Electronic payments are becoming the indispensable and specialized tool for people across Pakistan. According to the latest State Bank statistics on branch-

less banking sector, mobile wallets reached a high of 33 million as of 2017. The digital payments, which allow your smartphone to store money and transfer digitally, so popular is the ease they offer. According to a journal published by Lahore School of Economics, “Pakistan is an emerging market for Fintech, with increasing facilitation for digital payments, widespread internet and smartphone penetration, consumer preferences for social media and booming online commerce. Also, the State Bank of Pakistan provides sound regulations, which act as a platform for Fintech growth. While regulations are necessary, they might also become a threat for an industry still in its infancy”.

Mobile wallets, online payments, prepaid cards, and digital savings accounts are all examples of Fintech. The good news is that the regulatory barriers are melting away

and it will become smoother year after year and the day will come in Pakistan when the customers will tap into the world through a digital window; accordingly, they expect access to financial services through digital channels. Already, we see many banks partnering with fintechs to elevate their offering. The fintech landscape of Pakistan in three to five years will likely feature a mix of small, disruptive startups along with a field of consolidated incumbents.

According to Pakistan Economist, “there would be certain trends in the future that will partially if not entirely change the way payments are made with advancements in the Fintech industry. Credit and debit cards will start becoming superseded and the preferred mode of payment will be through mobile wallets. Carrying your mobile phone will become essential for all sorts of transactions”.

If you have visited any developed country in past two-three years, it is the common practice over there now a days. Most of the people do not carry currency with themselves and it has been outdated to pay through cash. So it is the need of the hour to not only invest and support the local upcoming Fintech in the country but to create an environment conducive to the growth of Fintech in Pakistan.

BREAKTHROUGH TECHNOLOGIES THAT WILL DEFINE THE FUTURE

By Nadia Anwaar

MIT Technology Review published the top ten breakthrough technologies and healthcare dominates Bill Gates' predictions of upcoming tech and science innovations.

Since the beginning of the recorded history, humans have been inventing tools to make our lives better each day. According to a recent research, today, burgeoning industries such as healthcare, which is expected to grow to \$206 billion by 2020.

CUSTOM CANCER VACCINES

Scientists are combining precision medicine and genetics to develop vaccines designed for specific individuals based on the characteristics of their DNA. This is why there are great hopes that cancer immunotherapy can be used to artificially stimulate the immune system to treat cancer and improve the system's natural ability to fight cancer.

COW-FREE BURGERS

Cow-free burgers are made from lab-grown meat, extracted from animal tissue and growing it in bioreactors. The end product looks much like what you'd get from an animal, although scientists and researchers are still working on the taste of the lab-grown burgers..

SMOOTH TALKING AI ASSISTANTS

AI based assistant technology is predicted to climb. AI programs have gotten better at figuring out what you want, they still can't understand a sentence. We're used to AI assistants—Alexa playing music, Siri setting alarms on your phone. But AI software can also be trained to create real conversations, rather than just obeying the commands.

SANITATION WITHOUT SEWERS

Self-contained toilets can filter out bacteria and viruses, while container sized refineries can turn waste into fertilizer. Researchers are now working to build a new kind of toilet that's cheap enough for the developing world and can not only dispose of waste but treat it as well. Energy-efficient toilets can also operate without a sewer system and treat waste on the spot.

ECG ON YOUR WRIST

Health trackers aren't serious medical devices but to check the abnormalities of the heart, one has to visit the clinic. But now smartwatch will monitor and detect heart abnormalities before they cause strokes or heart attacks. Apple released its own FDA-cleared ECG

feature, embedded in the watch itself and the global wearables market expected to grow in the near future.

ROBOT DEXTERITY

According to Statista, the global robotics market is predicted to reach just under \$500 billion by 2025. A robot can continuously pick up a component on an assembly line with amazing precision, but move the object half an inch and the machine will stuck in the middle. Adding randomness to virtual training gives robots the flexibility to anticipate real-life human needs.

PREDICTING PREEMIES

According to MIT Technology Review, premature births are the leading cause of death for 15 million babies every year. It is a simple blood test detects free floating DNA and RNA cells and can predict if a pregnant woman is at risk of giving birth prematurely. The test costs less than \$10, making it a cost effective medical option.

CARBON DIOXIDE CATCHER

Carbon dioxide capture uses a direct approach to draw in and filter CO₂ from the air, for safe collection and other uses. In fact, pulling CO₂ out of the air is, from an engineering perspective, one of the most

difficult and expensive ways of dealing with climate change. According to Carbon Brief, the cost for CO₂ capture today is \$400–1K/ton and future costs will be \$100/ton.

NEW WAVE NUCLEAR POWER

Advancements aim to make nuclear a safe, viable, less costly energy source. New nuclear designs that have gained momentum in the past year are promising to make this power source safer and cheaper. Generation IV fission (dividing), fusion (merging), and mini modular reactors can't melt down and don't produce long-lasting, highly toxic waste.

GUT PROBE IN A PILL

Gut diseases such as Environmental Enteric Dysfunction cause stunted growth. The world bank estimates that the economic costs of stunted growth can reduce a country's GDP by up to 3%. It is a tiny, swallowable pill-like device connected to a tether that takes pictures of the gut without anesthesia. Practical screening to detect it would help medical workers know when to intervene and how.

TRANSFORM YOUR ORDINARY BICYCLE INTO AN ELECTRIC CYCLE

By Farhan Masood



Electric Bikes are a great alternative to cars in urban areas. But usually the price tag for electric bikes is a put off. Spending a four or five figure value on an electric bike isn't worth it for most of the consumers. The price tag is even a bigger put off for those who already own a pedal bicycle. A Japanese-Swiss company Sunstar addressed the problem and came up with a solution that is both cheaper and more practical. They introduced a modular Virtus electric drive. That transforms an ordinary pedal bicycle into an electric bike.

Virtus recently joined the growing list of aftermarket e-bike add-ons that include the likes of Rubbee and Velospeeder. As a modular mounted device, the Virtus is more cleanly integrated power option just like those used on permanent electric bikes.

According to Sunstar, the Virtus will fit on any conventional bike frame and provide the rider with a speed of 15.5mph (25kmph). They made it compatible with some of the famous bike frames, those that are popular among the masses. The versatility of the product has also contributed to broaden the potential consumer base. Instead of having to spend big on an altogether electric bike, one can simply transform their pedal bike into one.

The main components of the Virtus are its 250-watt, 55-Nm motor and a multi-sensor controller. The controller provides

access to The Virtus comes with three battery options. Two of them providing the user with 11Ah, 400Wh battery either mounted on rear rack or atop the down tube. Whereas the third option is with dual battery system that is a 400Wh battery and an 8Ah, 300Wh battery attached to the down tube. The system also includes a LCD computer that helps adjust between four modes, tracking battery level and getting read-outs of speed, mileage and other metrics required by the rider. motor output, tracks torque, cadence, crank angle and speed. The multi-sensor unit can also be used on the simple pedal bicycle providing performance-tracking. The hardware connects to the user's smartphone wirelessly to support performance tracking and control features.

The Virtus is portable and can be removed from one bike in a matter of minutes and then installed to another one. So if you are fond of bikes and their types such as the mountain bike, race bikes, this is the product for you. Virtus's prototype will be revealed by Sunstar at this week's Eurobike show. No other specs on the dimensions have been revealed yet except for the weight that is 7lb (3.2kg). It seems as the system will both be available over the counter for the user to assemble on their bikes and also integrated into full bikes. So would you buy one?

FARHAN MASOOD IS CO-FOUNDER SOLOINSIGHT AND A REGULAR CONTRIBUTOR OF STARTUP INSIDER

7 THINGS YOU NEED TO KNOW ABOUT CRYPTOCURRENCY FACEBOOK LIBRA



Libra's transaction amount, timestamp, and public blockchain addresses will be visible to the members only on the network. The Association will not hold personal data on people who use the blockchain.

LIBRA'S RESERVES

Reserves will include the collection of "low-volatility" assets like bank deposits and government securities in currencies from central banks like USD, GBP, EUR, and JPY.

STO

A lot was speculated about the tokens but it seems like, the crypto 'Libra' will issue a security token called Libra Investment Token. It will be only available to accredited investors as securities and the holders can also earn good profits from interest on the reserves.

LAUNCH IN 2020

The crypto will officially launch next year, in 2020. The testnet will be released in the coming weeks, developers will have access to it including the bounty program to dig out the bugs.

HISHAM SARWAR IS FOUNDER OF BEINGGURU.COM AND CEO OF INFOMIST, A LEADING SOFTWARE HOUSE



The crypto will officially launch next year, in 2020. The testnet will be released in the coming weeks, developers will have access to it including the bounty program to dig out the bugs.

It was reported that Facebook's crypto-currency 'Libra' could debut this week and it is backed by Visa, Mastercard, Uber. Here are the seven most important things you need to know about Facebook's new crypto-currency.

LOW-VOLATILITY

The cryptocurrency is powered by the Association's native smart contract blockchain platform called Libra Blockchain. It is designed to be "secure,

scalable, and reliable and it is going to be governed by a separate, independent body called Libra association.

LIBRA'S GOVERNING BODY

The Libra Association, is a non-profit based in Geneva. The governing body will have 100 geographically diverse founding members. Current founding members include Visa, Mastercard, uber, booking.com and few others each investing a million dollar.

ACCESS TO NETWORK

Unlike Bitcoin, in case of Libra, only founding members will have access to the network. It will be based on a permitted blockchain but no single party will be able to unilaterally change the rules of the network.

ANONYMOUS TRANSACTIONS

DIGITAL IS CHANGING THE SME LANDSCAPE

By Dr. Lorraien Warren

The last decade has seen an unprecedented growth in digital innovation in a whole range of areas:

Lowered Entry Barriers for Innovation:

Firstly, falling prices in a range of areas have lowered entry barriers to new forms of technological innovation: widespread access to broadband technologies, smartphones and tablets, social media, 3d printing, Internet of things, increasing availability of government datasets to the public. New knowledge can be applied in many disciplines and arenas, by a wider range of people than before.

Community Driven Patterns of Activity:

Secondly, traditional incubation pathways have been supplemented by free-form crowd or community-driven patterns of activity, often linked to social media, such as crowd sourcing/funding, new workspaces or the intricate multidisciplinary 'bar camp', or 'unconference' style events, which combine creative artists and scientists of all kinds with computer scientists, amplifying energy and resulting in the emergence of multiple value outcomes, including

new creative projects, new educational opportunities (formal and informal), as well as ideas for commercialisation.

DEVELOPMENTS IN THE DIGITAL ECONOMY

Some of these new ideas are quite familiar in everyday life and easy to develop in the workplace, for example the use of broadband and mobile technologies combined with smartphones and tablets. Tradesmen in SMEs working from people's homes, for example, can now invoice and take payment for small jobs on the spot, using mobile devices, internet banking and dedicated application software. Many SMEs make use of the 'cloud', with even simple developments, such as Dropbox for data storage and access proving useful. Other applications are relatively new, such as 3D printing, 'Internet of things' or Big Data, but are relevant to SMEs, particularly those at the leading edge of such technologies. SMEs have also changed the way they interact with others, in some cases using social media for better marketing and customer relationship management or even funding new projects through mechanisms such as 'crowdfunding'. These developments in the digital economy



The diversity, fluidity, interconnectedness and potential range of novel new combinations, for which there may be currently no precedents, presents a challenge for researchers, educators and policymakers.

have led to falling prices, enhanced the value and use of product and services, sped up the development of new products, eased entry barriers and intensified competition. The digital economy has transformed the traditional competitive space for SMEs and calls for new business models. The digital economy revolves around innovative and often unorthodox collaborations, where numerous large, small and micro-businesses come together for the duration of a single project, then disband and form new partnerships for the next project. More widely, there has been an explosion of change and innovation that present a challenge to the traditional conceptualisations and development of business models. The digital economy presents important opportunities for SMEs, which have the flexibility to take advantage of novel technologies. There are also challenges, as the new business models required to successfully implement the innovations are not always obvious. The diversity, fluidity, interconnectedness and potential range of novel new combinations, for which there may be currently no precedents, presents a challenge for researchers, educators and policymakers. They need to not only know, but explain, and anticipate, what is going on, so that appropriate development and support mechanisms can be put in place.

So what should managers of entrepreneurial SMEs do to get ahead and stay ahead in the fast-changing digital economy?

Take an Anticipatory View: In regard to business model development, take an anticipatory view and keep business models as fluid as possible for as long as possible. Keep strategic options open while still moving forward in a business context that was changing very rapidly.

Foster a culture where experimentation is encouraged: Some experiments, such as prototypes or demonstrators are obvious expressions of potential ideas that are then tested for further development. However, small-scale experiments – mental models, stimulated by conversations with new and different communities of practice, both inside and outside the firm can be productive. For example, attending trade shows outside the sector ‘norms’ can lead to new thinking, or ‘sideways innovation’ that may persist over the long term.

Strong Vision for the Business: Develop and promote a strong vision of what the business ‘is’ and what it might become. It is important to reflect on the identity of the firm when making strategic decisions.

Organize for Flexibility and Agility: On the one hand, the Digital Economy moves quickly, which is challenging. On the other hand, the entry barriers to experimenting with digital innovations, particularly on the internet are quite low.

Horizon Sensing: Improve skills of foresight and ‘horizon sensing’ and knowing when to engage and take new ideas forward. When are the critical points for assessing whether a new idea becomes part of the firm – or not? Such skills can be honed to carefully reflect on the possible new business models in the firm.

DR. LORRAINE WARREN HAS 20 YEARS EXPERIENCE WORKING IN A TECHNOLOGY/INNOVATION/MANAGEMENT ENVIRONMENT, IN UK EDUCATIONAL INSTITUTIONS (RESEARCH/TEACHING/CONSULTANCY)

25 PRODUCTIVITY APPS

EVERY ENTREPRENEUR NEEDS FOR EFFECTIVENESS

BY SADAF USMAN



Productivity is a way to accomplish more of what matters in your business. As entrepreneurs are always on a quest to win the race against time. No matter how you work or what type of business you run, being productive is a must. Productivity doesn't happen by accident. It is the continuous effort and reinforcement to your mind through self-discipline. But techniques and strategies aren't enough if you don't have the right tools needed to implement them. Fortunately, technology has made it easier for entrepreneurs to accomplish routine tasks, manage time more efficiently and keep track of responsibilities in a more orderly fashion. Since I'm an avid author, I've learned over the years that the best way to improve my time management and productivity skills have been through mobile apps. From note-taking to goal setting, check out these helpful tools.



1. Trello

Bring your team together in Trello for projects, meetings & tasks management. It is a very productive platform to lead a small team & delegating flawlessly. Automate your company's operations from your phone.



2. Canva

You don't need to hire a graphic designer. A very user friendly & free online tool to design elegant digital designs. It also offers free printable PDF files of your company's brochures, flyers, stationery etc.



hootsuite

3. Hootsuite

Hootsuite is a social media management platform. The system's user interface takes the form of a dashboard, and supports social network integrations for Twitter, Facebook, Instagram, LinkedIn, Google+ and YouTube. You can easily schedule and manage social media posts from your mobile phone.



4. Smart Sheet

Stay connected to your work anywhere, anytime with the Smartsheet app for iPhone and iPad. The app also facilitates all the project management processes; from planing to budgeting & from execution to monitoring.



5. Evernote

The cloud-based app allows you to store, edit and tag documents for effortless organization. Take notes anywhere and find information faster. Simply you can manage everything from big projects to personal moments and goals.



6. Invoice2go

Level up with more invoices, estimates, and premium features that keep you on top of your business. Invoice2go enables you to send professional-looking invoices quickly, no matter where you are, ending overlooked billing and forgotten amounts due.



7. Mint

Track your bills like never before. Get alerts when it's time to pay so you never miss one.

With this app, you can get a quick snapshot of your financial situation any time you log in to your account. You also can make quick fixes to your budgets and financials so you can take the effective decisions.



8. Clear

Tame the chaos of your life and focus it to something simpler with Clear, an app that

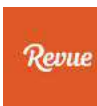
somehow improves on the simple satisfaction of crossing off items on a piece of paper. Since the app's focus is simplicity, it doesn't allow for due dates or recurring tasks.



9. Followup

When you're super busy, it's easy for things to slip through the cracks. This app makes sure

that you don't forget important followups. It integrates all of your emails, text messages and missed calls in one place, so you're reminded to get back to them.



10. Revue

Revue helps you to engage with your target audience through well formatted newsletters.

Putting together a newsletters can be time-consuming, but they can be really impactful in reaching out to people and starting a conversation.



11. Strides

Strides isn't just a daily to-do app. Get organized and track anything you want to build the perfect routine. Stay motivated with helpful charts and achieve your goals. It groups habits and goals in four categories: target, habit, average and project.



12. Timezone

If you work virtually with a remote team, with employees working across the globe, Timezone will help you keep track of where your team is and what time it is in their location. You can easily plan meetings and calls without having to Google it.



13. Miro

Miro is an online whiteboard designed for collaborative work environments that helps keep every team member on the same page. Miro enables you to engage all your collocated, distributed, or remote teams across formats, tools, channels, and time zones.



14. Abukai

The quickies and easiest way to create expense reports. Abukai automatically creates the expense report already broken down into cost pools and categorization, date, vendor and all the relevant information. Other than expenses, Abukai also offers solutions related to invoices, presentations and to do lists.



15. Videoshop

This app allows you to edit mobile videos, and quickly create presentations and slide shows. You can add and trim music, create slow motion videos, record voice overs and add sound effects according to your needs and requirements.



16. CardMunch

Receiving a business card carries the risk of you dropping it in your pocket or drawer, right? Take a picture of a business card, and CardMunch will turn it into a contact. Owned by LinkedIn, the service even adds the person's full profile, when possible.



17. Slack

Slack is a great way for keeping in touch with your team at work without sifting through dozens of emails. Slack is a collaboration hub, where conversations happen in channels — organized by topic, project, team, or whatever makes sense for your company.



18. Feedly

There are tons of articles worth reading every day. Feedly offers a clean, minimalist reading experience optimized for productivity. It works for you by arranging the content you rely on. You can save articles at one place and easily get back to them.



19. Google Drive

The basic must-have free mobile app for every startup founder. Google Drive helps you manage your folders & documents to navigate your operational work on the phone without any PC or laptop. With their offline mode, you can even find existing collaborative docs to edit.



20. Aware

Aware makes mindfulness meditation simple for you to help you stay calm, reduce stress, improve productivity and bring much more positivity into your life. Aware offers unique and guided courses that help an individual to stay calm and reduce stress.



21. MyFitnessPal

When it comes to health and fitness tracking, this free app is one of the most popular. Take control of your goals. Track calories, breakdown ingredients, and log activities with. It allows users to record meals, water consumption, calorie intake, physical activity and weight progression.



22. Wunderlist

Wunderlist is the easiest way to get stuff done. Whether you're planning a holiday, sharing a shopping list with a partner or managing multiple work projects, this mobile app will do it for you. Organize and share your to-do, work, grocery, movies and household lists.



23. UberConference

You can connect from any where with the ability to access UberConference from any device, you can launch meetings from the office, home, or on the go. This app provides everything you need for effective meetings, minus all the stuff you don't.



24. Hello Sign

HelloSign takes the hassle out of signing contracts by enabling you to sign them electronically. HelloSign's digital workflow platform – which includes eSignature, digital workflow, and electronic fax solutions – helps millions of people do business faster.



25. Get rid of social media.

We all have ideas, but we can't quite figure out how to put them all together. MindMeister is an online mind mapping tool that lets you capture, develop and share ideas visually. With MindMeister's built-in presentation mode you turn mind maps into beautiful, dynamic slideshows within seconds.

SADAF USMAN IS CO-FOUNDER EDI & STARTUP INSIDER





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Success comes from taking one step at a time. We were always short of money. We started with one city, build a rock solid brand and then expanded to three other cities.

WAHAJ US SIRAJ

The root cause of small business success or failure is not due to a lack of knowledge or capital; it is due to a poor fit between the owner and the chosen venture. The successful entrepreneur always enjoys a good relationship with the business. Nayatel is one such fine example.

In July 2002, a trio of government employees came together to form Micronet Broadband (Pvt.) Ltd. (MBL), Pakistan's first

broadband service. Four years later, in a very saturated market, the MBL team leveraged their rich experience and expertise of broadband and took a step that would put it one step ahead of the rest.

In September 2006, Nayatel, a sister concern of MBL, launched South Asia's first fiber to the home (FTTH)/fiber to the user (FTTU) network in Islamabad. This initiative, which has the potential to

cater for bandwidth requirements for the next few decades and take care of the growing telecommunication needs of the customers, transformed the federal capital into one of the most connected and optically wired cities of the world.

Nayatel aims to become a role model of trust, to set highest quality standards and to add value to the society. Wahaj admitted that their biggest competitor is PTCL, which is of course 100 times

bigger than Nayatel. When they started this company, their first and foremost challenge was to raise funds. And although they cannot compete with PTCL financially, it is because of their agility and quality of service that they provide that thousands of customers have put their confidence in them. Nayatel keeps a strong focus on its customers, and over time they have become a name of trust as they say less but deliver more.

“ Innovation is the heart of any organization and this doesn't come in suffocated and bureaucratic environment. ”

LIGHTER SIDE

Wahaj us Siraj opens up about his personal life and values.

FAVOURITE BOOK

I love Quran. Then I love many books, Think and Grow Rich by Napoleon Hill, High Output Management by Andrew Grove, How Google Works by Eric Schmidt and so many others. I'm in love with poetry of Iqbal, Faiz, Hali, and many other contemporary poets.

FAVOURITE MOVIE

The good, the bad and the ugly (Clint Eastwood), Maula Jatt.

FAVOURITE QUOTE

The more you learn, the more you earn

I AM ENERGISED BY

Meeting friends...

EVERYONE SHOULD TRY

To be slim

I VALUE

Honesty, hard and smart work.





Wahaj us Siraj is CEO and co-founder of Nayatel which has installed Pakistan's first fiber to the home (FTTH) network in Islamabad, Rawalpindi, Faisalabad and Peshawar to provide broadband, HD TV and phone services to business and home users. Earlier, Wahaj co-founded Micronet Broadband, the first one to launch broadband DSL services in Pakistan in 2002. Wahaj has vast experience in Internet and telecom and also worked with the Government of Pakistan for 14 years before switching his career as entrepreneur.

Wahaj also serves on board of directors of some leading Government organisations and universities and is often invited to speak on entrepreneurship and self development.

Wahaj us Siraj is a man of faith and a very spirited Pakistani with deep-rooted love and devotion to his country. He is a staunch believer in the concept of a servant leader. A Victor from The University of Melbourne Australia, he can be summarized in one word ... "PIONEER". His outfits 'Micronet Broadband' and 'Nayatel' are names which not only speak for themselves as being one of the most advanced telecoms and broadband service providers but are also symbols of pride for all Pakistanis.

His positive thinking has led him towards fronting many reforms brought in the IT and telecom industry of the country in recent years. Wahaj commands a thirst of knowledge that makes him an avid reader, a quality that keeps him abreast with the latest developments of the day. Wahaj has always kept his focus on instilling good character and crafting professional traits in the youth of Pakistan through rigorous training and imparting awareness, a rare skill-set that is seldom practiced and taught in the corporate world.

In every issue, Startup Insider interviews a wildly successful entrepreneur about his or her life's work - whether that's inventing a better industry equipment, launching a restaurant empire, or managing the IT business. In this edition we bring you the inspirational story of Wahaj Siraj that offers a rare peek into his company, Nayatel, one of the most innovative and ambitious internet service providers in Pakistan. Learn, how he is revolutionizing the cities with fiber optic connectivity.

WAHAJ US SIRAJ MAKES IT BIG!

By Waseem Ikram



education. Saad, the other co-founder is a Civil Engineer. Aqeel, the third co-founder is the only one having an Electrical Engineering education. I was working in Government on some renewable energy projects which was my then specialization, but the projects didn't materialize because of lack of funds. So I had nothing to work on in office. I got involved with another internal department that was working to install first country wide ISP. I learned cabling, connectors, basic Unix, router commands, etc., and then switched from a mechanical engineer and renewable energy specialist into field of Internet-working and telecom. Saad also didn't know anything on computers. He learned that all while running the PC shop and became more expert than myself. So basically, I can now say with confidence that one can learn any skill with the learning ability. So we started with a PC shop, experimented with an Internet Café, dialup ISP and then moved into broadband DSL and finally FTTH (fiber to the home). It has been a great learning experience down the road and this is what motivates me.

How has your business grown so quickly?

Our business didn't grow that quickly but organically. It has been slightly over than two decades when we left government jobs and started

a small venture. But the growth has been steady and major reasons is focus on quality service, respect for the customers and working for honour. None of the co-founders wanted to be associated with an organization which is a disgraced brand on which people don't trust.

How would you describe your leadership style and what has made it so effective?

Leadership style has to be flexible. It could be of a mentor, coach, teacher, giver and even boss. Most of my time is spent in encouraging and nudging team members to bring new ideas, take initiatives, deliver key projects on time, moving forward with stretch targets.

What is your secret to being an effective CEO in terms of building the company culture and values you need to make the company successful?

The secret is that there's no secret. Every body knows the rules of being an effective leader but few practice it. My efforts have been to walk the talk, being honest and upfront (it's not liked sometimes by others), judicious and uphold the merit all the time. The dearest one to me are the ones who're most valuable for the organization. I try to remain composed but at times, I loose patience when

“Many people think that nothing is better than owing a business and you become answerable to nobody. This is patently wrong. Even being a sole proprietor of a business makes one answerable to the customers, regulators, and the society as a whole.”

What have been the major obstacles and how did you overcome them?

Obstacles are many and keep coming to one's life. When we started from a small PC shop, the first major obstacle was money as co-founders had little funds to put into the business. But whatever we had, we put into the business. Our co-founder, Saad, sold his Suzuki car and put the money into business. Then we had second biggest obstacle to assemble core team. The business couldn't pay market salaries to good people and good guys were reluctant to join a small

startup at below market salaries. So we had to be extra good, friendly and helpful in attracting good people, provide them growth opportunities with business and retaining them. How do I overcome obstacles? In my opinion, the ultimate source of energy to overcome obstacle comes from having faith in a highest power source, i.e. power of God and that has been our source of faith all the times.

Why did you focus on this specific market & Why does it motivate you?

I'm a Mechanical Engineer by

a customer is treated like dirt and something seriously done wrong by a team member. This is a weakness and I try to overcome this.

What methods have you used to effectively encourage innovation within the company you are leading?

Innovation is heart of any organization and this doesn't come in suffocated and bureaucratic environment. Team members should be given confidence to speak up and openly share the ideas. Managers and leaders must take initiatives and keep trying new stuff. Status quo is death of any business.

What is your favorite thing about being an entrepreneur?

Many people think that nothing is better than owing a business and you become answerable to nobody. This is patently wrong. Even being a sole proprietor of a business makes one answerable to the customers, regulators, and the society as a whole. In corporate world, there would always be shareholders, board of directors, regulators and so many other people to whom CEO and founders are answerable. Customers always ask tough questions and CEO is answerable to them. I think best about entrepreneurs is that they have freedom to work and experiment with things but they should also keep in mind that they can't sink shareholder's money otherwise no one would trust them. Besides, entrepreneurs create jobs for educated youth. This is what I love most about entrepreneurs. Nayatel mostly hires fresh graduates. Many of them work with us for few years

and then move to other companies. Nayatel alumni are today found in many leading global telecom companies because they were put in a challenging environment where they could polish their skills and grow.

Imagine your son comes to you and says,



IF THE GOVERNMENT IS SERIOUS ENOUGH TO PROVIDE EMPLOYMENT TO THE YOUTH OF PAKISTAN, THEN THEY SHOULD STRENGTHEN ENTREPRENEURSHIP, FIX THE ENERGY CRISIS, LAY A STRONG ECONOMIC INFRASTRUCTURE AND ENSURE THAT LAW AND ORDER PREVAILS IN THE COUNTRY. IN RETURN, THE ENTERPRISES SHOULD ALSO PLAY THEIR DUE ROLE IN HELPING THE ECONOMY GROW.

'Daddy, I would like to start a company'. What advice would you give him? What are the do's and don'ts, maybe some mistakes you did that you shouldn't do?

I'd ask him few questions:

What you know best to do (your skills, things you can do)?

What you love to do?

Are you trust worthy and competent? Would your father or any friend give you his hard earned money with a trust that you will not do anything wrong with that money and you have the abilities to grow the money. No one gives money to anyone except beggars and they get pennies. When one is looking for investment, people expect a return on investment. If you can't multiply people's money, no one will give you any money. I'd tell him to never cheat, lie or deceit.

I'd tell him to be a team player and helpful to others. No one gives you anything for nothing. You have to give first to get something. This is what we learnt in UET, Lahore. Seniors are always givers. They take last. Go and

read Simon Sinek's book, Leaders eat last.

When you started, what was your go to market strategy, did you just expand on local cities, or did you just try to reach more national, or grow several cities at a separate time, or did

you take it step by step? How did you do it?

Success comes from taking one step at a time. We were always short of money. We started with one city, build a rock solid brand and then expanded to three other cities. We'd gradually expand to other cities in a similar way.

Busy startup entrepreneurs have lots of demands on their time and are often pulled in lots of different directions, do you have any tips for effective time management and what to focus on first?

One has to prioritize. Time to business, time to family, friends, time for self learning and so many other stuff. One needs to be highly organized to manage time.

Any advice for entrepreneurs on moving beyond a failure?

Hard work pay off. Failures come and go. So are the successes. Focus on key values and rest becomes fine along the way.

How important is a mentor for a tech entrepreneur?

It's great to have mentors and coaches in this era. But to have a mentor, one should have skills to be a mentee. This means one should act on advice of mentors. Many guys take advice and don't act on them. It's then better not to have any mentor.

What should a tech entrepreneur keep in mind when building the team?

Leader has to be giver, not taker. Manager should be a coach, mentor, giver to team members. People give their time to bosses but in order to have their hearts and souls, managers have to do extra.

When should a tech entrepreneur say no to an investor?

Answers vary from situation to situation. There're good investors and bad investors. One has to make a careful selection. It's like getting married. Divorce is business is often more painful than in lives.

How important is it for a tech entrepreneur to build their personal brand on social media?

It's good but not mandatory. Building brand with self projection is temporary. One should not try to build a personal brand on cost of the company. Building brand on social media with practical contribution in life is a better strategy. Stand alone social media activists have a shorter life span.



FRESH JUICES

F-11 ISLAMABAD

051-2111255

READING LIST

➔ Built to Last: Successful Habits of Visionary Companies

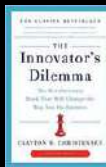


By Jim Collins & Jerry Porras

Drawing upon a six-year research project at the Stanford University Graduate School of Business, Collins and Porras took eighteen truly exceptional and long-lasting companies. They analyzed the companies from their very beginnings to the present day.

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➔ The Innovator's Dilemma

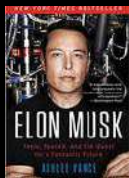


By Clayton M. Christensen

Steve Jobs was influenced by many books, most notably "Innovator's Dilemma. This revolutionary business book that has forever changed corporate America. Entrepreneurs, managers, and CEOs ignore its wisdom and its warnings at their great peril.

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➔ Elon Musk: Tesla, SpaceX, and the Quest for a Fantastic Future



By Ashlee Vance

New York Times and International Bestseller book that captures the full spectacle and arc of the genius's life and work, from his tumultuous upbringing in South Africa and flight to the US to his dramatic technical innovations and entrepreneurial pursuits.

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15 WAYS TO KEEP COOL IN SUMMER

By Salman Waqas



Keeping cool when temperatures reach record highs isn't just about comfort. Dangerously high temperatures can result in heat-related illnesses ranging from heat cramps to heat exhaustion and heat stroke. The following tips can help you keep cool all summer long.

- Alter your pattern of outdoor exercise to take advantage of cooler times (early morning or late evening). If you can't change the time of your workout, scale it down by doing fewer minutes, walking instead or running, or decreasing your level of exertion.
- Wear loose-fitting clothing, preferably of a light color.
- Cotton clothing will keep you cooler than many synthetics.
- Fill a spray bottle with water and keep it in the refrigerator for a quick refreshing spray to your face after being outdoors.
- Fans can help circulate air and make you feel cooler even in an air-conditioned house.
- Try storing lotions or cosmetic toners in the refrigerator to use on hot, overtired feet.
- Keep plastic bottles of water in the freezer; grab one when you're ready to go outside. As the ice melts, you'll have a supply of cold water with you.
- Take frequent baths or showers with cool or tepid water.



- Combat dehydration by drinking plenty of water along with sports drinks or other sources of electrolytes.
- Some people swear by small, portable, battery-powered fans. At an outdoor event I even saw a version that attaches to a water bottle that sprays a cooling mist.
- I learned this trick from a tennis pro: if you're wearing a cap or hat, remove it and pour a bit of ice cold water into the hat, then quickly invert it and place on your head.
- Avoid caffeine and alcohol as these will promote dehydration.
- Instead of hot foods, try lighter summer fare including frequent small meals or snacks containing cold fruit or low fat dairy products. As an added benefit, you won't have to cook next to a hot stove.
- If you don't have air-conditioning, arrange to spend at least parts of the day in a shopping mall, public library, movie theater, or other public space that is cool. Many cities have cooling centers that are open to the public on sweltering days.
- Finally, use common sense. If the heat is intolerable, stay indoors when you can and avoid activities in direct sunlight or on hot asphalt surfaces. Pay special attention to the elderly, infants, and anyone with a chronic illness, as they may dehydrate easily and be more susceptible to heat-related illnesses. Don't forget that pets also need protection from dehydration and heat-related illnesses too.

MOVIES TO WATCH



➔ The Social Network



By David Fincher

"You don't get to five million friends without making a few enemies". A brilliant story of how an idea travels from your dorm room to a billion users! American! biographical drama film portrays the founding of social networking website Facebook and the resulting lawsuits.

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➔ The Shawshank Redemption



By Frank Darabont

"Fear can hold you prisoner. Hope can set you free." Stephen King's Andy Dufresne manages to make the best out of a very bad situation. A story about hopes and dreams. It truly captures the essential qualities every entrepreneur needs: discipline and perseverance.

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➔ Office Space



By Mike Judge

Everyone who hates office cubicle work, please raise your hands! If you were one, this is definitely a movie for you. Get. Out. Of. Your. Desk. The film's sympathetic depiction of ordinary information technology workers garnered a cult following within that field, but it also addresses themes familiar to white-collar employees and the workforce in general.

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IS A DIGITAL & CASHLESS SOCIETY GOOD FOR THE WORLD?



Mir Mohammad Ali Khan

Before all of you Technology lovers jump from your chairs and onto me, relax. I am not against a Cashless society where we use less of physical currencies or notes and more of Cashless payments.

But as a person of finance, it is but habitual that I look at any new innovation in my field from all angles. The world is not just for the elite and the ones carrying Smart Phones in their hands. The world consists of people inhabiting the remotest parts of the planet. With no phones no internet connection no Wi-Fi devices. If we transform into a cashless society before we provide them access to Wi-Fi in the remotest of areas, how will they be able to conduct transactions ?

The benefits of a cashless society is great. Number one will be an established paper trail for every transaction. And that paper trail will lead to lesser crimes, specially the major ones including corruption based on cash pay backs. It would also benefit the common man from having cash management issues.

The disadvantages are countless. Starting from the most basic one of access to Wi-Fi or land based internet for the ones living in remote areas. And in an ever growing hacking expertise of people as young as in their teenage years, theft of accounts filled with money will be hard to safeguard physically. Privacy will be another issue. With an absolute digital footprint available everywhere, it would become impossible to have any level of privacy. The abuse of women financially in relationships can also increase while

men take away pass codes or get the women's access to digitally available funds cancelled. Specially for the women who solely depend on their husbands. Technology problems where the servers can be down. Glitches can happen. Unintentional mistakes take place.

Think about your phone battery dying when you need the money? Any solution to that in an emergency situation?

Another psychological factor of physical money is that whenever you spend it, it hurts a bit because you are physically parting with something you have in your pockets with your own hands. Digital payments in my opinion will absolutely lead to overspending. People's minds are not trained to budget what you already spent a few days ago through a mental calculator.

One of the most difficult problems in a cashless society is that Central Banks, to spur the economy may promote negative interest rates. And negative interest rates are a huge problem for the purchasing power, money loses value.

Whatever I have written above by no means argues that we should remain a cash based society. All I am saying is that by having Digital payment companies popping up in every neighborhood, we might not be ready for the problems at large. We need to address those problems first, find the solutions before we proceed towards a cashless society. Otherwise the biggest travesty of justice plus inequality between the "Haves" and the "Have-nots" will increase tremendously.

Haves will be the ones who are digitally and technologically savvy and the have-nots will be the ones who have never even held a smart phone in their hands.

راولپنڈی (2019ء) میں ہونے والے قرآن کورسز

ONE-YEAR COURSE

EVENING

STARTS 24 JUNE

MONDAY-FRIDAY

5:45 TO 9:15 PM

تعلیم یافتہ خواتین و حضرات کیلئے قرآن کی سمجھ حاصل کرنے اور اس سے متعلق اساسی علوم (جیسے عربی گرامر، اصول حدیث، سیرت النبی، تجوید) سیکھنے کیلئے ایک جامع کورس

2 فیض آباد کیمپس

Faizabad Campus, H # 31/1 Faizabad
Housing Scheme, I-8/4, Islamabad
Contact # 0333-5354500

1 گلزار قائد کیمپس

Quran Academy, House 1, Street 1,
Main Airport Rd, Mangral Town, RWP
Contact # 0311-5354500

MODULAR COURSE

EVENING

STARTS 24 JUNE

MONDAY-FRIDAY

3 MONTHS

ایک سالہ فہم القرآن کورس کے نصاب اور مضامین کو تین ماڈیولز میں تقسیم کر کے پڑھایا جاتا ہے۔

3 راولپنڈی کینٹ

Al-Huda Masjid, St # 24A,
Allama Iqbal Colony
(Peoples Colony)

Contact # 0300-5050295

2 اڈیالہ روڈ

2nd Floor, Mumtaz Plaza
Khawaja Corporation
Chowk (Opposite
Cake Kitchen Bakers)

Contact # 0321-5159579

1 بحریہ ٹاؤن

Civic Center, Bahria Phase 4
Flat # 5, 4th Floor,
Building 44-A
(Besides KHIVA Restaurant)

Contact # 0335-4402686

5:45 TO 9:30 PM

6:30 TO 9:00 PM

6:00 TO 9:30 PM

WEEKEND COURSE

MORNING

STARTS 22 JUNE

SATURDAY-SUNDAY

9:00 AM TO 12:00

تفسیر القرآن قرآن حکیم کا متفرق کتب تفاسیر کی روشنی میں مطالعہ

2 فیض آباد کیمپس

Faizabad Campus, H # 31/1 Faizabad
Housing Scheme, I-8/4, Islamabad

1 گلزار قائد کیمپس

Quran Academy, House 1, Street 1,
Main Airport Rd, Mangral Town, RWP



تنظیم اسلامی

PAKISTAN: THE NEXT INNOVATION DISTRICT



Nabeel A. Qadeer

The evolution of the entrepreneurial ecosystem in Pakistan has been impressive to say the least. It has grown from a state of non-existence 15 years ago to a multi-stakeholder industry that is fast being validated globally.

The Ecosystem - a Snapshot

A 2017 report by Planet N and supported by Karandaaz Pakistan and the Lahore University of Management Sciences examined the challenges of the start-up ecosystem. It estimated that the number of start-ups launched after 2010 increased to 723, with 68 raising funding, of which six secured an investment greater than \$500,000. An accumulated \$20 million was raised by start-ups and \$49 million by mid-stage companies.

This growth has been supported both by infrastructural and policy measures. Over the past six years, start-up facilitation centres, including business incubators, accelerators and co-working spaces, have emerged across Pakistan, some backed by the Federal Government's National R&D Fund. International business competitions

are held all year round, thereby providing young entrepreneurs with the opportunity to have their business idea validated at an early stage.

The year-round activity of the industry culminates into two large-scale international platforms, 021Disrupt and Momentum Tech Conference. Not only do they bring the entire ecosystem together, the sector is pitched in a holistic manner on a global level.

Policy and the Ecosystem

On the policy front, measures have been taken by the Government to promote high-growth firms, thereby strengthening the ecosystem. As a result of the orientation towards one-window operations for legal paperwork, Pakistan now stands at 136 on the World Bank's Ease of Doing Business Index, a jump of 11 places from last year. This compares to India's 77th position and Bangladesh's 176.

To tackle the issue of seed capital, an entrepreneurial loan scheme for young people was launched by the Federal Government in 2014. This provided subsidised financing on an eight percent annual service charge basis. In the FY18-19, it is expected to benefit 2,800 applicants with Rs 3.7 billion. (A similar policy, Arabuma, was launched in Sri Lanka under

the 'Enterprise Sri Lanka' programme in which a tax exemption was introduced for start-ups in 2017, acting as a financial incentive to scale; in Pakistan, start-ups are still struggling for such exemptions).

The National IT Policy was launched in Pakistan in 2016 and if implemented in its true spirit, it will further level the playing field for start-ups. The digital policy presented by the incoming government makes mention of creating Knowledge Economy Authorities across Pakistan, ensuring standardisation of enterprise systems to improve governance, with an emphasis on ensuring the integrity and security of national databases.

Although the Government aspires to create special economic zones (SEZs) to increase the ease of doing business, the focus should rather be on building IT parks and innovation cities like those created in China and Malaysia for example. This will create massive opportunities for start-ups to grow into SMEs (traditional SMEs in Pakistan create over 80% of the jobs in Pakistan).

So are we there yet? Nurturing infrastructure and supporting policies are in place for entrepreneurship to thrive and the private sector is contributing to the ecosystem as well. The numbers are showing an encouraging trend. However, there is still a lot that needs to be done.

Let's consider the three major stakeholders: entrepreneurs, government and investors.

Entrepreneurs:

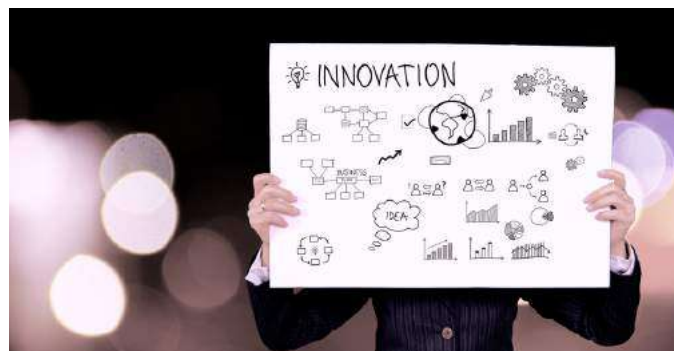
Young people need to examine the socio-economic situation in a larger context in order to identify problems they can solve by bringing in innovation. Apart from providing solutions to real life challenges, scalability and replicability can be drivers of job creation and attract seed investment – and add value to the economy. As innovation is the core feature on which ideas are based, the start-up is categorised as transformational and will have the capability of impacting other sectors through a 'knowledge spill-over'.

Government:

Must play a multi-dimensional role. To enable start-ups to become a part of global value chains and contribute to the economy effectively, the Government has to maintain a structural growth level. This implies facilitating supporting sectors such as digital payments both in a horizontal and vertical dimension. In addition, the Government needs to play a proactive role in helping start-ups access finance. For example, to attract and facilitate foreign investment, the operational process must be simplified with one-window operations and the legal and minimum amount requirements lowered.

Investors:

The local business community should adopt a more risk-favourable approach and support start-ups. Idea Croron Ka, Pakistan's first business reality show, is playing an active role



in this respect.

The entrepreneurship ecosystem has been developing fast. However, to step up the game, it is imperative that opportunities are created for stakeholders to acquire international exposure. Tech giants such as Amazon, Facebook and Google are supporting local entrepreneurs. However, we need to learn from international systems and replicate them in our ecosystem with cultural modifications. Collaborations have been taking place on an international level with start-up exchange programmes and the time has come for the Government to initiate bilateral ties based on entrepreneurship and innovation. Global issues need to be resolved together.

The entrepreneurship landscape of Pakistan is progressing, yet the journey has only just begun.

Every ecosystem comprises four core elements: founders, investors, mentors and facilitators.

1. Founders

We need more founders who are passionate, experts in their work and willing to pivot but never give up on their dreams.

2. Investors

We need more investors willing to invest money and, more importantly, their time and contacts. CEOs from the SME sector need to take a leap of faith and invest in young entrepreneurs rather than invest in real estate. This shift needs to happen!

3. Mentors

They should be intrapreneurs or entrepreneurs themselves. They need to have the ability to ask the right questions and give strategic direction to the founders as well as follow up and take responsibility for the advice they give. Our ecosystem still lacks dedicated mentors in large numbers. Young founders can become the mentors of tomorrow – they must give back.

4. Facilitators

They are the people who run incubators and accelerators, want to become bridges between start-ups and the industry, and are willing to go the extra mile.

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NABEEL A. QADEER CEO INFINIT LABS; CHAIRMAN/CEO CWY HUB; CHAIR UNCTAD; BOARD MEMBER AT CWY; COFOUNDER ID92; HOST/PRODUCER IDEA CRORON KA

THE FUTURE THROUGH THE EYES OF 3D PRINTING



By Engr. Usama Bin Mansur

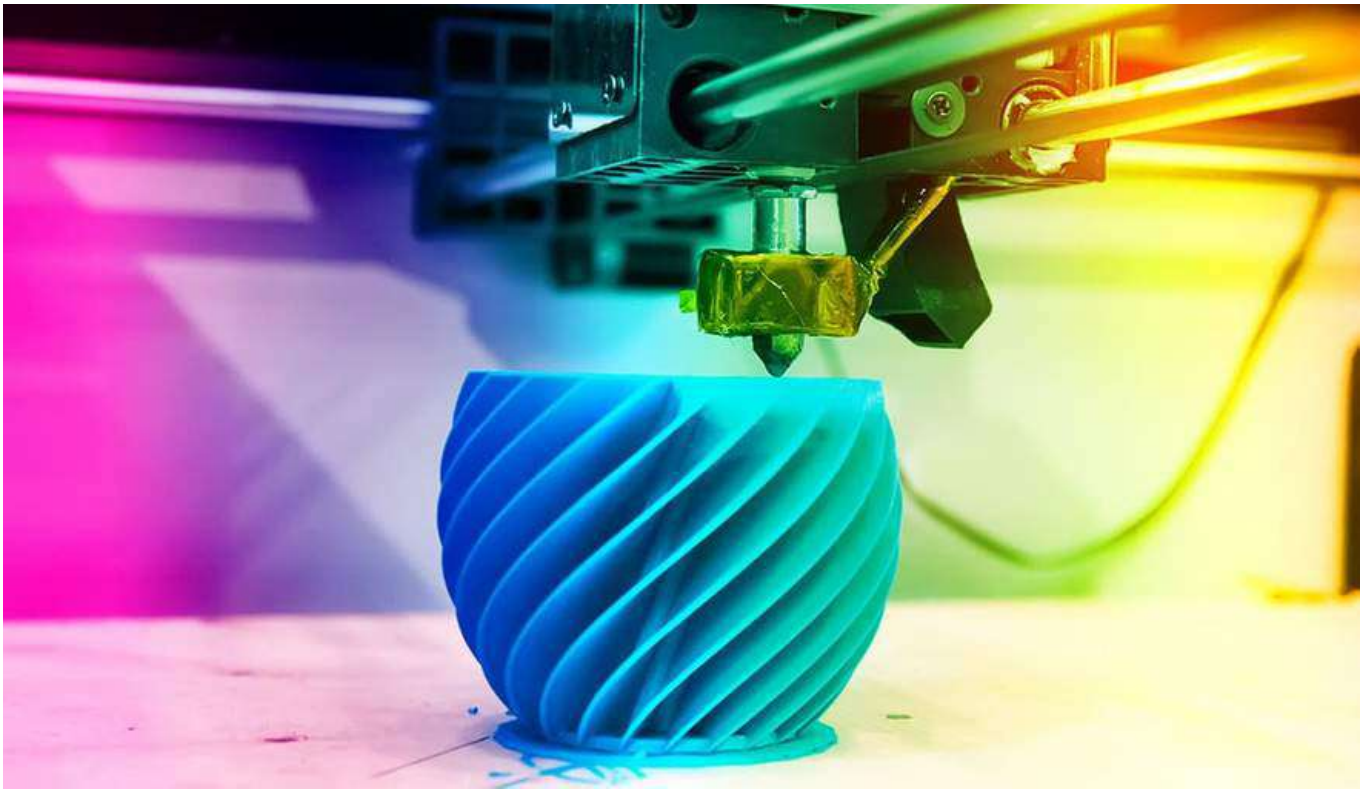
The history of mankind has been filled with advancements and developments. However, the real difference has been made over the last 250 or so years, starting from the first industrial revolution which started in the late 1700s and the second industrial revolution in the late 1800s. Better still the 1960s which was the era of the third industrial revolution and focused on digitization, further gave birth to a new phenomenon since the turn of the millennium, in what we officially call the Industry 4.0 or the fourth industrial revolution, where human beings are deeply focused on developing and integrating intelligent systems with advanced information technologies.

Additive manufacturing, is considered as a key component in this new movement. The modern era has increased the level of global competitiveness and a great emphasis is being placed on utilizing modern manufacturing skills with automation and artificial intelligence. The impact of additive manufacturing and in particular 3D printing is similar to that of World Wide Web (www.); it is supposed to change the way we

manufacture things, alter processes and ease the burden placed on the current manufacturing methods.

Various successful methods have been developed for 3D printing, including selective laser sintering, metal sintering, fused deposition modelling and stereo lithography, which use various materials such as metal powder, nylon, ABS plastics, liquid resins etc. and are being used in industry and by technology enthusiasts as desktop sized systems. A standard 3D printing process prints three dimensional solid objects by extracting data (a component or a shape) from a digital file, that is created using CAD software. The printing process uses various resolutions to print the solid structure in a layer by layer manner until the object is complete. The main advantage is that, a complex structure can be made and less material is used as compared to subtractive manufacturing where material is wasted, thus providing a cost effective and sustainable solution.

The rest of the world has actively adopted 3D printing processes, not just at macro level, but on a micro level too. There has been phenomenal response



with the development of techniques that are revolutionizing industries such as the construction industry where building structures are being 'printed', as best shown by ICON, a 3D printing company in the US who with the help of their very own Vulcan II printer, developed the first 3D printed home, a 350 square foot structure in 48 hours and the cost was around US \$10 000. Further, the impact of additive manufacturing has reached the medical industry with research and development of 3D printed organs and structures, to help medical experts save time and determine the root cause, in particular hearts, where University College London have played a major role in finding ways to help people with congenital heart diseases. In addition, researchers from EHT Zurich successfully developed and tested the first prototype of a 3D printed heart using flexible material that will allow the material to integrate with human tissue.

Moreover, 3D printing has evolved the lifecycle of 'tech' startups and MSME's, while also enhancing the learning capabilities of academic institutes by allowing them to create their own small components to integrate with full system prototypes, research and development, teaching and learning purposes. Innovative Small-Instruments Ltd.; a successful SME in UK has incorporated 3D printing to develop their very

own 3D printed miniature spectrometers and integrating spheres with the same functions and results as the conventional systems but at a fraction of the cost.

By comparing the development and acceptance of new technologies globally, one starts to wonder why Pakistan, a country of 'opportunity' has failed to adapt and keep up with the advancements especially with all the problems we are facing as a nation. Some of the major issues include poor quality of living for an increasing population, health issues, unemployment, declining industry activity and lack of quality research in academia which relies heavily on theoretical work and not practical skills and knowledge development. It is easy to play the blame game and make excuses, but the reality is that each and every one of us must be held accountable for the lack of productivity and accept that we have gone a long way off track and forgotten our real purpose.

However, all is not lost as we have been given a new opportunity to inculcate a system and get back on track with the rise in additive manufacturing technology and it is time to seriously implement it and take steps forward towards a successful new era of growth and productivity, so we can join hands with the global community and be part of a positive change.

INNOVATION VS. INCREMENTATION



Cameron Turner

To change the world you need a great idea, lot of courage (guts) and a little bit of luck. The Boston Consulting Group (2013) in *Managing the "Unmanageable": Radical Innovation* argue a disciplined approach to innovation has improved efficiency in new product development, but impeded the disruptive innovations. The problem is that Stage Gate is linear and informative while Innovation is dynamic and intuitive. Large companies love Stage Gate, hence are very good at producing small improvements to existing products and terrible at producing transformational products. This is why Nokia is synonymous with "dumb phone" and my kids have no idea what Kodak is. Apple is the best exception.

After nearly 10 years of commercialising the Progel technology I have learned most large companies are not interested in or capable of producing disruptive innovations. They aren't remotely interested in technologies. What they want is products with sales. Almost without exception all large companies have said to me "you will probably fail, but if you succeed, we will buy you for a lot of money". Large companies acquire innovations, they don't create them.

One of my brands, The Progel technology produces

probiotics and wide range of other actives with greatly enhanced performance characteristics. Progel probiotics can stay alive in an acidic drinks for up to 6 months and survive acidic stomach conditions delivering live probiotics to the gut. No other probiotic in the world can match this. I have presented this data to almost every large multinational company in the world with an interest in new drinks, dairy or probiotics, including ingredients, supplements, food and beverage brand owners and manufacturers. Lots of small ones were interested but had no capacity to commercialise. The big ones just said "Show Me".

So we are!

For all you transformers out there, don't waste too much time trying to sell or partner your innovation with a large company. Even if they take it it will probably get stuck in their stage gate process by the innovation police and may never see the light of day.

The best advice I can offer is read the *Lean Start-up* by Eric Ries and watch Tim Kastelle's presentation at TEDxUQ 2014.

The worlds needs more Innovations!

CAMERON TURNER IS CEO AT PROGEL AND ENTREPRENEUR IN RESIDENCE AND LECTURER AT UQ BRISBANE AUSTRALIA.

THE PURPOSELESS PURSUIT

By Qaiser Abbas



Over the last fourteen years, I have worked as a Success Coach with top business leaders, relentless entrepreneurs, exceptionally gifted CEOs, superstars of movies, champion athletes, award-winning actors, sought-after writers, veteran media giants, stunning super models, best-selling authors, finest television anchors, crowd pulling singers & musicians, genius army generals and prize winning scientists. It is my great privilege to help these superstars learn, practice and live & breathe the same philosophy and principles you will be learning in this book.

This was quiet shocking for me to see that despite being at the top of their games, some of these super achievers were inwardly empty, broken and unfulfilled. The fame, money, status and power they had gained over the years for which they had paid a heavy price, were no longer satisfying them.

In most private and heart to heart discussions with me, they confessed that they indeed were in deep pain.

Based on their situation, I can easily put them in three categories:

CATEGORY # 01

Category one includes people

who are relentlessly following their passion with some degree of success without a clear sense of purpose. They never thought the need to know why they do what they do? What is their real reason for being in this role? They hardly tried to find out why they are here and why those unique talents and skills were gifted to them at the first place.

CATEGORY # 02

In the second group are the ones who have a sense of purpose. That means they know what their direction should be but have no clue

what their true passion is. They don't know how to change course and which path to follow to get closer to their reason for existing.

CATEGORY # 03

The third kind is those who know both their purpose and passion but have not found a way to link them both together. Their purpose pulls them in north but the passion is in south. Hence they have never been able to leverage their gifts to be what they could have been. They live a mediocre life and never get to realize their full potential. Also they experience an obvious sense of dissatisfaction from life.

In my one-on-one coaching sessions, I share with them the gift of Tick Tick Dollar philosophy. They learn to build a sense of alignment between why they are here and what they love to do. Once they are able to see the connection between their purpose and passion, their performance skyrockets. They are ready to take charge, make better choices, and gain the strength from what they have previously perceived as suffering.

QAISER ABBAS IS AWARD-WINNING SUCCESS COACH & MOTIVATIONAL SPEAKER. BUSINESS PSYCHOLOGIST. AUTHOR OF BESTSELLER 'TICK TICK DOLLAR'

10 FACTORS TO CONSIDER BEFORE YOU BUY A FRANCHISE

In continuation from the previous edition By Bilal Farooq

TRAINING, MANUALS AND SOP'S

If you don't have any entrepreneurial experience, then it is advisable to choose a franchise that offers substantial training. Upon all the documents being signed, you should receive training from the franchisor to help you run your franchise. You'll then be able to continue management and operation of the franchise. A franchising expert Sean Kelly

says, "One often overlooked, though extremely important, factor to consider when evaluating a franchising opportunity is whether the franchisor offers a well-thought-out, structured and proven coaching program. Great franchisors understand that their success hinges on each of their franchisee's abilities to be entrepreneurial & savvy. Great franchises will invest in their franchisees' development."

Moreover, with regards to

installing certain technologies, the franchisor is under an obligation to provide the software and technology to be used for the franchise. To get full value for your investment in a franchise business, the technology and training should answer all your questions and set you up as a confident and successful business owner. It is also extremely important to learn how to automate the complete franchising systems and operations.

Always keep remember; when you buy a franchise, you're buying a proven business model. A major advantage of franchising is the training and support offered to franchisees. Franchisors should also provide on-going support even after your franchise is up and running. With proper guidance and coaching, the chances of your franchise being successful right from the start will increase greatly.

to be continued...



FRANCHISES FOR TECHIES IN PAKISTAN

The franchisors in Pakistan have a wide variety of options when it comes to growing their brands from traditional business models to the state of the art automated business units operating in different locations. Many focus on food or apparels, while others offer a broader range of services in other industries. Whatever the franchisee needs, there's a franchise to fill it.

44. CORVIT

Corvit is a leading provider of technology trainings around the world.

45. BIT

Blochistan Institute of Technology is offering franchises countrywide

46. SUPER NET

The leading telecommunication company with coverage and technical resources is inviting applications for selling its satellite broadband services.

47. PINK CONNECT

Business communication, IT, Cyber security and commercial power products

48. SUPER LINK

Cutting edge strategies, advanced technologies, and best implementation capacity.

49. SMART SHOP

Smartshop offers to make the best and largest network of Pakistan through neighbourhood departmental store as a recognized national retail chain brand and by bringing innovations in facilities.

50. INNOVATIVE IT LEARNING CENTER

Programs include website development, application software development, framework and database development.

Disclaimer: All the above and upcoming franchises are not ranked. It is just a study to determine how many franchising brands exist in Pakistan.

SUPERIOR ENTREPRENEURIAL EXPO

Bringing this all together under one roof is where the annual flagship event - (SEE)

By Correspondent



Superior University prides itself in being Pakistan's first entrepreneurial university. With the vision to develop entrepreneurial potential of Pakistan, an initiative that started off as the "Entrepreneurial Revolutionary Program" by Dr. Sumaira Rehman, Rector Superior University, in no time turned Chaudhary Muhammad Akram Center for Entrepreneurship Development (CMACED) – a university wide initiative with the mission to nurture entrepreneurial mindset and set the foundation for the emerging economic wave – the entrepreneurial revolution.

Superior has created a sustainable impact in society and promoted entrepreneurship culture in academics through its entrepreneurial

platforms through CMACED, which includes Innovation District 92 (incubator), Idea Cronon Ka – Pakistan's premium business reality show and ScaleUp PK (accelerator). The core objective of this ecosystem is to not just develop an entrepreneurial mindset, but also to provide a platform where industry and startups can connect. Bringing this all together under one roof is where the annual flagship event – Superior Entrepreneurial Expo comes into focus. Started in 2016, SEE is in its 4th leg now. Showcasing startups from around the country in the heart of Lahore – The Expo Center on the 3rd of August, 2019, Superior Entrepreneurial Expo is all about celebrating the innovative and creative side of our country.

Every year, SEE provides an opportunity for young entrepreneurs to test their mettle in front of 25,000+ visitors, top industry leaders, potential investors, corporates and an international audience. The day is an energetic display of the true potential of our youth. Clubbed with music and food, it's a display to remember.

CMACED begins the process of prepping and training their startups from the start of the academic year. The last few weeks before the Expo are the most strenuous. From trainings on how to present themselves, to developing their pitch deck to perfecting their prototype – the faculty and students are in the process knee deep. The Rector and Chairman – Dr. Chaudhry Abdul Rehman are leading from the front as they buck up their students and participate with them like their team members to keep their spirits high.

SEE has grown exponentially over the years. Starting with just 48 startups in the first year, it has now grown to receiving a few thousand applications nationwide where the top 200 are selected. The National Business Plan Competition 2019 came into being to give the participants from all over Pakistan the due recognition and credit they deserve. The winners are all given a monetary token of appreciation as Superior believes in compensating hard work and talent.

EyeAutomate and Bruvit

are two startups that have gone on to winning national competitions, are in the process of patenting their idea and hope to create an economic impact through their ideas.

On the day, 'Idea Cronon Ka' is televised live from the venue where Nabeel Qadeer – Lead, anchor and producer of the show and the Chief Innovation Officer of the Superior Group, drives the conversation on Pakistan, its future and innovation. The show is also in its 4th edition and so far has created an impact of Rs. 400 million in committed investments through 22 local and international investments.

Innovation District 92 – co-founded by Nabeel Qadeer and Dr. Sumaira Rehman has created an impact through securing 3 US based grants – providing international exposure to 30 founders, an investment of \$100,000 in their cycle 1 startup, created 90+ jobs and trained close to 2000 students through their alumni. In this short span of time, ID92 is well on its way to contributing to the economic landscape of the country.

With over 17000 alumni, 70 degree programs, 100 international collaborations, 300 faculty members, 80 industrial collaborations, 10 international faculty members, 7 centers of excellence, 10 faculties and more than 10,000 enrolled students, Superior is committed to transforming the society.

OPEN FORUM TO DISCUSS WOMEN ENTREPRENEURS IN PAKISTAN

Karachi, Shajar Management Consultant (SMC) held an open forum for the Entrepreneurs Women Business Program in collaboration with Commonwealth Businesswomen's Network and Osmani & Company at the Osmani House.



A very diversified group of panelist related to media, textiles, health and social media influencers attended the event. The discussion was based on startups and women entrepreneurs and revolved around the impact of Entrepreneurship in Pakistan, the reason why startups fail in the first six months and the way forward in terms of challenges and opportunities.

Sana Zain from ISEM contributed, "Business should be started for the right reasons, they should cater to a need instead of just

focusing on money, and failures should be taken as lessons."

Annum Salman the author of 'Sense me' said, "I use my words to empower women. Everyone has knowledge, passing it on is where your opportunity lies."

Raheel Lakhany the CEO of Lakhany Silk Mills voiced his opinion, "We should promote 'made in Pakistan' and should be willing to explore the local market and brands."

Tajwar Baig, CEO Peacock Events and PR stated, "The

exposure in the Pakistani market is very limited, people are afraid to try new things, as a community as we need to develop and not only to go to high-end brands."

Aleena Khawaja said, "Technology is where we are challenged and that is also where there is scope."

Such open forums for promoting social enterprise will be held on a regular basis by SMC every six weeks. These Forums are an excellent opportunity for the attendees to educate themselves about the

entrepreneurship environment, ecosystems, challenges and their solutions.

Later this year SMC and Osmani & Company under the Commonwealth platform is launching an incubation program for young entrepreneurs with innovative ideas and entrepreneurial mind set to start and to successfully run, their own ventures by providing training and mentorship and also will assist in developing business plans to assist them in monetary requirements.

THE STARTUP ECOSYSTEM OF PAKISTAN

➔ NIC Islamabad



NIC hosted its Open House on Friday, June 21, 2019, to kick start 6th cohort inductions and introduce people to incubation

and accelerator programs at NIC. The event witnessed a huge turnout as people from all walks of life flocked to NIC on Friday afternoon to learn about opportunities available for startups to grow and accelerate.

➔ NIC Quetta



NIC Quetta conducted a session on Financial Modeling, Sales and Sales Pitch for its startups of Cohort 1 at the

facility. The resource person for the session was Mr. Kaleem Ullah from LUMS. The strategic use of financial instruments is key to the success of one's organisation. Sound usage of it ensures that business stays ahead of the curve with a wealth of industry experience.

➔ NIC Karachi



National Incubation Center Karachi hosted Design Thinking Workshop for Japanese companies organized by Ignite-

National Technology Fund. Considering the significance of the approach, Ignite provided an opportunity to local startups to work on real world problems and use 4th Industrial Wave Revolution Technologies and Design Thinking to identify and solve specific problems faced by Japanese companies working in Pakistan.



NATIONAL CONFERENCE ON PM'S YOUTH EMPOWERMENT INITIATIVE

Prime Minister's Housing Task Force, under the Chairmanship of Mr. Zaigham M. Rizvi and Kamyab Jawan Program, under the leadership of Mr. Usman Dar, supported by the Center for Affordable Housing and Sustainable Built Environment (CAHSBE) at NED University of Engineering and Technology are organizing a conference to formally launch the Naya Pakistan Housing Accelerator (NYPHA) on 20th July 2019 at NED University, Karachi.

Under the leadership of Mr Usman Dar and PM Housing Task Force, the conference promises to bring together start-ups and young professionals (Engineers, Architects, Town Planners, Entrepreneurs etc.) with related public and private sector stakeholders including SECP, FBR, PEC, ABAD, NBP, HBL and International Industries Limited. By developing and testing new products and services along with new business models, entrepreneurs often have the flexibility to look at an old problem in a new and creative way to efficiently scale solutions. When it comes to housing in general and affordable housing in particular, public sector initiatives alone are not sufficient to accelerate the markets that will be required to meet the growing housing deficit. This is a unique effort to empower youth by providing young professionals opportunities in housing sector that is otherwise dominated by larger organizations.

On the occasion Chief Guest, Mr. Usman Dar expressed concern over the dire need to launch the program on war footing and to engage the youth as well as international Pakistani diaspora to address the national economic challenges. VC NED University, Dr. Sarosh Lodi presented vote of thanks to the Chief Guest and Guest of Honors Mr. Jawed Saleem Qureshi, Chairman of PEC and Mr. Mr. Zubyr Soomro, Chairman; NBP for their participation. The event was sponsored by HBL and International Industries Limited that attracted eminent speakers and young professionals from construction, finance and affiliated sectors.

PLAN 9'S WHIZKIDS SUMMER CAMP

More than 200 kids celebrated their graduation ceremony after successfully completing the 3 week long program. They did everything from card magic tricks, aerobics, puppet show, arts, science experiments and to solving a Rubik's cube in less than a minute and blindfolded, skating, comedy skits, mimicry, riddles, storytelling and much more!



LEGAL ISSUES SESSION AT NIC PESHAWAR

Barrister Natalya Kamal was invited by NIC Peshawar to have a session on Legal Issues of Startups. She is an independent practitioner specializing in corporate law and is also mentoring startups for quite some time now. This informative and productive session was attended by the founders of 3rd Cohort Startups.

MOTHERS' ENTREPRENEUR- SHIP CAMP

MEC 2019 was conducted by IBA Karachi, 2019 at Al-Noor International Lahore. The purpose of this workshop was to bridge the entrepreneurial gap between a mother and her children. The main purpose of the workshop was to create awareness about initiating business with the least amount of capital.



GLOBAL ACCELERATION PROGRAM GAP (2019)

The GAP team and startup founders networked with NUST alumni based in the Bay Area. The startups received useful advice from some very accomplished professionals working in the Silicon Valley tech sector.



DREAM SUMMER CAMP BY IIU

Plant your Entrepreneurial Dream Summer Camp by International Islamic University's Business Incubation Center comes to an end on a high note. There were four effective workshops organized by BIC includes, Entrepreneurial Leadership, The art of pitching: Investor & Elevator Pitch, Developing Great Teams Seven Pearls for Entrepreneurs. The participants learned by doing the different activities planned during the session.

KP IMPACT CHALLENGE

Bahria Innovation Center, Bahria University Islamabad's incubated startup "Education On Click (EOC)" has received a seed grant of PKR 2 Million by the KP Impact Challenge, an Initiative of Prime Minister of Pakistan on 21 June 2019 in Peshawar. EOC is an educational SME imparting role in education while giving specially focus to elementary and higher secondary level education.





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