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# ILMIANS



An Exclusive Interview with  
**Dr Hasan Sohaib Murad**  
 Rector UMT

Interview with  
**Mr Aamir Niazi**  
 Chief Executive Officer  
 Descon Oxychem Limited

Interview with  
**Engr. Jawed Salim Qureshi**  
 Chairman  
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Success Story  
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**O Allah, Increase us in knowledge!**

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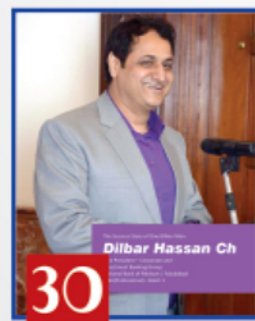
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An Exclusive Interview with  
**Dr Hasan Sohaib Murad**  
 Rector, University of Management & Technology



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# Executive Editor's Note

Assalam-o-Alaikum

Greetings from your beloved alma mater, University of Management and Technology! The Office of External Relations is the primary communications link between the University and our alumni. It is our goal to encourage and foster lifelong alumni participation, involvement, and commitment.

Being an institution of higher education, we are proud of preparing dynamic leaders, people who make a difference, with the skills to contribute to economic development. Our outstanding faculty, capable staff, talented students and distinguished alumni are our assets. The role of Office of External Relations is to promote the objectives and activities of the University in the external world. The department is aiming to start some valuable publications in the near future. It will bring together stakeholders by engaging corporate, diplomat and public sector for influencing public policy and opinion. We recognize, acknowledge and embrace our alumni as vital

stakeholders in the advancement of the University. Therefore, we encourage all alumni to participate in and support the programs, services, and numerous campus activities and events.

This Alumni Magazine is being launched for the first time by the Office of External Relations and we feel proud of this initiative that includes several success stories related to you all as well as Corporate Interviews included in our corporate connect campaigns which will be a real motivation for all of you. You will also get to see the unconventional aspect of respected Rector UMT Dr Hasan Sohaib Murad which is the first time ever in any UMT publication.

This magazine belongs to you and it's just a beginning; so any valuable suggestions and inputs are more than welcome. Lastly I request you all to stay connected through involvement and participation in the UMT Alumni Association. We also encourage each

alumnus of the University to be our ambassador in his/her respective community by assisting with the recruitment of students and by supporting programs via your time, talent, and finances in the future!

I always look forward to receiving your valuable suggestions for the betterment of the alumni family.



**Rana Iftikhar Ahmad**

Executive Editor & Director  
Office of External Relations



Message by

**Abid H K Shirwani**

Director General UMT

Alumni are the measure of the quality of an educational institution. They give life to the vision of the institution that they belong to. What each and every one of you, i.e., our alumni, presents to the world at large showcase the excellence, and spirit for pursuit of the very best, that we have instilled in you. Quite often, I hear how businesses and other recruiters are eager to hire UMT graduates, or that an alumnus has set up a venture that is making rapid progress. This is the greatest testimony of the value of the

UMT experience.

ILM/UMT has been serving as the repository of knowledge for more than 25 years. Our alumni are the best custodians of this knowledge. It gives me great pleasure to share that our alumni have maintained links with their alma mater even after completing their studies. This demonstrates the strength of their engagement and commitment to the University. It also shows that they are the true torch bearers of the academic excellence and moral ethos that is the hallmark of our graduates.

The Ilmians community is growing and it is important that they keep in touch with each other to provide support to their fellow Ilmians. The alumni magazine will go a long way in strengthening the connections with our alumni and enhancing the global network. It will serve as the unifying voice of the UMT community. I hope that more of our alumni would share their experiences and success stories with us. This will truly serve to inspire all those who are studying at UMT now.

## DEAN Messages

### F Robert Wheeler III

Dean, School of Business and Economics

I am the new Dean of SBE, and I could not be prouder to lead such an amazing school at an excellent University. There are many changes occurring at SBE, but they are not my changes, they are the changes that the faculty, students and staff are all making. I am a FIRM believer in the value of alumni,

and you will be hearing from the directors of your programs and chairs of your departments in the next several months as we look to you to help provide the guidance and knowledge about real world issues that our students and executive participants should learn.



### Dr. Nasir Ud Din Gohar

Dean, School of System and Technology

Our vision of being recognized as a world leader for excellence and innovation in computer science, technology, research and education is evident in our efforts to provide our students a dynamic experience in the fields of IT, SE and other sub-disciplines of Computing as well as Informatics and promote a culture of innovation.

Our offered programs equip School of Systems and Technology (SST) students with the latest technical knowledge, a profound training to set up technology-based businesses in highly competitive market as well as skills for global leadership. Our alumni are developing modern solutions that are changing lives

and inspiring the next generation of graduates to consider Computer Science or Informatics as a career choice.

We aim to address the versatile needs in ever growing and challenging areas of computing and informatics. It primarily emphasizes on the technical and professional growth of our graduates, which dynamically equips them with much needed competence and skills for ruling in the job market. Therefore, I invite you all to join School of Systems and Technology (SST) at UMT, a far reaching institution that values the effort of our students and polish them to be emerging researchers and skilled professionals in their respective fields.



### Dr. Muhammad Yusuf Awan

Dean, School of Architecture and Planning

Alumni are the real ambassadors of an academic institution. Their qualitative performance speaks louder than the claims of an institution. The UMT is proud of its alumni who are serving at top positions in different national and international

organizations. They are showing their competence with their innovative, creative, administrative, technological and managerial abilities. The UMT is committed to improve further on the basis of the feedback provided by its alumni.



### Dr. Mumtaz Hasan Malik

Dean, School of Textile and Design

It gives me a great pleasure to know that the University of Management and Technology offers a large number of degree programs in engineering and technology, business and economics, social sciences, health sciences and so on. It is also encouraging for me to know that more than 500 alumni of the School of Textile and Design are working in well reputed organizations of textile engineering and fashion and design in the country. Your contribution towards corporate and social sector is commendable.

You all have special memories of university and school including the bonds you made with the class fellows, university fellows,

staff and faculty and experiences that touched your lives. There is no better way to keep those memories alive by participating in the activities being organized by the UMT Alumni Office. I encourage you to establish and maintain strong linkage with the school and alumni association, give back to the university and to current students and take advantages of the opportunities the university continues to offer. I eagerly look forward to your feedback, comments, suggestions and mutual dialogue. I am excited about the future of this great institution. With best wishes.



### Dr. Abdul Hameed

Dean, School of Social Sciences and Humanities

All alumni of this great seat of higher learning are our ambassadors to the whole world. Keep "Learning" and "leading" principle in your mind and, as leaders with latest knowledge, build a soft image of UMT and Pakistan. Your efforts are limitless and

you can go even beyond our imagination. UMT is growing because you are growing but we still need a big leap to be on the top of the world class universities. All the best for future.



### Dr. Zahid Mahmood

Director, Institute of Clinical Psychology

The Alumni of the Institute of Clinical Psychology (ICP) please remember you are always a part of us whatever you are. Just stay in touch with us. Staying connected

provides you the opportunity to reflect on your time at UMT and allows you to add new memories to the special ones you already have.





**Welcome**  
Message by  
President Ilmians Network  
**Syed Ijlal Jafri**  
MBA (Executive) & MS EBIZ

“ My name is Syed Ijlal Jafri. Professionally, I am Head of Information Technology currently working in multinational setup looking after the country wide IT infrastructure, information system and digital strategy. As far as my association with UMT is concerned it's pretty long and spread over 22 years. I did my MBA with major in IT in 1994-96 followed by another degree in e-business in 2000-2001. ”

I always felt a great affinity with the unique culture and value system of UMT and therefore I feel obligated to pass it on to the new comers and this is the reason why I have kept my self-associated with this setup one way or the other. It's really a privilege and honor for me to serve my own alma matter as President of alumni association on voluntary basis. Although this is still an interim setup but we are fully functional and organizing our activities. On behalf of alumni association and executive committee I welcome you to

this vibrant network which has now grown over 16, 000 professionals working within and out of the country and making us and our respected teachers proud. I would request all of you to step forward and be part of this dynamic network and help us do something in return for our own UMT and in fact for all of us. When I was a younger alumnus, I did not fully realize the impact UMT (ILM at that time) had on my life. It was through this institute that I came to understand one should take advantage of opportunities, always challenge oneself, and always

learn. Doing this has helped me achieve personal and professional success, and motivates me to give back — to the alumni and to the students. I would be remiss in my duties if I do not mention the new hospital that is being built from UMT platform. Donating to this cause is not just “sending money to the University” — it is an investment in the future of our community and country. I consider the presidency as an honor because I get to represent all of you. I look forward to it. With best wishes.

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## An Exclusive Interview with **Dr Hasan Sohaib Murad**

Rector  
University of Management & Technology

By Rana Iftikhar Ahmad  
Director Office of External Relations

**D**r Hasan Sohaib Murad is a renowned scholar of philosophy, organizational science, management, and policy. He teaches wide range of courses to doctoral students. The most outstanding achievement of Dr Hasan is setting-up of ILM which is the parent body of 135 ILM colleges, 200 knowledge schools and the University of Management and Technology that has 2 campuses, at a whole teaching 40,000 students. UMT is a category W4 institution in Lahore, recently ranked as number two in Punjab in the category of medium sized general universities of private sector. Currently students are

enrolled in 150 plus degree programs and 450 faculty members are engaged on full time basis. UMT consists of thirteen schools, four institutes, five journals, and seven research centers.

Dr Murad is founding chairperson of AFAQ, a leading publisher and research house for educational resources with presence in various countries. He has been representing Pakistan in the Executive Board of AMDISA which is a SAARC body for management development institutions in South Asia. He was founding Secretary General of International Business Forum-a network of prominent businessmen and industries from 120 countries

based in Istanbul, Turkey. He also serves on the Board of Governors of International Business Forum.

Dr Murad has been also appointed for the second term as Chairperson of National Business Education Accreditation Council, which has been set up by Higher Education Commission, Government of Pakistan to accredit all institutions offering education in commerce, business, and public administration. He is also recipient of Pride of Performance award in recognition to his services for the cause of literacy by the sitting Prime Minister Muhammad Nawaz Sharif in 1992.

### **What's the one thing you've accomplished in first ten years of ILM that you're most proud of?**

First ten years were really very interesting, exciting and thrilling. We established the foundation of ILM in those ten years. We started from scratch and ended up with an opportunity to conceptualize the things and to make changes. We found the opportunity to see how we can differentiate ourselves from others. The thing that makes me very happy is those years which were full of creativity and innovation.

We started research to see what is happening around the globe. We evaluated and analyzed the opportunities available within Pakistan. We developed our own strategy and scanned the environment. In view of those possibilities we found that what we can take initial decisions. The

thinking and decision making steps were gradually taken. We assured our self to not be a copy master at any stance. We decided to see the suitable conditions that are not only good and better for ourselves but for the organization as well. So the decisions were taken and we moved accordingly. By the grace of Almighty Allah, I feel proud of our first five years because our struggles paid off and we finally introduced 36 diploma training programs.

Mr. Rana Iftikhar Ahmad was the head of those diploma training programs and these diploma programs were more effective than MBA programs. Those diploma programs were very good for unemployed youth. They were cost effective and their duration was just 6 months. We introduced diploma programs in different fields of sales and marketing, banking, customer relationship, interior decoration,

housekeeping, front office management, garments, merchandising and production management etc. The outcomes of this step were marvelous but unfortunately we could not continue this.

Later we introduced some really very good programs. Like, for the first time in 1994 we introduced bachelor degree in textile technology and management. We got an opportunity to produce best textile management human capital that shall be considered best in the market. In the very beginning our graduates were not appreciated in market but soon they realized that our graduates are best ones they can have and they started hiring our graduates rapidly.

So if I conclude the first 10 years, those years were very tough but I am proud of our creativity, diploma programs and the step of bachelor degrees.



**What major projects are coming in UMT in near future?**

Looking at the new and major disciplines, we need to add in order to be a fully-fledged university. We have already established school of food and agriculture and we have hired the whole team for it, they are developing the programs. We are going to launch the program in January. So we are hoping the school of food and agriculture also in UMT now as we are base in Punjab and Punjab is about agriculture, food, textile etc.

New projects of UMT also have the launching of School of Medicine. So I am working on it and hopefully in 2017 we will come up with our own 500 bed hospital in our medical college which is

my vision and dream.

**What are the first three things you check about the UMT in morning?**

UMT has ongoing and running operations, so as such there is nothing that I need to check every day. Our team is very good and fully empowered. I have given them all the powers, so it is they who are checking up. I really don't have to checkup anything and take any stress. It's very peaceful, normal and smooth.

**Which organization outside UMT do you know the most people?**

I am very well aware of the academia

and all the academic faculty members, vice chancellor, rectors of many other universities, they are very well known to me. As I am very busy here in my works so I am not very social. Generally I am keen to meet the scholars, intellectuals, journalists, media, and business community.

**What other project you would start if you were given a chance?**

Certainly I have habit of starting new projects but it depends upon the chance, that what kind of chance it is. So sometimes, even if there is no chance, I take up the projects. Sometimes I succeed, sometimes I fail. But I never give up.

**Which book you have read recently?**

Recently I read a book on Iqbal by Dr. Hashmi that was published by UMT press. This is a new book on Iqbal and it is very interesting as well as Informative. I want to urge everyone else to read that book on Iqbal published by UMT press.

**How do you prioritize your emails that which ones to answer first?**

There are always different kinds of emails, but I first go to the emergency emails. The ones that are really serious. I look at the emails of those that are reporting to me like Deans and Directors. Sometimes I get email from students, Alumni and faculty, so I respond to all of those emails. And I try to solve their problems. Sometimes they have complaints, sometimes they inform, sometimes they suggest me or give feed backs and I do respond to all of them.

**What was your adventurous / memorable travel in life?**

When I first time visited South Africa, Japan and China it was very adventurous every time. These are very different countries. You can learn a lot from them. Every country has its own unique culture and values. I went to ten states of United States in 30 days, and that was very informative. America is in itself very unique. I visited South Korea for ten days as delegation and it was very informative.

When I go to any Country, academia or industry I meet people and I try to learn things.

**On a scale of 1-10, how lucky are you?**

I will scale myself at 7.

**What was the last gift you gave someone?**

Our faculty member from English department Miss Elizabeth Zelinca came to me and shared that she recently got married and I gifted her Holy Quran. One of my cousin's daughter gave birth to a boy so I visited her home and gifted

some gifts for her husband and new born baby.

**Can you tell us about a time when you almost gave up, and what you did instead of giving up?**

The people around me do not let me give up, even if sometimes I am ready to give

**Any message for our alumni?**

We have started the project of our hospital it would be about 500 bed hospital and I think this is the goal and objective of UMT. Our Alumni and their expanding family also need a hospital. So I think it's the time that we all join hands. So if every single alumni, contributes it will be more appreciating and considerable service. The alumni students that will contribute in building this hospital will be provided further services of hospital as well. And we will name it UMT Alumni Hospital Inshallah.

up. I got good people around me they motivate me and say "NO" let's do this, we can do it. So we keep on trying and as Allah (SWT) has not promised that whatever you think will happen, we propose and God disposes.

My father once told me, "My Job is to try,

my job is to strive, my job is to endeavor to the best I can and then leave everything to Allah (SWT)" and I believe in it.

**What's important to you, team or results?**

Results only come with a good team. On one hand we have people and resources; on the other hand we have goals and objectives. Hence I am goal oriented and keep people with me. I am sensitive to their sentiment, emotion and their welfare. So if I talk about team or results, I believe that they are mutually dependent. Because good results always come with good teams.

**What your best friends do for a living?**

Most of my best friends have their own businesses and they are self employed.

**What do you hate doing?**

It's, telling people what they don't like to hear.

**How do you see Ilmians networking in next five years?**

I should say that our annual alumni dinner, held in May 2016, was very good. It was very well attended. We need to develop a community and we need to put all of them into a living organization. We should have our own clubs in cities, for example in Islamabad, Faisalabad we shall have our own clubs. So I think in next five years, our alumni will reach higher; they will have more resources under their commands. They will have more successes. And in next five years if we have the right plan, I can see our alumni developing centers, developing hubs for interactions, community centers, developing in networks and becoming more active. So in next five years there will be progress which we have not seen in the last 15 years. This is for sure I can see. I see the network of alumni expanding from 15000 to 20000 by 2020. And I see my alumni's in future helping themselves, their community and helping UMT all put together.





# Office of Alumni in a Glance

### Vision

We envision an alumni community with the name of Ilmians that is proud to be associated with the University of Management and Technology and is enthusiastic about cultivating, sustaining and building a lifelong association with the University.

### Mission

Our mission is to foster a mutually beneficial relationship between the Ilmians and the University of Management and Technology through setting up an effective channel of communication between them. We aim to achieve this by engaging Ilmians through a dedicated focus on providing a wide range of services, benefits, and activities that will encourage them to stay in touch with the University.

### Intro

We develop and foster a lifelong relationship between the Ilmians and their alma mater. The Office of Alumni is entrusted with the responsibility of maintaining a database of all Ilmians and to update it from time to time. It is composing itself to arrange special events and get-togethers. It aspires to have a community developed on this alumni portal where all Ilmians will have the option to interact, share their views and stay in touch with each other worldwide. We treasure our network of alumni and are proud to say that our alumni are our greatest ambassadors, spreading the word of UMT across the world. We have alumni in more than 35 foreign countries.

### Highlights

- Interactive Alumni Web Portal
- On-line Alumni Directory of

8,500+ Alumni

- Alumni Card
- National and International Chapters
- Regional / International Get Together
- Annual Alumni Dinners
- Annual Alumni Group Tours
- Alumni Awards
- Ilmians Network Executive Body
- Permanent Email Address

It has been an honor for us to manage the Office of Alumni and we are always in continuous process to provide seamless services to our alumni. And now the Office of Alumni is pleased to bring out its first issue of alumni titled, Ilmians, a magazine which promises to enhance



our activities related to alumni and their contributions.

We are proud to present to you an exciting issue which clearly highlights our services, success stories of alumni, and continued emphasis on bringing the campus to our alumni and networking opportunities within Ilmians community. The Office of Alumni is a small team of dedicated staff working to keep you informed and inspired about UMT. We

are grateful to our volunteers of Ilmians Network Executive Body, National and International Chapter Administrator who helped us to make this happen. We encourage alumni to join our chapters and to help keep UMT Ilmians community strong by fostering relationships, renewing old friendships and creating new ones.

### Participate

UMT is your university and we urge you to make the most of your connections. We are dedicated to facilitate a mutually satisfying lifelong relationship between alumni and UMT. We encourage you to attend regional alumni events and to return for homecoming and reunion festivities. You can relive the memories

by visiting the photo gallery at: [alumni.umt.edu.pk](http://alumni.umt.edu.pk)

### Update Your Information

This won't take long and we assure you that you will receive all kind of information through emails and the Ilmians magazine / invitations of alumni events through post. Kindly, logon to alumni portal and update your contact information, postal address, and job / business related information.

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# THE ROLE OF ALUMNI

It begins with interest and responsibility  
It continues with relationships that are worthwhile  
It ends with benefit for all.

## “ Introduction

The involvement of alumni in supporting and providing contributions voluntarily to University is important for maintaining and expanding a university development by establishing channels that can facilitate closer ties between the alumni, students and university, it can provide crucial benefits in enriching the student experience while being at the university. Every alumni have experienced being a student to becoming a unique and different graduate, hence there is potential for all alumni to contribute to the university in different ways and scale.”

### Role Model And Inspiration

Alumni are an effective role model and can be easily accepted by students. With the return of the alumni to support the university, they bring with them credibility and justification as part of a successful university, having breathed the same

air and encountering similar challenges faced by the students. Experiences that are shared by the alumni with students whether in time management, financial management, development of self-discipline and character, or in career management can be more easily

accepted as guidance and inspiration by students. Through this way, alumni can assist in strengthening confidence, improve motivation and inculcate the right culture in line with what the university intends to convey to its students.

### Career Mentor

Competition in entering the work force is becoming more intensive as a result of a higher number of graduates compared with a limited number of job opportunities. Job availability is more critical in certain sectors. In the final year of their studies, students must identify seriously their career prospects. This is the right time for alumni to support the students by mentoring them on their career opportunities in the industry and opening channels for the students for acceptance, either in undergoing practical learning or work experience in the institutions where the alumni reside in. Alumni can be a reference for the faculty concerned in meeting the needs of students and graduates in obtaining work in selected fields. The curriculum at the university can be improved as to fulfill the work aspirations of the students.

### Providing Expertise

Besides that, the alumni can contribute by providing their expertise in their occupation in developing new study programs in the university. Alumni can contribute as a guest lecturer, advisor in committees, industry experts and cooperative partners in projects with the university. This will improve the development of their alma mater. In the field of industry research, alumni can open doors for the university to enter into industry networks either in Pakistan or overseas in the spirit of collaborative working. This gives opportunities to the university to improve in a particular industry by applying the theories that have been analyzed and tested with other industry experts.

Success in knowledge transfer will further improve the capacity and the reputation of the university with significance nationally and internationally.

### Opportunity To Access Professional Development

The senior alumni communities that are successful can be a most effective medium not just for the university graduates but also with the younger alumni. When the alumni community is successful and obtain recognition from the corporate world, industry and the wider community, it can potentially create a stronger network as well as trust in the university and in turn, will assist younger alumni from the university to access opportunities in improving their careers and professionalism. Currently, more universities are committed in providing continuous education that can assist in improving the careers of the working graduates by offering postgraduate courses to alumni that graduated with good Results.

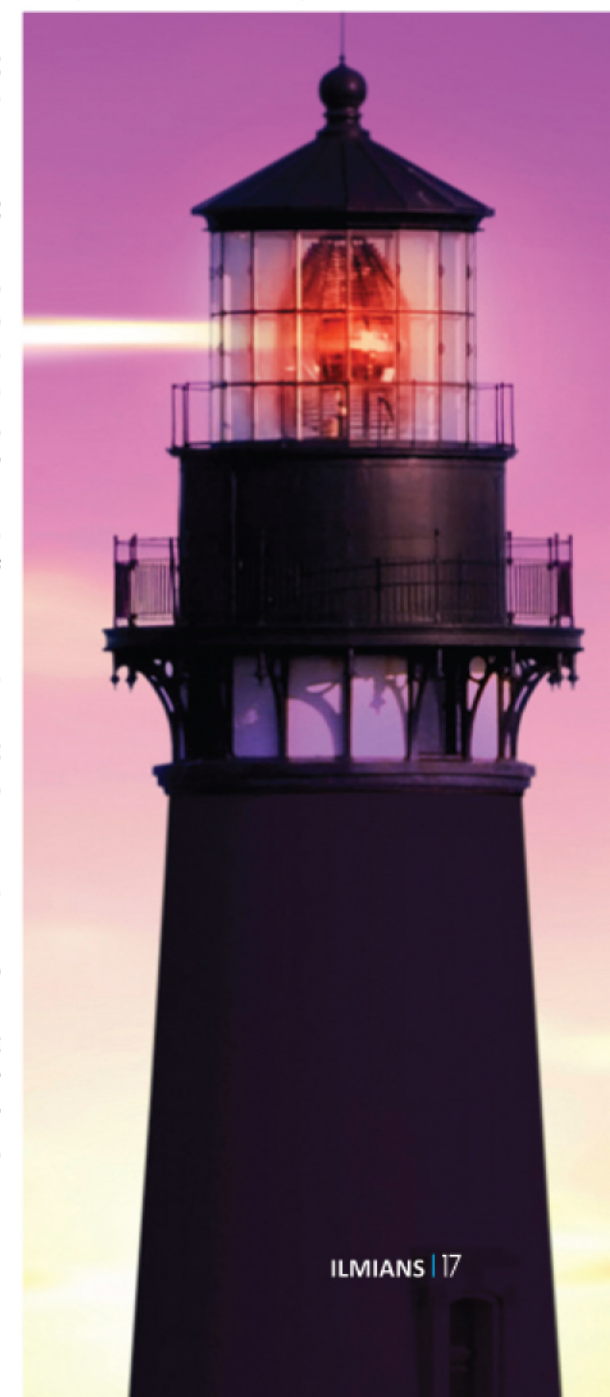
### Improve Student Recruitment Efforts

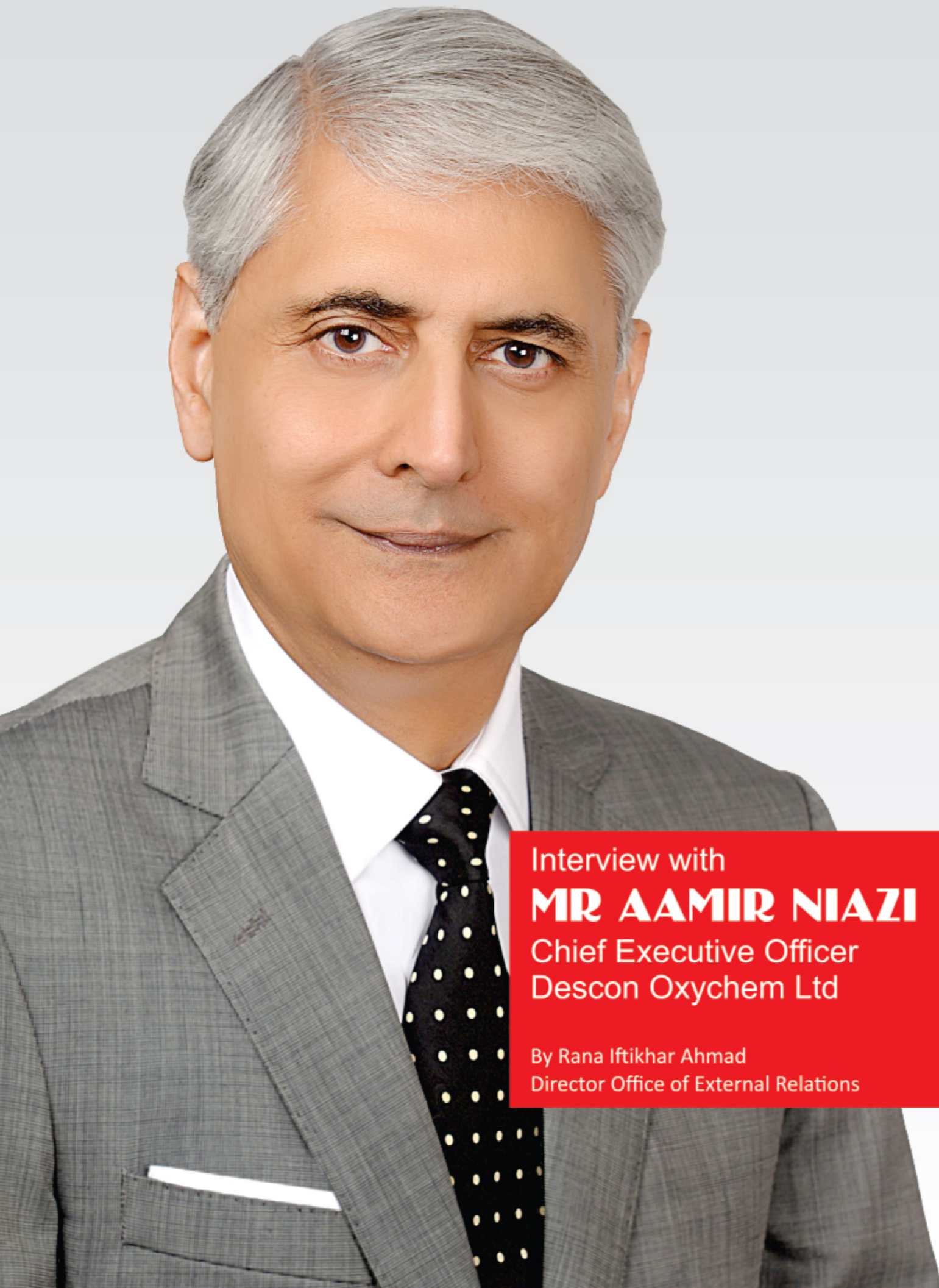
Alumni can encourage students especially their family and friends to consider their university as the provider of higher education. The alumni can also show the students on how to join the work field after finishing their studies. Experiences in the university and the success of the alumni in their work can be of significant factors for students in choosing a university. Other than that, voluntary alumni can be ambassadors that are involved actively in student recruitment efforts that are made by the faculties of the university. The initiatives can be implemented at a national and international level depending on the alumni's potential and position.

### Support The University's Reputation

Views and positive statements that alumni present in relation to their university through media or other physical or social means provides

support for the university reputation. It can influence the community because of public perception that the alumni is more understanding of the challenges faced at the university having undertaken several years at the university. Alumni that have served successfully in various sectors, either domestically or internationally, have authenticated the quality and effectiveness of the education program, research and the university's community. The more influential the position of the alumni in their work, the higher the recognition that society will place on the particular university.





Interview with  
**MR AAMIR NIAZI**  
Chief Executive Officer  
Descon Oxychem Ltd

By Rana Iftikhar Ahmad  
Director Office of External Relations

“Aamir Niazi brings diverse global leadership experience spanning 36 years across America, Europe and Asia -Pacific with FMC Corporation LLC and British Oxygen Corporation Plc. These were senior international leadership roles. His early education was at Aitchison College, where he was the valedictorian, winning the coveted Rivaz Gold Medal. This was followed by his undergraduate and graduate degrees in business administration from the prestigious Cox School of Business at Southern Methodist University in Dallas, Texas. He graduated as number one in the MBA class, consistently winning the SEDCO award for early leadership for three consecutive years.

Aamir has published a number of articles on economic industrial and foreign policy. During 2013-16, he was the President, Board of Governors of the Pakistan Society for Training & Development, an eminent non-profit society, serving the nation's human capital needs since 1966. He remains as governor on the board. He is the president, Board of Directors, Committee of the Management House at Lahore. Aamir is also a member of the Academic Council of the Textile Institute of Pakistan, the university's highest body for policy-making, and Co-Chair for Border Facilitation of the Pakistan - India Joint Business Forum. The year 2016 was the third successive time for him to be selected as one of the Top 100 CEOs and business leaders in Pakistan.”

**How did the idea for your business come about?**

Mr. Abdul Razak Dawood is the chairman of the board of Descon, and has led this organization from its infancy with a staff of four people in 1977, and transforming it into a global corporation. It is the first Pakistan based Multinational Corporation, which has given the country great professional pride over the last 37 years.

Descon has evolved from its engineering roots to a conglomerate which is involved in three main businesses: Engineering, Power and Chemicals. The company is one of the largest conglomerates in Pakistan. Founded in 1977, initially it was a multi-faceted engineering and manufacturing concern that has now become the largest Engineering, Procurement, Construction &

Commissioning [EPCC] company in the country.

Descon Integrated Projects Limited (DIPL) is a state-of-the-art engineering office with 500 design professionals. Descon operates seven manufacturing/fabrication facilities in the region to supply industrial process equipment and bulk items like steel structure and piping spools.

Descon Power Solutions (DPS), a wholly owned subsidiary of Descon, provides power plant operations and maintenance (O&M) services for thermal and renewable power plants in Pakistan. The company provide a full range of services from plant mobilization and commissioning to life cycle management and decommissioning. Our O&M teams are supported by a large in-house team of engineers and technical

specialists.

A few years after Descon's establishment, the focus turned to chemicals, materials and power generation. For over three decades, Descon Chemicals has built a culture into what it is today — a place for creating and bringing ideas to life. Descon's Chemical Business comprises of Descon Chemicals, NIMIR Resins Ltd, Descon Corporation Ltd and Descon Oxychem Ltd. From the manufacturing of a wide variety of chemicals to their trading, the origination provide a one-stop solution for all industrial chemical needs.

Descon Oxychem Limited is an addition to the Descon chemical business area that manufactures Hydrogen Peroxide. With the state-of-the-art chemical plant and latest

technology, Oxychem aims to create sustainable solutions essential for a better, safer, and a healthier life for people everywhere. The plant has an annual capacity of 28,000 metric tons and is spread over 28 acres. The company provides technical support and after-sale services in order to build and maintain the brand equity not only in Pakistan but globally. Descon Oxychem has also pioneered food grade hydrogen peroxide production in Pakistan. The organization has started selling its food grade product to the local industries. Further, it also exports Hydrogen Peroxide to Turkey, India, Sri Lanka, Bangladesh, South Africa and UAE.

**How do you look at the industry and its current market trends?**

I am full of hope in terms of the industry and current markets trends. Pakistan is the 27th largest economy in the world placing it in the top 13% globally. It has a population exceeding 180 million, and more than 50% of the urban population is below 22. Its GDP is over \$500 billion based on purchasing power parity principle, and this data is in 2013 U.S. dollars.

In the period of sixty two years, 1950-2012, Pakistan's economy grew at 4.83% annually, and it did not experience a single recession. Further, during these six decades, Pakistan did not default on any sovereign obligations. In reviewing this composite performance over more than half a century, there are very few economies that have consistently demonstrated this level of performance. Superficial criticism of Pakistan's economy is seriously misplaced.

Harnessing the true potential of the emerging China Pakistan Economic Corridor (CPEC), is not limited to the initial offering of \$42 billion in economic, infrastructure and

industrial development assistance. Neither it is limited in scope to only building economic corridors. It has to be managed in a much broader context of the geo-strategic balance of power in south and Southwest Asia, foreign policy, and sustained economic development. Further, we should be building on these pillars, which have the potential of sustaining through a

2. Inspiring others and maintaining leadership responsibility
  3. Developing an accurate and comprehensive overview of the business
  4. Decision making
  5. Predicting the future
  6. Leading change when it matters most to the organization.
- Underpinning these competencies with integrity



good part of the 21st Century.

**How do you define success?**

Living life passionately, while always reaming humble and grateful to God for his unlimited blessings.

**How do you manage a rapidly growing company and its operations?**

We review six benchmarks for effectively leading a rapidly growing company and its operations. These are;

1. Creating a strategic vision

**Who has been your greatest inspiration?**

I do not really have a single inspiration. Nevertheless, there are lot of people I respect and admire for their important deeds, and their strong will and perseverance. However, what impresses me the most is the faith they have in everything they are doing in order to defend their causes and rights. Among them, one person has caught my attention, particularly for his ideas and what he symbolizes.

He is the 14th Dalai Lama and says that "compassion and tolerance are not a sign of weakness, but a sign of strength".

**What sort of culture do you manage in your organization and how is this different with others?**

Descon's organizational culture is best defined by living our values. These include professionalism, continues improvement, teamwork, open communication and leadership. Women empowerment is also a key element. The company consistently makes a conscious effort to empower them, and give them a

a real enabler in getting results. Communicating the vision, empowering the team to execute the vision, celebrating their wins, and communicating more are the drivers for great outcomes.

**What have been some of your failures, and what have you learned from them?**

There have been many failures in my life. The goal has always been to convert these failures into learning opportunities. Further, to assure that I do not repeat the same mistakes again. One example is the FMC-Sumitomo JV. There was a global

2. How well are they performing against their competition
3. How well are they performing against their Peers.

In terms of Descon's future, it continues to be on a prudent growth and a profitable track. That has been the key driven in its success over the last thirty-nine years. We expect that by 2025, the company will significantly enhance its footprint internationally, broadening its base in markets that represent a close proximity to its three lines of business. Further, Descon will continue to be recognized as one of

“ In terms of Descon's future, it continues to be on a prudent growth and a profitable track. That has been the key driven in its success over the last thirty-nine years. We expect that by 2025, the company will significantly enhance its footprint internationally, broadening its base in markets that represent a close proximity to its three lines of business. Further, Descon will continue to be recognized as one of the most successful, responsible and ethical organizations globally. ”

fair and equal opportunity to grow.

**How important have good employees been to your success?**

Good employees are the most important part of my professional career. I do not know of any leader, who can succeed without his/her team, and I am no exception. Providing motivation is one of the most important things that we do. In my case, it's about treating my team members as equals and listening to them. I have genuine respect for what they do, and understand that they have families as well. Communicate with them as often as possible. Getting the vision across is

manufacturing rationalization decision that was a judgment error. Our focus was to learn from that mistake and convert it to a wining opportunity. As a team, we were able to turn that around, and subsequently, experienced handsome returns for many years.

**What is the best way to achieve long-term success and where do you see your organization in next 10 years?**

A business organization assures long term success, significance and relevance by the CEOs consistently being measured on three key criteria

1. How much value are they creating?

the most successful, responsible and ethical organizations globally.

**To end with please tell us, what three pieces of advice would you give to our university students or alumni who want to become entrepreneurs and successful in corporate world like u?**

- Three pieces of advice:
1. Exercise impeccable integrity in all that you do in life
  2. Remain humble and modest in your victories
  3. Serve Pakistan selflessly, and with a sense of pride.

## CONNECTING THE DOTS

### Dr. Ali Kashif Bashir.

Editor In Chief  
IEEE Internet Policy Newsletter

Research Professor  
Osaka University, Japan  
BCS – Batch 16

“ I am thankful to UMT for inviting me to write this piece. It has already been 13 years since I left UMT, but my bond with UMT with every passing day is getting stronger. The real credit of this goes to UMT alumni office that connects us and provides us opportunities like this. The stronger the alumni of a University are the better perspective the institution has in the future. My story is of a journey from nowhere to somewhere. I have traveled a long and there is along more to go. ”

I am an academician, a technology consultant, a mentor, and an entrepreneur who believe in learning, sharing, and collaborations. Since 2013, I am affiliated with Graduate School of Information Science and Technology (GIST), Osaka University. Here, I am working on the projects of National Institute of Information and Communication technology (NICT) and Nippon Telegraph and Telephone (NTT), Japan. I am also

serving Nara National College of Technology, Japan as a visiting professor. My previous appointments includes: National Fusion Research Institute (NFRI), South Korea; Southern Power Co. Ltd. (KOSPO), South Korea; and Seoul Metropolitan Government, South Korea. At NFRI, I was working on one of the world biggest project that aim to produce energy by fusion process on the nuclear material. At KOSPO, I was elected for a special assignment

and that is to serve as a consultant on energy projects between Korean companies and Pakistani Government. Korean companies were in negotiation to install power plants (wind, bio, chemical, etc.) in Pakistan and being a consultant I was helping them in all the negotiations with Pakistani Government. I received my Bcs(H) from University of Management and Technology (UMT), MS from Ajou University, South Korea, and PhD in Computer

Science and Engineering from one of the best South Korean University named Korea University. For MS and PhD, I received Korean Government scholarships. In my PhD, I led a research team to accomplish several research and industrial projects of South Korean ministries and agencies. Now I am guiding several Japanese, Pakistanis, and some International students in research. I am an active member of ICT community and has authored over 40 publications, gave several invited and keynote talks at national (several Universities of Pakistan) and international venues (USA, Europe, Korea, Japan, etc.), reviewer of reputed Journals and conference, organizer of several conferences, an editorial board member of few Journals, such as IEEE Access and Journal of Sensor Networks and Data Communications.

Due to my services in science and technology, recently I am promoted to Senior Member of IEEE. IEEE is a world biggest forum of scientists and only a handful of Pakistanis have made to Senior Member position. Moreover, recently I am honored to be Editor in chief of IEEE Internet Initiative Newsletter. This is a highly prestige designation that rarely given to someone of my age.

Steve Jobs, the founder of Apple said, you cannot connect the dots looking forward, but the backward. Today, when I look back, I feel that taking admission in UMT was one of the dot that connected the all other dots. I joined UMT in 2000. I was an ordinary student of batch 16th with passion to move forward. I actively participated in curriculum and extracurricular activities. UMT provided me with the opportunities to excel in both. Apart from greed for grade, we formed a team of the best guys of their areas and took part in national level software

competitions, such as Kahotta Research Labs competition, Pro-Life, etc., and won prizes and respect for UMT. Though we used to spend some money from our pockets, but UMT facilitated us in the best possible manners by opening their labs in late hours, sponsoring our trips, helping in buying equipment, etc.

The one thing that I definitely credit to UMT was polishing my leadership abilities. When I entered UMT, I was not an outspoken confident personality, but when I left I had no hesitation to speak at any forum. The environment in UMT introduced me to my hidden skills. During my life in Korea, I emerged as one of the

and let them brainstorm to come up with ideas to improve these systems. Later, I have to channelize these ideas into policies and present them to the city government. Today, I proudly say that a couple of my suggested policies were implemented by Seoul government. In 2013, UMT decided to select outstanding Alumni in three categories: community services, government sectors, and private sector. I was the only one that was awarded in more than one category. I am thankful to UMT for this recognition. These days, I am working on a project for the improvement of education infrastructure especially establishing

The one thing that I definitely credit to UMT was polishing my leadership abilities. When I entered UMT, I was not an outspoken confident personality, but when I left I had no hesitation to speak at any forum. The environment in UMT introduced me to my hidden skills. During my life in Korea, I emerged as one of the prominent student. I founded Pakistani Student Association, South Korea and elected as its first president.

prominent student. I founded Pakistani Student Association, South Korea and elected as its first president. Later this association considered by Korean Government as one of the most active student community among almost 50 communities. From this platform I introduced several activities in the country. Later, I was elected as a Mentor of International Students by Seoul Metropolitan Government. At that time, there were over 50,000 International students in the city from almost every country of the world. Being a mentor, my role was to group these brains of the world, educate them about city systems,

research culture in Pakistan. For this, I am bringing the most talented individuals from national and international organizations. I would love to invite UMT to collaborate with us in this regard.

Lastly, I would like to acknowledge Dr. Hasan Sohaib Murad, Mr. Abid Sherwani, Mr. Rana Iftikhar Ahmed and his team for their continuous support and guidance. I am also indebted to all those who have taught me even a single word. My message to all the students is that if you want to go far, start early and walk continuously. Life is not about playing safe, but wise and making contributions.

The  
upcoming  
MEGA PROJECT  
by UMT

# UMT HOSPITAL

A State Of The Art Hospital, Affordable Healthcare For All.

Our major upcoming project is building our very own hospital which belongs to the Alumni and their expanding family. A quality hospital is a dare need of time for our UMT Family and I think it's the time that we all join hands together for the cause. If every single alumni and a member of UMT community contributes to the cause, then a dream will turn into reality with in no time. And we name it the UMT Hospital for all.

Dr Hasan Sohaib Murad  
Rector UMT





Interview with

## Engr. Jawed Salim Qureshi

By Rana Iftikhar Ahmad  
Director Office of External Relations

“Success Is Not Final, Failure Is Not Fatal; It Is the Courage to Continue, That Counts”

- Chairman Pakistan Engineering Council (PEC)
- Chairman Four Brothers Group
- Member BOD LESCO
- Trustee, Tayeb Erdogan Hospital

Mr. Jawed is an electrical engineer by profession with diversified experience of over 30 years in various disciplines and the positions. The success story originates from University of Engineering & Technology Lahore as president Student's union in 1978-79, groomed by National Engineering Services of Pakistan (NESPAK) providing a proud foundation to become an acknowledged and acclaimed business entrepreneur and technocrat in the society. He Served WAPDA for about 13 years. Established four Brothers group Pakistan, Ali Akbar group. Outsourced the multinational pesticide competitors and emerged as the leader in Agro business. The Four Brothers Group revolutionized all season's crops technologies to mechanized production and have

improved crop yield. Heading as the Chairman 4B Gentel, a telecom company providing Long Distance & International Gateway (LDI)

- Engr. Jawed Salim Qureshi Established First Formulation Plant.
- Launched AGRIMAL, a joint venture with PSO, Milat Tractors and Engro Chemicals.
- He was awarded "Fastest Growing Company of the year 2010" by prime Minister of Pakistan.
- He was awarded "Brands of the year 2010" by Prime Minister of Pakistan.
- He introduced one of top 5 LDI operators in Pakistan with the name of 4 B Gentel, interconnected with more than 200 national & International Telecom operators like Vodafone,

Verizon, British telecom, Airtel, TATA etc.

- He established automated PET bottle with Mineral water filling processing plant.
- He established Pakistan's first Liquid fertilizer plant and emerged as a pioneer in introducing Micronutrients in Pakistan.
- He started Pakistan's first corporate farming project with more than 5000 acres at 30 farms across the country.
- Established Pakistan's Largest Franchise Network with the name of "Tarzan Markaz" in field services.
- He launched "Trend Mobiles" in handset Industry and introduced Pakistan's first dual-Sim technology.

**What ignited the spark in you to start a new business venture or to make significant changes in an existing business whenever required?**

At our times there were no personal inspirations, rather just the parent's decision. Parents wanted me to be an engineer, whereas all my brothers were involved in a family business. So I became an Engineer.

I Joined NESPAK in 1979 and served as an Electrical Engineer with prime responsibility of supervising construction of GATTI – GUDDU 500 KV transmission line. Later I joined WAPDA after a year of services in NESPAK and served WAPDA in a Generation, Transmission, Construction and Distribution Operations.

My career ambition was actually started by the services in WAPDA

which lasted for about 10 years. I got to learn a lot in WAPDA and resigned as an SDO in 1989. At that time I used to draw a monthly Salary of about PKR680/- which was not enough to meet the current expenditure of my home. So therefore I decided to start a fresh business venture.

**How did the idea for your business come about?**

Year 1990 was a turning point for me. I left job whereas my family and friends were against my decisions. I had an enormous family pressure with very less savings to survive. My dad supported me to meet my overheads. One more friend also left the job at similar time which was a "drowning man catches at straw" for me.

So I and my friend stood together in generating different ideas. At the time there were one relative engaged in a Pesticide Business in

Multan who was inspiring and motivational factor for us.

I used to think that my friend would have good saving on him and he used to think the same whereas we both had a very less capital to start with any sort of project. I had about PKR. 75000 and the other friend had PKR 50,000. To start something we required at least 150,000 in total. So we decided to borrow rest of the amount from a friend's brother who has been very helpful and agreed to lend us PKR 25000. Finally after several days of research, hard work, commitment, dedication and prayers of our parents, we were able to launch an Agrochemical Marketing Company in 1993. Starting our very own business venture wasn't easy. Initially we faced several challenges out of which space was the major. We had neither any office nor enough money to

spend on the office equipment. All we had with us was honest Intentions, Hard work/Determination and sincerity to our work. We also believe that till now these are the key pillars to our success.

**When did you realize you had become successful?**

Year 1995 was very critical when I

success. By that time one thing was formed which was "Goodwill" Due to which, people started trusting on us. When I passed through that critical time I realized that nothing is impossible when a person has strong dedication, honest intention, assiduous and Almighty blessings. By 1996 I realized that I became successful entrepreneur, by not mine

me success is, spending the majority of my time focusing on my goals and tasks keep on challenging me to do well.

As it is said by Arnold H. Glasgow "Success is simple. Do what's right, the right way, at the right time"

**If you had the chance to start your career over again, what would you do differently?**



faced a flop in business. When we started business, I did not had any idea that the surplus might not be good enough to meet the loss in Agriculture Sector but my passion, hard work and commitment to my work stretches me towards the

but God's planning. As people started buying our products and initially the revenue was increased.

**How do you define Success?**

Mainly good Intentions, hardworking and honesty is all what is required to be successful in life. For

If I ever get a chance to start my career again, I will start it with the same intentions, honesty and same passion towards the challenges. One more thing I will consider is the time I have wasted in taking decisions. I will be wiser in taking decisions. I will

consider the same planning and evaluate all my strengths and weaknesses before launching a start-up.

**How do you find people to bring into your organization that truly care about the organization the way you do?**

For an organization to succeed, the employees play an important role. Providing the suitable environment to an employee increases their efficiency at work. Every employee needs motivation and the financial motivation is very important to every employee, providing them the suitable salary structure would keep them loyal to their work and I always consider this very important. Taking care of your employee also brings the best out of them. I have never been bossy at work rather I always been very polite and friendly to them and so they actually care about the organization and its goals.

**How important have good employees been to your success?**

As I mentioned above that the role of an employee matters a lot. I provide them suitable working environment because it improves their efficiency. The employees, who know their job well, are more likely to attain higher levels of employee engagement. As the employees are closer to the customers so they can easily give useful feedback about what customer values. The human capital of an organization is its strength too. So when your company attains a goal, you shall congratulate your employees. The employee of an organization is a big investment in any organization. So I hire, invest in their learning and then train them. This increases my ROI (Return on investment) many times.

**What would you say are the top skills needed to be a successful entrepreneur?**

I feel that good Intentions, hard work and honesty are required to become a successful in life. To be a successful entrepreneur, you require a plan ahead of competitors and research. A person should have enough knowledge of market trends, should act wisely and take decisions on time.

**What is your greatest fear in Pakistan?**

Starting a new business in Pakistan is not easy anymore. Internationalization is a deep concern for several investors having bundle of policies restricting the transactions.

Secondly there is a lack of leadership and political stability in Pakistan. We can only pray for the better future of Pakistan.

**How long do you stick with an idea before giving up?**

I believe the consistent growth is what matters behind an idea. As long as you are meeting the market need and improvising the change, you are doing well. Turning any idea into reality requires planning, consistency, and taking decisions on time.

**To end with, please tell us what three pieces of advice would you give to our university students or alumni who want to become entrepreneurs and become successful in corporate world like you?**

I believe a person should have a proper vision in life. I encourage all to take risks in life and keep challenging themselves to do better. Lastly I would again say having pious intentions, hard work and honesty will lead towards success. Stay focused and contributes towards a better Pakistan. May Allah SWT protects our land and enables all of us to contribute a little towards its improvement.

**How important have good employees been to your success?**

As I mentioned above that the role of an employee matters a lot. I provide them suitable working environment because it improves their efficiency. The employees, who know their job well, are more likely to attain higher levels of employee engagement. As the employees are closer to the customers so they can easily give useful feedback about what customer values. The human capital of an organization is its strength too. So when your company attains a goal, you shall congratulate your employees. The employee of an organization is a big investment in any organization. So I hire, invest in their learning and then train them. This increases my ROI (Return on investment) many times.





The Success Story of One Billion Man

## **Dilbar Hassan Ch**

Vice President – Corporate and  
Investment Banking Group  
National Bank of Pakistan | Faisalabad  
MBA(Professional) - Batch 2

I am a proud pioneering student of ILM (session 1993-95). I completed my MBA degree in 1995 from ILM and was awarded the degree by Hamdard University. I owe my success to many people. Karanal Rasheed was the greatest inspiration for me, as well as Mr Sajjad, Mr Saghir, Mr Rana Iftikhar Ahmad, Dr Hasan Sohaib Murad and Abid H K Shirwani. I have learned a lot from each one of them; they guided and supported me through tough times and they encouraged me to be a better corporate person.

### **Most Memorable Experience**

I created a competitive research analysis paper with my team members named as "Forecasters," which added great value to ILM/UMT. I was also part of Business Conference team (forum organized by ILM) and they recognized me with an award.

### **Beginning of Professional Career**

On November 9, 1995, I was appointed as Assistant Sales Manager for TNT Express World Wide, a courier company and moved to Faisalabad Station. The company received 300% growth in sales because of my efforts. In April 1993, I joined Schon Bank Ltd. My services with the Schon Bank as MTO spanned 20 years. During this time, the bank has been renamed twice as Gulf Commercial Bank Limited and PICIC Commercial Bank Limited, till it merged with NIB Bank Ltd. We worked in dedicated manner in finances, deposits, and recovery and trade business areas. I was promoted seven times over a span of 20 years, purely on the basis of my performance. I have utilized my full potential for the accomplishment of pre-set targets on year to year basis. I was declared as 'One Billion Man' in year 2013 and was also declared as 'Higher Revenue Achiever Man' in the year 2014.

My association with NIB has been a long one and I worked as a

Commercial /Corporate Investment Banker. I love working in corporate banking sector. As an investment banker, I motivated businessmen/ investors of different sectors to invest in the textile sector of Faisalabad region. It takes a lot of dedication and persuasive power to motivate other persons to invest their money. I shared the ideas and also helped them in project financing. More than 20,000 people are working in those textile units; it always make me feel happy whenever I look back in time and all what I have achieved.

In 2016, I joined National Bank of Pakistan (Corporate and Investment Banking Group, Faisalabad) as Vice-President. I also have 18 years of teaching experience as I have taught MBA/MCom classes at Agricultural University Faisalabad, AIOU and GC University, Faisalabad. I was appointed as a Member, Board of Study, for four years for Agri Marketing at Agricultural University, Faisalabad, and an agriculturist also.

I would like to advise the graduates that they must take opportunity from UMT and develop their own theory and practice. It will lead them toward excellence. They must go with a mindset to be a job giver instead of a job seeker. Believe me, it is all a mind game, believe in yourself and program yourself as an entrepreneur and definitely you will be a successful entrepreneur one day.

I am also a law graduate and member of the following forum:-

- Executive member of "The Banker Club Faisalabad"

“ I would like to advise the graduates that they must take opportunity from UMT and develop their own theory and practice. It will lead them toward excellence.”

- District Bar Faisalabad
- High Court Bar Council Lahore Tax bar Faisalabad
- Chairman of "Taekwondo Lover's Punjab

In the end, I would like to show my gratitude and appreciation to the leadership of Mr Rana Iftikhar Ahmad and his dedicated team. Though I graduated in 1995, but I can proudly say that I'm still connected to UMT though Office of Alumni.



*Interview with*  
**Mr. Muhammad Awais**  
*Chairman of Pakistan Portugal  
Business Council (PPBC)*  
*By Team Office of External Relations*

“ Mr. Muhammad Awais is Chairman of Pakistan Portugal Business Council (PPBC). He has great leadership and entrepreneurial skills. In his professional career he has earned his name greatly. One of his most prominent achievements is the initiative of Pakistan-Portugal business council (PPBC). Mr. Awais joined his family business of “Forvil Cosmetics” in year 1998 which is running in Pakistan from past 3 decades. Their most famous product is Bio-Amla. ”

The official trade agency of Portugal AICEP, ministry of economy invited Mr. Awais to lead a delegation in Portugal. He marvelously fabricated enormous image of Pakistan. He shared his vision and described all opportunities of business in Pakistan. Only few people work enough for their countries and fortunately Mr. Muhammad Awais is one of them.

**Please briefly tell us about your professional background and when did you join the family business?**

I have done FSC (Pre-Medical) but I could not get any formal training for joining my family business. I did many management courses later with the passage of time.

In 1960's my father and two uncles established our family business of Forvil Cosmetics. Out of many products, BIO AMLA is most renowned product. After the death of my father I joined my family business in 1998 and it was a very humble beginning of my career.

**How you generated the idea of Pakistan Portugal Business Council (PPBC)?**

Actually it was a friendly initiative. We were sitting in a very informal session and fortunately we had Mr. H.E. Joao Paula Sabido Costa along with us. We discussed and shared our vision and talked about the business styles between Portugal and Pakistan that are being grounded with the passage of time. Because there was a time when Portugal used to import Pakistani young products. But with the passage of time things started getting phased out. Then we took initiative to furnish business under FBCCI. Now we are not only promoting business but also sports and culture between both countries.

**What is the key strategy adopted by PPBC to target the business community in Pakistan?**

The main agenda is to bring awareness in people about Portugal. I usually ask people about Portugal and people answer that yes that is a country that is located in Africa which was shocking. This is the level of awareness about Portugal and Portugal business. People only know that Portugal is located in Africa and their famous footballer is Ronaldo.

So to spread awareness, we have started engaging our council members from different provinces and business to represent their culture and to get idea about the rest of cultures. Now we have more than 80 members and they are working very well.

**Why did you choose Portugal specifically?**

As I already mentioned that it was a very friendly initiative and nothing was pre planned. We had very good

terms and opportunity just came across to establish a council. The ambassadors were also very keen to work with this platform.

We wanted to target a market where the exposure and opportunities for new and old businesses should be enormous. We found Portugal an untapped market so this platform seemed a great way to promote businesses.

**What are common ways of business between Pakistan and Portugal?**

If we see the customs data, we will find the trade between Portugal and Pakistan in the category of others. Currently the trade level is very low but the potential is considerably high. Though the trade level is low but there are many sectors that can be enhanced for the business links between both countries.

But the cultures of Portugal and Pakistan have commonalities and this is a positive sign for our Pakistani





Rana Iftikhar Ahmad, Director External Relations presenting souvenir to Mr. Muhammad Awais

businessmen. There are some common areas for business that include Chemical, Technical, Textile and Agriculture industries. But the huge and most important one industry is Agriculture industry.

**Do you consider Portugal a successful country?**

The official capital of Portugal is still not declared in constitutions. Currently they consider Lisbon as a capital of Portugal. Lisbon is 6th low-priced city in Europe and the second biggest city of Portugal is Porto. It is also considered cheapest city in Europe. The economy of Portugal mostly depends upon tourism. The plantation of olives in Portugal is considered to be the best in world. In Europe the olives of Portugal are mostly used and considered best.

According to the Government records of Portugal, the unemployment rate in Portugal was above 25% in December 2014. They reduced this percentage up to 12% in December 2015 that was a massive success.

So I consider that a country without its official capital and without any other major income source except tourism is prospering is a biggest success.

**Being a chairman of PPBC, have you taken any initiatives?**

Yes, we took many initiatives. On 3rd June 2016 first time the Portugal national day was celebrated at Islamabad after 18 years. It was a great event. We invited all diplomatic circles as well as ministers of Pakistan. And finally the word "Portugal" started spreading in Pakistan.

After establishing our council the number of travelers increased, especially the business community. Later AIECP invited us to Portugal to give presentation about what Pakistan is all about. We all went

“So I consider that a country without its official capital and without any other major income source except tourism is prospering is a biggest success.”

there and talked about Pakistan's potential and untouched resources. The response from Portugal was very positive and they were very keen to know about Pakistan. There is a Unilever brand in Portugal with the name of "GALLU", it is world's 25th best brand. Our Pakistan's exclusive agency is in negotiation with them for "GALLU" and soon it will get encouraged and more business opportunities will emerge.

Our efforts gave us the output that now Portugal has committed to us and if someone comes from our reference there is no need of VISA for that particular person/businessman. By now more than 20-25 businessmen went to Portugal to explore the markets and do business. We are also planning single country exhibition, business show, with the help of embassy of Pakistan in Portugal. We are also trying to associate high officials for visits in both countries

**Which major sector is the highlight of interest that promotes the platform of working together?**

As I already discussed that the trade level is very low. But the potential of business in Portugal is huge. Our Pakistani businessmen are always keen to promote their products in Europe. They look for the entry points for business in Europe. They usually think to go for Germany, France Italy etc. as of their huge population but in Europe, the trend of American, British and Indian

brands is higher than the European products.

The main sector for business in both countries is energy sector. Portugal is producing about 62% of total energy from wind. So, it's a great opportunity for Pakistan to tackle its energy related dilemmas. Likewise energy sector both of the countries can also deal with Agriculture sector specially mango and rice, surgical equipment, sports goods, cheese, olive oil and many others.

**Who has been your greatest inspiration and what motivates you?**

There are many inspirations in my life. But the biggest inspiration for me is my father. I always wish to be like my father, the way my father started this company and earned his name, is a great inspiration and a source of motivation for me.

**To end with please tell us, what three pieces of advice would you give to our university students or alumni who want to become entrepreneurs and successful in corporate world like you?**

I suggest they should be ready to face challenges as if someone thinks that a person can achieve success in one night, it's not possible. They should be ready for projections, failures and next trials. They shall never lose heart and keep on working hard and one day their hard work will definitely lead them to a success that they had never thought of.

All the best wishes!!



# Syed Shauket Abbas

Country Head Consumer TCS  
MBA(Executive) - Batch 1

## Why did you select ILM/UMT as an institution of your choice?

In 1992 I was working in one of the leading American pharmaceutical company as Sales Executive, after my graduation I joined a multinational company and decided to quit the Master's program, though I wanted to get a degree which has a value in the market place and being a science graduate, that academic program didn't carry much weight.

Then, I started working in a pharmaceutical company and met one of the Marketing and Project Managers who urged me to follow their line. After working for two years, I decided to join an MBA program related to marketing and project management and started looking for a good university. I came to know about ILM (now UMT) and after a healthy discussion with UMT Rector Dr Hasan Sohaib Murad and Director General UMT Mr. Abid Sherwani regarding my career I decided to join the MBA program, which proved to be excellent. At that time, the University was known as ILM and I along with 24 students joined the MBA program. The seniors encouraged us and at that time the ILM was setup in a rented building LEPA at Upper Mall. That was the turning point of my life.

## When you joined ILM, what were your expectations for your future?

Like everyone, I wanted to join a leading national and international firm and God paved the way for me. Our mentor Dr Hasan Sohaib Murad played a great role in my success and I was very enthusiastic at the time of my graduation and worked with a common goal to lead high.

## Who was your role model at ILM/UMT?

As I mentioned earlier, it has always

been Dr Hasan Sohaib Murad as he is a leader and played an influential role in our success. When ILM started, the institute had limited sources and Dr Hasan's office was in Gulberg. He was a man of principles who never compromised over quality and provided us the best faculty like Dr Jadoon from Punjab University and Adam Sahab, an American certified accountant who taught us management and finance.

## Your memorable experience with ILM/UMT?

It has been an amazing one, we were 24 students who came from diverse medical, engineering, banking, government and industrial backgrounds and here every second spent was a memory. We along with our faculty later moved to a temporary campus at Ahmed block, Garden Town and I switched my subjects from science to business studies. I remember my first presentation on 4 P's of marketing on coke and it topped the list. Dr Hasan always encouraged us on those occasions.

## What is your greatest achievement since leaving ILM/UMT?

ILM built an amazing confidence in me and after intensive study of 26 months I was able to apply all the knowledge and skills in a successful manner. It has been due to ILM factor, that I was invited at the 56th Graduation Ceremony of IBA by Dr Ishrat as the Guest of Honor. As the Country Head Consumer of TCS, Dr Ishrat specially asked me from where I did my graduation and told him about my study experience at ILM/UMT and he was highly pleased and introduced me to his faculty with great pride.

## Where are you working now?

I'm working in TCS Karachi as Country

Head Consumer. TCS is one of the top and leading logistic companies in Pakistan.

## Any advice for upcoming graduates?

Take your professional studies very seriously especially at graduate and masters level, make sure that you chose the right field and study it with confidence. Remember, if you fail to implement your study, you will face a tough time.

## How do you keep in contact with other alumni?

Out of 24 friends, unfortunately two of our friends died but I am in touch with the rest through mobile and social media.

## What are your suggestions to improve alumni networking?

The youth and students are your key ambassadors and assets of ILM/UMT. I am proud to say that I am representing UMT in TCS. Rana Iftikhar Ahmed has played an active role in organizing alumni events. I would suggest that UMT has a strong position in Lahore but now they should expand it and built new setup for alumni in other major cities like Karachi and Islamabad. They should invite different organizations and their top leading executive bodies about their contributions and how to overcome various challenges.

Selected to judge the three most prestigious awards in Dubai

## Naveed Kashif

**MBA (Professional) – Batch 27**  
 Director Corporate Services  
 Biznet Consulting, Dubai



“ Mr. Kashif is a dynamic, results-driven leader with years of progressive experience leveraging management consulting skills with legal acumen to drive business growth, protect assets and, assure legal compliance. He is currently working as Director Corporate Services with Biznet Consulting advising Entrepreneurs, Corporate and Business Owners on Company Formation and Business Setups in UAE. He is also an active Council Member of GLG (Gerson Lehrman Group) and successfully incorporated many local and MNC's in UAE. His expertise and knowledge includes; structuring of legal entities and help foreign companies to setup branches and investment companies in UAE. ”

Mr. Naveed Kashif is selected to judge the three most prestigious awards in Gulf organized by Awards International in collaboration with Dubai Chamber of Commerce and Sharjah Tatweer Forum. The Awards International is a Dubai based organization that develops and implements professional Business Awards programs within Gulf and UK markets. Mr. Kashif was selected to judge the awards on the basis of his knowledge, skills and substantial business experience in his sector and hold a relevant business qualification and his belonging to a relevant academic establishment.

### Gulf Customer Experience Awards 2016

Gulf Customer Experience Awards recognize great customer experience across the region.

### Gulf Digital Experience Awards 2016

Gulf Digital Experience Awards have been designated to give the digital arena the recognition it deserves and give corporates and Entrepreneurs the opportunity to showcase all the amazing things they are doing to deliver exceptional customer experiences in Gulf.

### International Business Excellence Awards 2017

The International Business Excellence

Awards recognise and celebrate business excellence and exceptional initiatives by both teams and individual professionals in 28 categories across sectors and disciplines across the world. There are also specific categories for the themes of Dubai Expo 2020 which are Sustainability, Mobility and Opportunity.

Mr. Kashif is judging these awards for (i) SME's, (ii) Professional Services and (iii) Government Service sectors in following categories;

- Digital Branding and Marketing
- Customer Service Excellence
- Government Service Excellence
- Operation Excel

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# Sidra Talha

BS Computer Sciences – Batch 15  
Head of Operations & Co-Founder  
BeautyHooked.com (PVT) Ltd.

“ My name is Sidra Talha and I graduated from University of Management and Technology back in 2014 in Computer Sciences. Being a scholarship holder, my educational career was exceptional since the beginning and I also made it to Dean's Merit List twice. In my career, I am ambitious and enthusiastic and possess ability to learn and adapt quickly and provide results under pressure. I am passionate about what I do and something that is new and innovative always attracts me. Having skills in IT field helps me pursue things more clearly and I see myself joining the dots backwards whenever a problem occurs. I have developed strong interpersonal and communication skills while building my own startups. ”

## MY JOURNEY - Fears and Challenges

I started my career as being a Co-Founder of a small software house with my colleague and worked to make it operational for more than a year. Since I was already working as a freelance Web Developer, I found it to be the right choice to get into field. With lots of effort and spending days and night we made a ground base but still there was something missing. I always felt that there should be done something more to thrive my career. Whilst looking for the opportunities, I came to know about **Startup Weekend Lahore 2015 Powered by Google** and thought to give it a try. Me and my partner (who's my life-partner now as well), went and were introduced to a very amazing opportunity which we never thought could be of

international standard. It was basically a 3 days competition for technology based startups with unique and creative ways to implement it. Hundreds of participants were there with versatile skills in every department that you can think of; eager to evolve in the tech-industry. I was more than glad to see the number of female participants as I support feminism a big time and many female entrepreneurs inspires me.

As much as it attracts, it also requires enormous amount of effort to get through the challenge phase. I believe I was lucky to find the star team there and with the idea of “**BEAUTY HOOKED**” together we not only got shortlisted among hundred others but also won **1st place**. With all the glamor and glory of that competition we got incubated at one of the top

incubators of Pakistan, **LUMS Center for Entrepreneurship (LCE)**. This was the beginning of our success.

During my 4 months of incubation at LCE, I had a complete transformation of myself with all the learning and mentoring and improving my skills. I actually discovered what I am expert at and making procedures straight was my forte since very beginning.

The next step for my startup, Beauty Hooked was getting selected at one of the top most government run Accelerator Program **PlanX**, which helped not only in our growth but proved to be a very helpful in achieving a major milestone for our startup, that is closing the seed funding round.

## ABOUT BEAUTY HOOKED

Beauty Hooked is the easiest way to book appointments at the best salons.

“ With my family support, I always had the right to make my own choices in every stage of life. I was blessed enough to have equally understandable life partner, Talha Rehman, who actually introduced me to startup world which made me realize where exactly my skills lies. ”

It is a platform that converges all the beauty businesses and entrepreneurs on the internet map to save the users from the trouble of browsing salons, offers, appointments, menus and going door to door for bookings.

The company takes all the responsibility and besides being a booking platform it has now become an avenue for all the beauty businesses to promote themselves digitally in what seems to be different than the conventional old marketing methods!

#### FIRST BIG SUCCESS

Our biggest success was when after a struggle of 16 months we earned the title of “First Female Founded and Female run company that has for the first time raised a substantial investment of \$280000 in Pakistan!” And when we read the things like

“Beauty Hooked has become the perfect platform to empower all the beauty business women and entrepreneurs who want to meet their goals and take this industry to the next level”

#### MY ROLE

At Beauty Hooked, my role as Head of Operations involves coordinating, managing and monitoring the workings of various departments in the organization that has helped me in building leadership skills as well. I am always looking to work in a challenging position within an entrepreneurial minded company where I am able to leverage my skills and creativity.

#### MY STAR TEAM

Beauty Hooked is co-founded by all three of us and each one of us is a super star in their respective field.

- 1) Sidra Talha (Myself) - COO
- 2) Sahr Said - CEO
- 3) Abdullah Ahmed - CTO

We are always laying our utmost efforts to take this startup at the highest peaks in the Pakistani Tech Industry.

#### MY MOTIVATION

With my family support, I always had the right to make my own choices in every stage of life. I was blessed enough to have equally understandable life partner, Talha Rehman, who actually introduced me to startup world which made me realize where exactly my skills lies. And since then, he has been nothing but supportive. Pursuing a career in beauty industry is like every woman's dream and I am exactly living my dream with help of a very supportive family.

# ڈاکٹر اور انجینئر

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The Story of an Entrepreneur By

# Sanaa Hameed

MBA (Evening) Batch - 2 & MS (SCM) Batch - 8



“ I am Sanaa Hameed, a UMT alumna who graduated in MS Supply Chain Management in 2015 with a CGPA of 3.55 and did MBA in Human Resource Management in 2008 with CGPA of 3.76 and won a silver medal from UMT. UMT has been my inspiration and I am grateful to my teachers who played a great role in developing my skills as a business graduate. I would particularly like to acknowledge the great mentors **Asher Ramish, Ijaz Yousaf, and Hussnain Shah** for providing me innovative guidelines. ”

I began my career by selling products of other people through my online portal to customers. Initially the intentions were to play the role of facilitator. I had my share of challenges and in September 2014, I launched my venture with zero investment. I worked hard and continued to understand the marketing trends and with family support and UMT faculty encouragement, I was able to launch my brand, 'easy2buy.pakistan,' a clothing brand successfully.

Since 2014, there has been no looking back and my venture of 'easy2buy.pakistan' which started during my MS Supply Chain degree has now business net worth is **1.5 million** plus.

Currently, I own an online business of selling all kinds of women wear including designer and non-designer wear from replica to original brands which are high in demand and are sold globally. They are exported to Qatar, UK, Kuwait, UK, Spain, Germany, UAE, USA, Lebanon, Norway, Saudi Arabia and Sri Lanka. The brand is being operated from our central hub in Pakistan whereas we have overseas stores with following labels: Easy2buy.UK, Easy2buy. USA,

Easy2buy.Canada, Easy2buy.UAE We initially began with local customers and single product line but now we have added many products lines and started our own production. My success list is unending as we have received a break through success in

applications and social portals in a constructive manner which today is being used for non-productive activities by our younger generation. We are currently, operating from five countries which are Pakistan, USA, UK, Canada, and UAE and Insha Allah will

“ My dream to become an entrepreneur became a reality when I attended various entrepreneurial conferences and seminars organized by UMT department of CENTIN (Center for Entrepreneurship and Innovation). ”

two stores in just four months.

We are working day and night and representing Pakistan abroad with great pride and bringing more and more foreign currency to stabilize our economy. The credit of being an established entrepreneur goes to my staff, who work with honesty and most of them are females from lower backgrounds, working from homes.

The innovative aspect of my business is that I am utilizing different

start in Australia too.

I want to be an inspiration for the ladies who can't do jobs or don't get a job offer, they can work from home by using their skills and can earn as much as their spouses earn. I assure you that we women can lead and make our lives a success story even, in a male dominant society. We have created employment for the team which is based on strong and smart Pakistani females.





# Corio Footwear

## The Journey that began from Rs 5,000

By Sulman Talib MBA (Evening) Batch-12

“ To start a dream project with Rs 5,000 was one of the most difficult objectives to achieve but my will to become an entrepreneur, instead of a businessman became true in the end. ”

“ Finally, our hard work paid off and the journey of 'Corio Foot' which began from Rs 5,000 went global with a crowd funded project of £10,000. ”

With limited career options, I decided to opt for some safe choices; social media and its massive popularity played an important role in launching my shoe brand, 'Corio Foot'. The social media especially became the corner stone of my business, and my first client was from facebook, which helped me to earn a small profit.

With the passage of time I was able to increase my clientele on social media and word of mouth from my satisfied customer was the 'real key' to my entrepreneurial success. Within a limited time span of 1.5 years I was able to acquire a steady flow of customers for 'Corio Foot'. The comments and articles from my first client showcased at his outlet helped me acquire more people. Once my online business was set, the very brand 'Corio Foot' went global.

At that time Hand-Made Customized

Leather Shoe of Darrell West, was launched internationally and they were offering more variety in terms of leather colour type and sole type in shoe for the customers. We wanted to launch ourselves globally and were in competition with this brand. It was tough as we saw Darrell West incorporating the concept of customization with a broader orientation, which suited the choice of vast group of audience with respect to leather color type, sole type.

We were following the global trends and were able to provide a more personalized experience for every individual. With intense global competition, we decided to raise our capital and within a time span of 30 days, we were able to materialize £10,000 through our funded project.

# Growing Tribes

## Alumni Are Planting Roots at National & International Level

### Alumni Chapters

The Office of Alumni has established Alumni Chapters throughout the world. These chapters are made by alumni volunteers. Our network of

Alumni Chapters provides graduates with opportunities to network, socialize, assist their local communities, and recruit top UMT students. No matter where you live, UMT alumni are just about everywhere. So why

not recapture the friendship of your years at UMT by getting involved with your local Alumni Chapter. Meet old friends, make new friends and discover new opportunities.

### International Chapter Administrators

Australia (Melbourne)  
KSA (Riyadh)  
KSA (Jeddah)  
UAE (Dubai)  
Qatar (Doha)

Mr. Syed Muhammad Aqeel Tahir  
Mr. Abdullah Manzoor  
Mr. Abu Bakar Naeem  
Mr. Adeel Anwar  
Mr. Syed Abdul Rehman Gilani

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adeelanwar@gmail.com  
great\_gilani@hotmail.com

### Regional Chapter Administrators

Faisalabad  
Sialkot  
Islamabad

Mr Mirza Zia Hussain  
Mr Khawaja Usman Sarfraz  
Mr Khobaib Ahmad Vahedy

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khobaibv@gmail.com



# The Interactive UMT Alumni Get Together of Jeddah and Dubai Chapters

Connecting

Past and Future

“ An Alumni Get Together of Jeddah Chapter was arranged by UMT Alumni Office on Friday March 4, 2016 at La Sani Restaurant, Jeddah. The dinner was graced by the Director External Relations, **Rana Iftikhar Ahmad**. Manager Alumni Affairs, Sajid Ur Rehman, also represented the Office of Alumni. Our alumnus **Abu Bakar Naeem** facilitated us in organizing the event. ”

It was the first alumni event which was held in Jeddah and all alumni were pleased to see each other. The session started with formal introduction of all the people. An informal discussion was held in the beginning and every one shared their problems, expectations and suggested ideas for the active mobilization of ilmians community. To making the networking better and strong,

WhatsApp group was setup and now they are connected with each others. It was interesting to note that alumni were keen to stay connected with each other. Alumni Get Together of Dubai Chapter was organized by UMT Alumni Office on Friday March 11, 2016 at Knowledge Village. The dinner was graced by Rana Iftikhar Ahmad, Director External Relations. Our

alumnus, Dr Nadeem Ahmad Khan was the chief guest on the occasion and our Manager Alumni Affairs, Sajid Ur Rehman, also represented the Office of Alumni. Our UAE Chapter Administrator Adeel Anwar facilitated the event. This is the third alumni get together in Dubai. Here the session started with formal introduction of everyone. Major concerns and hopes were



shared for future prospects of ilmians community. The Director External Relations, Manager Alumni Affairs and Dr Nadeem Ahmad Khan actively participated in question and answer session. The alumni were highly motivated and showed great interest to help ilmians community. We received valuable suggestions from alumni to help fresh UMT graduates and for those who are willing to visit UAE for job search. Most of the alumni offered volunteer career counseling

sessions, online training sessions, job announcements and management consultancy to those who want to start any business in UAE. All members agreed to make next get together more thematic and objective oriented. It was also suggested that alumni should attend the networking sessions with their families. All of the alumni unanimously agreed that this UAE alumni gathering should be done on regular basis, so that everyone can benefit from them.



# Faisalabad Alumni Get Together

Connecting Past and Future



“ The UMT Office of Alumni and Alumni Chapter of Faisalabad jointly organized the second alumni get together on Saturday, April 23, 2016 at Faisalabad Serena Hotel where more than 35 alumni attended the said event. ”



Mirza Zia Hussain, Administrator Faisalabad Chapter, welcomed the guests and Rana Iftikhar Ahmad, Director External Relations gave an overview of current development and activities at UMT, and stressed the important role of alumni in helping the university move forward and spreading its vision. He also described

the alumni as 'partners in progress,' who have proved instrumental in helping the university find balance, locate talent and abundant resources and provide guidance, feedback and engagement. The alumni presented valuable feedback on ways to improve the university as well as alumni relations

for our growing ilmians community. In the end the Office of Alumni also presented souvenirs to the alumni and it was decided that the Alumni Chapter of Faisalabad will organize this type of get together on quarterly bases followed by a dinner reception.

# Annual Alumni Dinner and Sham-e-Ghazal 2016

Connecting Past and Future

This year, the UMT Office of Alumni and Office of External Relations organized the '6th UMT Annual Alumni Dinner and Sham-e-Ghazal' on May 14, 2016 for UMT Alumni at the Faletti's Hotel, Lahore. Previously the event was held in 2010, 2012, 2013, 2014 and 2015. The Rector UMT, Dr Hasan Sohaib Murad graced the event as chief

guest. The school deans, faculty and staff members also attended the event. This colorful evening also served as special networking session among ilmians. The ceremony was organized to acknowledge the contribution of ILM/UMT alumni in their professional fields and to welcome them to their alma mater. Ali Abbas, renowned Ghazal Maestro

performed live before the captive audience. The Ilmians Annual Homecoming has become a tradition of UMT. More than 600 ILM/UMT alumni along with their families turned up for the get-together. Our Alumni Association and Office of Alumni along with our Ilmians have made this network a great success.



# Alumni Awards 2016

Connecting

Past and Future



The University of Management and Technology (UMT) takes pride in its alumni who are the flag bearers of the high moral values and excellent academic standards instilled in its graduates. UMT Alumni are very diverse group who have entered a myriad of careers. Many have achieved notable levels of life successes. The UMT Office of Alumni has proudly announced the Alumni Awards for outstanding alumni who

have demonstrated excellence in their professional careers. These excellence awards are being initiated to celebrate the accomplishments and recognize the achievements of our valuable alumni. These awards aim to highlight professional and personal achievements, and contributions made to the larger community. We hope that the next generation of UMT alumni will be inspired and

motivated by these initiatives. Following awards have been awarded since 2012:

- Academic Leadership Awards
- Serving in Government Sector Award
- Export Award
- Community Services Award
- Information Technology Award
- Multinational Serving Award
- Software Development Award

## Entrepreneur Awards 2016

Kashif Hussain Sheikh  
Nauman Shaukat Vohra  
Qurrat ul Ain  
Atif Rehman

Agripak International  
Gentraco Bangladesh Pvt. Ltd  
Al Fajar School  
Netrevelation

Director  
Managing Director  
CEO  
CEO

## Young Entrepreneur Awards 2016

Asad Rashid  
Asim Riaz Qureshi  
Moneeb Ul Haque Ghumman  
Muhammad Aitsam Sheikh  
Sanaa Hameed  
Shoaib Ali  
Usman Akram  
Waleed Khalid

Happy Cow Dairy  
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CEO  
Managing Director  
CEO  
CEO  
CEO  
CEO  
Director



# Concordia

## Throne of Mountains' God

*Travel Log by Sher Baz Khan*

BBA(H) Batch - 38 & MBA (Evening) Batch - 19

*"Of all the paths you take in life, make sure some of them are dirt" - Anonymous*

“ At the age of 7, I went to embark on a journey of mountains and had the opportunity to view the most beautiful landscapes in the northern areas of Pakistan. The experience was memorable and made me realize that we live in a beautiful country. I watched the sheer beauty of hilly landscapes and mesmerizing mountains outnumbered by the tall pine trees guarding the terrains. ”



I was completing my undergraduate studies and looking for the right tour group to help plan my vacations, the opportunity happened in July 2010 when in summers I heard that a team from my city was leaving for trekking expedition to the Nanga Parbat. Nanga Parbat is often called the 'Killer Mountain' because of its deadly structure which has claimed

several lives of many mountaineers trying to conquer it. Nanga Parbat stands as tall as 8126 meters making it the ninth highest mountain of the world and the second highest in Pakistan. It lies in the Himalyan series of mountains and draws hundreds of tourists and mountaineers to its stunning beauty. This trekking expedition to base camp of Nanga Parbat proved to be a catalyst which, instead of satisfying my desire of being among mountains, precipitated the urge of

going to places which were beyond this expedition and I looked ahead. After returning home from trekking expedition to Nanga Parbat Base Camp, my curiosity of exploring the world of mountains reached its peak and I began searching information on mountains through blogs, documentaries and Internet etc. One of the most adventurous and captivating mountaineering tales was of K2 - also known as Mount Godwin Austin or Chogori. It has an elevation of 8611 meters and it is the

second highest mountain in the world and the first in Pakistan followed by Nanga Parbat. K2 has everything to be called as the 'Mountain of Mountains' or the 'King of Mountains.' The summit of K2 has perfectly carved ridges and sensational elevation which makes it one of the most dangerous mountains on earth. K2 literally proved to be an attraction which didn't only amaze me with its' captivating prominence but also took away my peace and I decided to explore it.

In 2015, after I completed my higher education and started to earn; I got myself registered in a lifetime trekking expedition to K2 Base Camp. Before the visit, our

“ The dark side of the picture is that the mighty glacier which attracts hundreds of people around the globe is vanishing with the speed of light. The tourism not only provides millions to our exchequer but it also provides bread and butter to the local communities. Also these glaciers are the very source of fresh waters and canal irrigation which feed millions across the country. Global warming is the biggest threat to this alarming situation and we need to save the planet from environment degradation. ”

over hundred kilometers crossing the entire Baltoro Glacier to reach the base camp of K2. Those over hundred kilometers proved to be the most challenging one for me. The strenuous trek included 8-9 camps

foreigners' between fifty to sixty were holding sticks to trek along on plain turf.

The jagged peaks on both sides of trek, the roaring rivers, the clear and vibrant blue sky and the dropping

expedition leader warned us to stay fit mentally and physically and we had to reach Askole - a remote region located in Shigar valley in Gilgit Baltistan.

It was from Askole that we started living like a nomad for the next two weeks of our expedition because food to be eaten onward was either canned or freshly cooked by the porters with no civilization as long as eyes could see, water to be drunk was of melting glaciers and beds to be used to spend nights on were made of natural turf or sometimes freezing glaciers covered with camps.

From Askole, one has to trek almost

depending upon the trekking abilities of sportsmen and women. The Baltoro Glacier is one of the longest glaciers of the world outside polar region stretching across 63 kilometers all the way up to Concordia - the confluence of Baltoro and Godwin Austin glaciers. Concordia is also called the 'Throne of the God of Mountains,' because it is a point from where all the 8000+ meters peaks can be seen.

The panoramic view of it is a spectacle that is nowhere to be found on earth. The trek to K2 Base Camp required high morale and passion than the physical fitness and this was proven right, when I saw

temperatures looked amazing. The maximum altitude one can gain in this trekking expedition is 5400 meters and at this point the oxygen becomes thinner and one finds it hard to breath, if one is not acclimatized. The possible repercussions of being at such high altitude is getting victim to, nausea, severe headache, breathing problem or acute mountaineering sickness (AMS). One has to acclimatize well while gaining altitude and if it doesn't help out, the only option is to descent back to lower altitude. I felt very vulnerable and weak among gigantic mountains and felt like a 'tiny creature' in a wide universe.

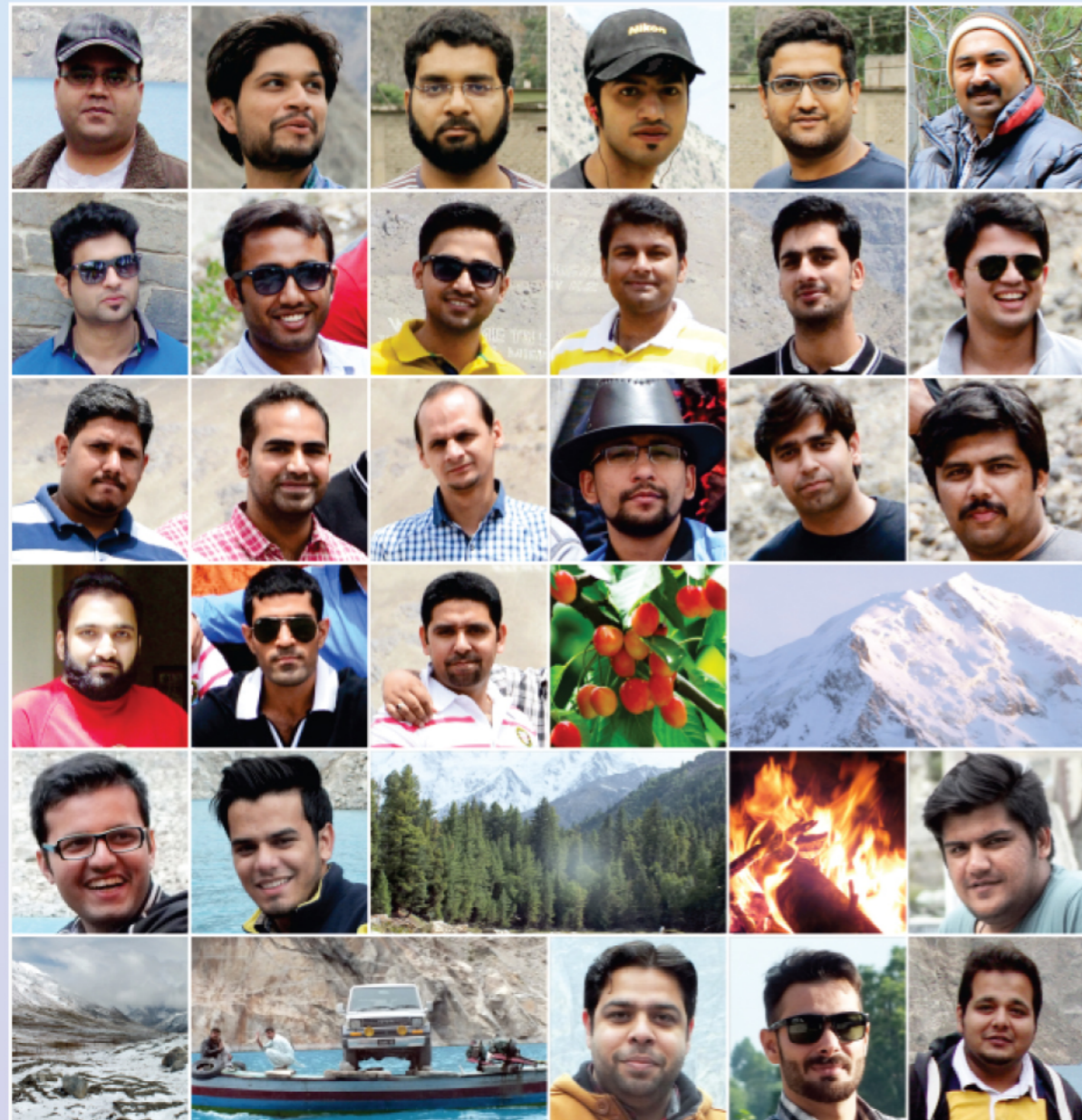
# The Adventurous Alumni

“Traveling – it leaves you speechless, then turns you into a storyteller” – Ibn Battuta

For some years, UMT Annual Alumni tours has been uniting university fellows, batch mates and friends who are driven to discover. We aspire to offer the most enriching and engaging adventures in popular and lesser known destinations in

northern areas of Pakistan. Our alumni have shown an adventurous spirit by touring in group and in the last four years these alumni from different cities, programs and sectors have joined us and become friends forever. Our trips are memorable, and

so are our Travelers/ Participants. Some visited places includes Fairy Meadows (10,800 feet), Babusar Pass (13,700 feet), Nagar Valley (8,000 feet), Deosai Plain (13,500 feet), Hunza Valley (8,200 feet) & Khunjarab Pass (15,500 feet).



# Be Our Guest

“ Whether you are an entrepreneur, IT Guru, business executive, educationist or anyone doing well in his or her field, share your expertise with the best and brightest at UMT. We encourage alumni working abroad to participate and be our guest in networking nights, whenever they visit Pakistan. ”

## Office of Research Innovation and Commercialization – (ORIC UMT)

The Office of Research Innovation and Commercialization (ORIC), UMT is set up in the light of HEC instructions to facilitate the research and development at the University of Management and Technology (UMT). ORIC, UMT has a mandate to develop an enabling environment in the university where researcher and research user can interact, work and develop cutting-edge research based technologies. ORIC office is an excellent bridge between university research and research user of industry and society.

Since June 13th, 2014, ORIC UMT facilitates the arrangement of several events of the National Outreach Program. The events featuring varying themes, categories and guest speakers are organized every Saturday from then on wards, in order to facilitate the several education partners. Along with that, there are Rising Stars projects that are held every Wednesday for the purpose of coaching and training youth, The NOP project is catching the eyes of many officials all over the nation. To get further traction, it is

planned to visit several cities twice a month such as Sheikhpura, Sialkot, Chiniot, Islamabad, Haripur, Abbottabad, Peshawar, Layyah,

Multan, Sadiqabad and Karachi.

## UMT Adabi Baithak & Breakfast

Creativity is a limitless asset for any human being with a beautiful soul and eventful mind. Any person with such richly applied assets creates marvels and becomes a reliever for the community in which he or she lives. We have a galaxy of such persons around us. This organization's mission is to appreciate the poetry, keep it alive, and bring awareness of the beauty of our mother tongue, regardless of any cast or creed, we welcome people belong to any culture and each one of them are equally important to us. This organization is transforming, portraying, and producing a piece of literary value. One can say, “It is creating art”. It is sculpting and rhyming human thoughts and presenting it as a food for satisfying cultural appetite. UMT Press invites such gifted authors, writers, poets and thinkers at Adabi Baithak & Lahori Nashita at UMT. This marvelous journey started from 7th June 2015 and since then we are spreading happiness and cherish Pakistani literature.

“Ilmians are always welcome to join us every Saturday for ORIC Seminars and first Sunday of every month for Adabi Baithak”

## GIVING BACK The Soul of Philanthropy

Philanthropy can be broadly defined as love for humankind. It is different than charity, which focuses on elimination the suffering cause by social problems, while philanthropy focuses on the elimination social problems. It supports projects and endeavors from which we all get benefit. The purpose of philanthropy is to improve the wellbeing of humankind by preventing and solving social problems.

Philanthropy plays a vital role in the success of our University as well. UMT alumni are in a powerful position to influence all sources of voluntary support to higher education. An increase in alumni support can result in gifts and grants from foundations, corporations, and private benefactors which exceed the amount of alumni contributions in many folds.

Philanthropy at UMT is about connection. About being part of something bigger than you, your support changes students' lives and they make a difference across the world. By making a gift at the leadership level, you provide the University with the greatest flexibility in responding to the needs of our students, scholars and community.

### WHY I GIVE

Why I Give is a special opportunity for alumni and UMT to come together to

strengthen the ties that mean the most to them. Active participation in the campaign sends the inspiring message that our alumni believe wholeheartedly in the University's mission and future. Your dedication and hard work as a member propel the University's accomplishments in

- Volunteer Your Time
- Become a Donor
- Ask Your Company to Give
- Help us recruit new students in their home countries
- Provide internships for recent graduates
- Mentor Students
- Join Our Networking Events
- Support Our Employability And Entrepreneurship Programs

teaching, research and service to the society.

The day may be over, but the impact of your collective generosity will carry on enabling the University to achieve new levels of excellence in teaching and research, in service to society, and in educating tomorrow's leaders and innovators.

### Making Difference

Missed the Day of Giving? You can

still make a difference by making your gift now, which is enormously valuable to us and you can contribute in the following:

### Thank you

We are a strong community who's firm, bold and challenging spirit has made amazing things happen over

the last 26 years. Every part of the UMT story changes lives, from our world-class education and research to our global outlook and iconic architecture.

Thanks to our supporters, UMT is making a difference throughout the globe. With your help, our education and research can change even more lives. Please get in touch.

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