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## MINISTER FOR ESTABLISHMENT OF TECHNOLOGY PARKS PSO UPGRADES TECH SYSTEM FOR EFFICIENCY

 MICROSOFT TO HELP PAKISTAN FIX IT INFRASTRUCTURE TELENOR THREATENS TO PULL OUT OF 3G AUCTION WITHHOLDING TAX IMPAIRING TELECOM GROWTH CELLPHONE MARKET NEARS SATURATION MINISTER CALLS FOR CUT IN INCOMING CALL RATES MOBILINK CONSOLIDATES PORTFOLIO WARID TELECOM UP FOR SALE ZONG NOT INTERESTED IN BUYING WARID TELECOM SECTOR'S OUTFLOWS REACH \$390.9M NEW GOVERNMENT GIFTED 5\% NEW TAX ON TELECOM SERVICES WITRIBE INTEGRATED PARTNERS FOR ONLINE BILL PAYMENT GOVT SHOULD GIVE PRIORITY TO IT SECTOR: AKHTAR PTCL COMMITTED TO BRINGING ICT BENEFITS TO ALL NEW GOVERNMENT GREEN SIGNAL FOR 3G SPECTRUM AUCTION TELECOM SECTOR STRESSES DEPLOYING NEW TECHNOLOGY$\begin{array}{lll}\text { - BROADBAND COVERAGE MAP PAKISTAN } \\ \begin{array}{ll}\text { CELLULAR USER STATISTICS AND CELLULAR CONNECTION } \\ \text { RANKING-PAKISTAN }\end{array} & \text { RADIO/FM STAIONS COVERAGE MAP-PAKSTAN }\end{array} \quad \begin{aligned} & \text { UNIVERSAL SERVICE FUND PAKISTAN'S ICT PROGRAMME }\end{aligned}$

## Broadband Coverage Map Pakistan



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Wahaj Siraj Chief Executive Nayatel/ Micronet Broadband.

Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has.

Margaret Mead
US Anthropologist

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Minister for establishment of Technology Parks
Daily Times, July 9 \({ }^{\text {th }}, 2013\)
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## PSO upgrades tech

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system for efficiency
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Daily Times, July 9 th 2013

Microsoft to help Pakistan fix IT infrastructure

The Express Tribune, July $9^{\text {th }}$, 2013

Telenor threatens to pull out of 3G auction - The News International

ISLAMABAD: Minister of State for Information Technology (IT) Anusha Rahman on Monday said the government is committed to provide an integrated platform to all the technologyrelated companies through the establishment of Technology Parks in the country. She expressed these views while chairing a meeting related to Software Technology Parks. The minister constituted a committee under the chairmanship of Ministry of IT Secretary Kamran Ali Qureshi and directed it to make RFO for the project. While addressing the meeting the minister said IT parks should not merely be confined to IT related initiatives rather they should be equipped with and offer opportunities for all the modern technologies. It should offer equal opportunities to educational, health sciences, pharmaceutical, textile and all other relevant industries under one roof or net. Ms Rehman while expressing firm resolve of government said that it would leave no stone unturned for materialisation of this objective and soon this initiative would be converted into a next generation transformation and technology parks capable of housing companies from different sectors of socio-economic development that can be enabled through exploitation of current and future ICT technologies. staff report

ISLAMABAD: Pakistan State Oil (PSO) has successfully upgraded its internal SAP system to the latest ECC 6.0 version in order to streamline its operational efficiency. The upgrading process involved seamless integration of 12 SAP modules, a database of over 1500 GB of data and the profiles and access protocols of over 500 SAP users. The PSO-Information Communication and Technology (ICT) and Finance Departments carried out the entire system enhancement process jointly in a period of just 5 days with minimum disruption in the Company's business operations. APP

KARACHI: A sustainable economy needs sustainable infrastructure, but fixing the infrastructure still remains a major challenge in Pakistan. Unless the country addresses this challenge, it can't realise its true potential, Mircosoft Pakistan's Country Manager Amir Rao said. He was speaking during a media roundtable - Empowering businesses through technology innovation - at the company's liaison office on Monday. In what can be described as an analysis of Pakistan's technology sector, Rao shared various examples, ranging from energy to education and healthcare, and highlighted the importance of sustainable IT infrastructure and its impact on the economy.

MS Pakistan is going to unveil its detailed plan for a national broadband highway in a month, Rao said. MS has been working on a broadband penetration plan and the technology giant would like the country's broadband penetration increase by at least 20\%, Rao had said in a previous interview to The Express Tribune. The company is going to present its plan to the government that will include suggestions on how the latter can fix the IT infrastructure and link it to schools, hospitals, law enforcement agencies, land revenue department, etc. "In order to take this country forward, we must stay abreast of all technological innovations because these advances promise a sustainable economic future," Rao said. "People make up for societies and societies make up for countries and that's the main theme of our mission statement," he added.

The MS Pakistan's chief, who was previously associated with telecom and infrastructure development, said if the country had a one-window system for services like birth certificates, national identity card, land revenue, property registration, law enforcement and healthcare and linked it to an IT system, it would have benefited a great deal. This kind of one-window system for public infrastructure would save the country a lot on costs, improve transparency, reduce frustration levels of citizens and improve the quality of life, he said. However, the one window system needs layers and layers of infrastructure, Rao said, adding, "we only need to identify the right domains of public infrastructure - schools, hospitals, law enforcement and information."

He further said that MS already has a citizen care framework technology, but it needs support infrastructure. Explaining how technology can bring about change, Rao used the example of the 2013 general elections. People were informed and they made educated decisions, he said. Similarly, when they are connected and have access to education, health and information, their true potential can be realised. The MS Pakistan chief also stated that for a country like Pakistan the infrastructure should come at zero net cost. "We are willing to provide every kind of technical support, you [the government] just take the initiative," he said.

ISLAMABAD: The Chief Executive Officer of Telenor Pakistan has said that the price of Third Generation (3G) technology should be lowered due to the increase in telecom companies' tax burden and the tighter regulatory regime. "If viable business terms are not put in place on the auction of 3G then we will invest somewhere else," Lars Christian Iuel said in an exclusive

News Headlines

The News International, July $7^{\text {th }}$, 2013

## Details

chat with a selected number of journalists in Islamabad last week. "The telecom companies are not money making machines so the new government will have to come forward with right kind of policies to attract more investment," he added. Luel said he understood that the regulations - such as those on SIM cards - were to prevent terrorism. He said the industry is ready to help security agencies in any way possible - but then the industry is put on the back foot with court cases like the one which asks for a limit on numbers of SIMs on one CNIC.

The telenor chief said that "there are 80 million CNIC and almost half belong to women who don't go to get SIM cards on their own CNICs. So the numbers of CNICs is 40 million and maximum 200 million SIMs can be issued. In a 3G world, one may have ten SIM cards for every different function". Luel said that Pakistan is probably the only country in the world that has more Klashnikovs than SIM cards. It is easier to buy Klashnikovs here than SIM cards.

Luel said that estimating an expectation of up to Rs 120 billion in the auction price of 3G-at a time when tax burden had increased in the budget - was wishful thinking on the part of the government. "We expect that increase in taxation on telecom will decrease our revenues," he added. "The taxes in Pakistan were already three times higher than the neighbors like India. We think it's reckless to impose these kinds of taxes on small men in the streets while the people who that have the ability to pay are not taxed accordingly" he added. Currently, he said that there was the Federal Excise Duty (FED) being charged at the rate of 19.5 percent and withholding tax at the rate of 15 percent. The interconnect charges are not deducted from the customers - it's the levy that the company pays from the already fixed call price, the Telenor CEO said.

When asked about prospects of future investment particularly in the context of 3G auction, he explained that the ability to spend by customers has reached its limit. We don't see an investment that big when so much is taken in taxes. The value of 3G licence is decreasing with increasing taxes and regulations. Luel said Telenor will consider bidding for 3G after doing its homework. He cited examples of some countries where they had not taken part in auctions - and in some places the company had pulled out during the auction as it was not viable business plan. "In India we pulled out before bidding as initial price was set so high that we believed we would not be able to get back our money," he added.

The CEO said that he was very clear in meetings with both top IT and Finance Ministry officials that the new government would have to show some progress either to take away some new regulatory requirements or tax it in a way to show that it was willing to support the industry. But the government had not only increased tax rates but regulations have also been tightened making investment less and less attractive. "If companies have a predictable regulatory regime they will invest more" he added.

All five cellular operators in Pakistan are doing business in lot of other countries and every company has a limit on resources. "If Pakistan is looking lesser attractive Telenor will invest somewhere else". We have told this to the Ministry of Information Technology. It seems that in every meeting we attend when we go out we are worse off, Luel maintained. The government, he said, had confiscated USF fund, which is against the Telecom Act. The industry is paying of its yearly revenues, which is supposed to be used to build infrastructure in the remote areas.

All these are signs that the industry is being treated very unpredictably and puts a question mark whether one should spend more or not. Luel also said "the government has not explained to us why this money has been taken away from us." "In the last meeting, we asked the government if it was unable to use USF fund - which is lying unused - why it does not reduce tax rates to give relief to the companies. This was after the government imposed $5 \%$ more tax." "Pakistan cannot any more afford to delay auction of 3G license and the industry is already started to leave". "There are data accuracy problems - I think the diagnosis is partly right but medication is not. The industry has to sit down with regulators and clean the data". "Banning night packages is an area in which the government should not interfere and its act is in violation of human rights".

LAHORE: Increase in five percent withholding tax on telecom sector has started to pare its revenue since during the first four days of the imposition of levy the recharge by prepaid card users registered a decline of an average four percent per day, said industry officials. They said the revenue is expected to go down further in the coming days. This would also frustrate the government's third generation auction plan, they added. The government has long planned to auction licences of 3G/4G and raise one billion dollar, which will support the cashstrapped Pakistani economy crippled with energy crisis and disturbed law and order situation.

The Federal Board of Revenue (FBR) slapped five percent withholding tax on already heavily

## News Headlines

Cellphone market nears saturation

DAWN News, July 3 ${ }^{\text {rd }}, 2013$

## Details

taxed cellular industry from July 1, 2013. The officials said the sector's monthly revenue comes around at Rs20 billion. A four percent fall turns out to be a loss of one billion rupees every month, which is substantial in view of the industry already surviving with the lowest average rate per user (ARPU) of Rs210. During the last five years, the ARPU plummeted from Rs350. The government is moving in wrong direction by jacking up taxes on telecom sector, said a former member of the Pakistan Telecommunication Authority (PTA) on condition of anonymity.

This will dampen the chances of successful auction of 3G spectrum licences, he said, adding that if the sector's growth travels in negative zone foreign investors will become hesitant in making investments. The chances of the new foreign investment in the telecom sector are very dim due to poor law and order situation, low returns of investment, and high mark-up, he said. Decline in growth results in compromise on service quality, he said, pointing out that there are still several areas in Pakistan where telecom network has not been deployed. Every player has its own network expansion plans but execution of these plans is possible only with the growth, he said. The industry officials said following the decline in the revenue, the industry will adopt cost cutting measures. The industry will curtail its advisement budget, reduce operational expenses and hold the network expansion plans, they added.

They said that both customers and industry are directly hit with the government budgetary measure since customer talk time has reduced, while industry suffers revenue loss. They said that taxes on the cost of usage could represent a barrier to development of services since they acted to cut down usage. Increasing mobile specific taxation may contribute to reducing the economic and social benefits generated by mobile communications and risks endangering the development and uptake of wireless data services. Taxation on usage, such as airtime taxes, can represent a significant obstacle to consumption of mobile services by poor segment of the society. Conversely, removing mobile-specific taxation and imposing a balanced taxation profile for mobile related services provide more efficient incentives to consumers for their consumption choices, and could enhance the evolution from basic mobile consumption, such as access and usage, to more advanced services driven by the potential of wireless data and internet through mobile devices, they said.

ISLAMABAD, July 2: Mobile-cellular subscriptions are moving towards saturation levels with almost 40 per cent of the world's population are online, and by the end of 2013 , an estimated 2.7 billion people will be using the internet, says the Millennium Development Goals (MDGs) Report, 2013, published by the United Nations. With a projected 6.8 billion mobile-cellular subscriptions by this year's end, global penetration, measured as the number of subscriptions in relation to total population, will reach 96 pc , says the report, published on Monday. The report presents an accounting to date of how far the world has come in meeting the goals using data available as of June 2013. As penetration levels approach market saturation in an increasing number of countries, subscription growth rates have fallen to their lowest levels ever in the last year - around 6pc in developing countries and 4 pc in developed countries, according to the report. Developing countries now account for over 77pc of world's total mobile-cellular subscriptions and the mobile-cellular digital divide has been substantially reduced.

Growing infrastructure in information and communications technology, including mobilebroadband networks, along with social media, innovative applications and falling prices for services continue to drive Internet uptake in all regions. However, major regional differences remain. In the developing world, 31 pc of the population is online, compared to 77 pc in the developed world. Sub-Saharan Africa, where less than 20pc of the population is using the Internet, remains the region with the lowest penetration rate.

While more and more people are joining the information society, more men than women are using the Internet. Globally, 37 pc of all women are online, compared to 41 pc of all men. The gender gap is more pronounced in the developing world, where 29pc of women use the Internet, compared with 33 pc of men. This means that $16 p c$ fewer women than men are using the Internet in the developing world, compared with $2 p c$ fewer women than men in the developed world, estimates the report.

Both the number of fixed- and mobile-broadband subscriptions in developing countries surpassed those in developed countries. But penetration rates lag seriously behind. While developed countries have fixed- and mobile-broadband penetration rates of 27 pc and 75 pc , respectively, rates for developing countries stood at 6 pc for fixed- and 20 pc for mobilebroadband subscriptions. In sub-Saharan Africa, fixed-broadband penetration is below 1pc. Besides differences in penetration rates, major disparities remain in the coverage, price and quality of broadband services. The limited availability of international Internet bandwidth and

## News Headlines <br> Minister calls for cut in incoming call rates

The News International, June 28th, 2013

## Mobilink consolidates

 portfolioThe News International, June $27^{\text {th }}$, 2013

## Warid Telecom up for sale

DAWN News, June 27 th, 2013

## Details

backbone infrastructure in many developing countries continue to pose challenges.
ISLAMABAD: In the process of deciding to revisit the International Clearing House (ICH) agreement, Minister of State for Information Technology Anusha Rahman has taken notice of the exorbitant international incoming call rates and directed the ICH consortium to reduce them.b"The call rates should provide maximum relief to expatriates," she said during a meeting with Long Distance International operators on Thursday. She reiterated that the ICH agreement needs to be reassessed to make it beneficial for the government and telecom sector. Rahman constituted a committee of representatives from MoIT, PTA, LDI, PTCL and law enforcement agencies for establishing an effective monitoring system to curb grey traffic. The committee is expected to submit its report within three days. She said that international incoming traffic has declined over a period of time; however the reason for this cannot be identified due to non-availability of data. Moreover, Rahman called for the formation of another committee dedicated to solving payment issues of Access Promotion Charge for Universal Service Fund. The committee will help reach court settlements with respect to pending payment cases of Rs32 billion from some operators which are already in courts.

ISLAMABAD: Mobilink has taken brand thought leadership in Pakistan by simplifying and consolidating its brands portfolio, moving from a family of brands into one flagship brand. The iconic Jazz, Jazba and Indigo brands have been absorbed into Mobilink, with the prepaid and postpaid portfolios reflecting the Mobilink parent branding. As part of this rebranding exercise, Mobilink has incorporated a new vision of 'Being One' with a commitment to providing customers the best user experience for 'a better everyday.' Mobilink's corporate tagline has also been changed to 'Har Dil, Har Din', which communicates the organization's initiative to develop a brand that is full of heart and promise.

Pakistan mobile operator Warid Telecom has been put up for sale by its Abu Dhabi owners and it is said to have drawn interest from China Mobile and Etisalat, according to various sources. The Abu Dhabi Group, a conglomerate led by a ruling family member in the oil-rich emirate, is seeking to sell all 100-per cent of shares in Warid Telecom, two sources revealed speaking on condition of anonymity. The third source, however, said the company would also be prepared to sell a smaller controlling stake. Pakistan's mobile telecommunications sector has five operators and is ripe for consolidation after a period when a troubled economy, with increasingly high levels of market penetration and stiff competition has forced companies' margins lower. The sellers have mandated US investment bank Lazard and British lender Standard Chartered as advisers for the process, the sources said. One estimated a sale could fetch about $\$ 1$ billion. Walid Irshaid, the chief executive of Pakistan Telecommunications (PTCL), a unit of United Arab Emirates-based Etisalat, said the company is weighing a potential bid.
"We are interested to see if it makes sense for us, but it's not only us. Warid is an existing operator that has been here for many years and so we're saying 'let's look at the prospects,'" he said. "There are too many players in Pakistan. Margins have eroded for everybody and the market must consolidate - we're all operating under low margins and low ARPU (average revenue per user) and that isn't long-term sustainable." Warid Telecom declined to comment. China Mobile, which has increased its subscriber base by nearly three-quarters since 201011 and operates under the Zong brand, was not immediately for comment.

## ETISALAT

According to a source placed within Warid Pakistan this deal has been on the table for months and has almost come to a close in favour of Etisalat. "They want to keep it in the family, and are somehow related or very closely knit to Etisalat. The deal is over 51 percent of the company not 100 percent as rumored. China Mobile may be interested but it ends there for them". Employees allegedly believe that the deal is in the best interest of the company since business has been suffering. Etisalat bought 26 per cent shareholding along with management control of PTCL in June 2005 for US $\$ 2.6$ billion. There was an issue of $\$ 800$ million that Etisalat had held back due to a dispute over property ownership, drawing attention from the finance minister and prime minister of the time.

## SHRINKAGE

Warid launched its cellular services in Pakistan in May 2005 and had 12.54 million subscribers at the end of March of this year, down from 17.39 million in 2010-11, making the company the country's smallest operator. Pakistan's total subscriber base rose 12.2 per cent to 122.1 million over the same period, meaning Warid's market share fell to 10.3 per cent from 16 per cent. The other operators in Pakistan are Oslo-based Telenor and Orascom Telecom, which operates under the name Mobilink and is the sector leader. Neither was

## News Headlines

Leading News Resource of Pakistan - Zong not interested in buying Warid

Daily Times, June 27 ${ }^{\text {th }}, 2013$

Telecom sector's
outflows reach $\$ 390.9 \mathrm{~m}$

The News International, June $25^{\text {th }}$, 2013

## Details

immediately available for comment. PTCL's mobile business is under the Ufone brand, while it has a 95 per cent share of the country's fixed line subscribers. "The board (Warid Telecom) has been looking for a business partner to add value to Warid," a second source familiar with the matter said, adding China Mobile and Etisalat had both expressed interest in acquiring the company.

In 2007, Singapore Telcommunications bought a 30 -per cent stake in Warid for about $\$ 758$ million. That stake purchase gave Warid Telecom an enterprise value of about $\$ 2.5$ billion. SingTel sold back that stake in January for $\$ 150$ million and a right to receive 7.5 per cent of the net proceeds from any future sale, public offering or merger of Warid. The Abu Dhabi conglomerate also agreed to sell Warid Telecom's Uganda business to Bharti Airtel in April without revealing the financial details of the transaction. Bharti recently agreed to buy the remaining 30 per cent in Warid Telecom Bangladesh after taking a 70 per cent stake in that business in 2010. The Abu Dhabi Group, led by ruling family member Sheikh Nahayan Mabarak al-Nahayan, invests in emerging markets and also has large investments in Pakistan including Bank Alfalah Ltd, AI Razi Healthcare and Wateen Telecom.

KARACHI: The China Mobile Pakistan (CMPak) or Zong is not interested in purchasing one of the Pakistan's telecom giants Warid Telecom as the company is preparing to get 3G and Long Distance International (LDI) licences, it was learnt from internal sources on Wednesday. In a bit to quash the raging rumours that CMPak is interested in buying Warid, the former rebuffed such news saying that it's absolutely unsubstantive as Zong is not considering any such move. Internal sources from Zong told Daily Times that there are no facts behind such news reported in a section of the press. They ruled out any possibility or any policy to acquire Warid Telecom saying that there are no such plans as currently Zong is scheduling to participate in 3G licence auction, for which billions are required. They, while quoting Zong Chief Executive Officer Fan Yun Jun, said that the company is ready to participate in auction of 3G technology as Zong has already invested in the required infrastructure to participate in auction for 3G technology and now waiting for the government's progress.

Pakistan Telecommuni-cations Company Limited's (PTCL) official replying to our query in this regard said that at present he is not in a position to deny or admit the news that PTCL is interested to buy Warid as he is unaware of such circumstances adding that he will be able to comment after discussion with the president. Despite several attempts, no media relation officer of Warid was available for comment. Sources said that Zong as well has planned to provide international outgoing and incoming calls facility through its own network by acquiring a LDI licence in the coming months with a million-dollar investment. Earlier, it was reported in media by international news agency that Pakistan mobile operator Warid Telecom has been put up for sale by its Abu Dhabi owners and is likely to draw interest from CMPak and Etisalat, the Abu Dhabi Group, a conglomerate led by a ruling family member in the oil-rich emirate, who is seeking to sell all 100 percent shares in Warid Telecom, however, the agency also claimed that the company would also be prepared to sell a smaller controlling stake. Zong is the first foreign subsidiary of China Mobile Communications Corporation, the biggest telecom giant of the world. It has invested more than $\$ 2$ billion so far in Pakistan since 2008 and it has planned to further expand its network along with network upgradation and 3G licence acquisitions in the future.

ISLAMABAD:Pakistan's telecom sector has witnessed net outflows of $\$ 390.9$ million in the outgoing financial year, official sources told the News on Monday Experts said that puts a big question mark on the the PML-N government's plan to auction Third Generation (3G) technology to fetch around $\$ 1$ billion in licence fees. The raising of these funds is seen as crucial in helping the government combat the circular debt issue and thus the energy crisis as well as loan rescheduling with the IMF.But telecom sector players are offloading their shares, making it hard for the government to reverse this trend in the next financial year by attracting increased overall investment of over $\$ 1$ billion, the officials said.
"For reversing this trend from outflow to inflow in terms of the foreign direct investment (FDI), the government will have to come up with a comprehensive package to achieve success in 3G auction," the officials said. The government has initiated appointing members in the Pakistan Telecommunication Authority (PTA) on merit basis and this process will be completed by the middle of July after which the process of auctioning 3G licence will be resumed, they said. The PPP-led regime had failed to auction 3G licence in its five years rule, mainly because of efforts to bypass the Public Procurement Regulatory Authority (PPRA) rules and adopting controversial procedures to appoint consultants - which resulted in infighting among members and the PTA chairman.

During last 23 months, instead of witnessing any net inflows, the telecom sector registered outflows of $\$ 733$ million. There are telecom players, which are offloading their shares in the

## News Headlines <br> New Government Gifted 5\% New Tax on Telecom Services <br> www.reader.pk, June 23rd, 2013 <br> Witribe Integrated <br> Partners for Online Bill <br> Payment <br> www.reader.pk, June 23rd, 2013

Govt should give priority to IT sector: Akhtar

Pakistan Today, June 19 ${ }^{\text {th }}, 2013$

PTCL committed to
bringing ICT benefits to all

## Details

domestic market, resulting in major outflows during the last two years, the officials said. "In May alone, the telecom sector registered net outflow of $\$ 55$ million FDI," the officials said, while quoting data of the State Bank of Pakistan (SBP).In July-May period, the inflows in terms of FDI stood at $\$ 157$ million, while outflows stood at $\$ 547.5$ million, indicating net outflows of $\$ 390.9$ million. In the same period of the last financial year, the FDI inflows were $\$ 146.7$ million, while outflows stood at $\$ 490.5$ million, making the net outflows to be $\$ 343.8$ million. Overall, the net FDI in all sectors of the economy attracted $\$ 1.318$ billion during the first 11 months of the outgoing fiscal year against $\$ 764$ million in the same period last fiscal year.

New elected government gifted 5 percent new tax on telecom services, already telecom sector in the queue of high imposition of taxes from government and additional tax on telecom service will really additional burden on end consumer and will impose from the month of July 2013. The current finance minister Ishaq Dar briefed in this regard that telecom customers will pay the 15 percent withholding tax and previously in many years they were paying 10 percent. It has been officially told that additional tax imposition has been announced with the consultation of all stockholder and concern authorities.

Tax detail of Cellular Services
Withholding Tax: 15\%
FED Tax: 19.5\%
As aforesaid tax details the mobile companies are charging additionally $7 \%$ service charges
Interesting Facts and Figures
If the telecom users will load the card of 100 rupees than what happens, WHT tax $15 \%$ and after deduction remaining amount is Rs. 85 rupees. After deduction of mobile companies service charges $7 \%$ remaining amount is Rs.78. So out of 100 rupees load airtime for calling and messaging is Rs.78, another 19.5 FED is also deducted and net balance is now RS.58.5 percent. Finally telecom user is paying Rs. 41.5 rupees tax out of 100 rupees load in form of taxes and service charges.

Witribe the famous broadband company operating in Pakistan is providing broadband and wireless communication services to their subscriber has integrated the many partners to facilitate their customers. According to the management perspective additional partner alliance is to provide extra options for customer to pay their bills online and may choices should available. Previously the existing payment solutions providers were Witribe scratch card, Customer Care Centre, Easypaisa, Nadra e- Sahulat, UBL Omni, Bank Islamic, KASB and Samba Bank. New integration of payment channels for customers is Timepey, Faysal Bank, Standard Chartered, Askari Bank and UBL.

LAHORE - As the new pro-business government begins its tenure, P@SHA, the trade association representing the IT \& BPO sector, is hopeful that some key initiatives will be taken to ensure that the tech industry has the facilitation it needs to achieve phenomenal growth. Speaking at a board meeting, Naseer A Akhtar, Chairman of P@SHA stressed that the government needs to build capacity of the institutions that are responsible for facilitating IT exports. Competent people need to be appointed in organizations like PSEB, National ICT R\&D Fund, USF, PTA, TDAP and the Ministry of IT \& T. The Boards of PSEB, National ICT R\&D Fund and USF must have $50 \%-70 \%$ representation from industry so that they are efficiently run and effective decisions are made and implemented. Akhtar also emphasized that dedicated Commercial Counselors who understand the IT potential of Pakistan need to be appointed in the top dozen global IT export destinations like New York, San Francisco, Washington, Toronto, Tokyo, Shanghai, Seoul, London, Berlin, Paris, Istanbul, and growth markets in the Middle East and the Far East. Neglect by successive governments over the past 10 years has forced the IT industry to rely only on organic growth. The Federal Government can add impetus by launching large and small scale automation projects on a national scale, said the P@SHA Chairman. These projects must be outsourced to local nongovernment companies or to joint ventures of local and foreign companies with a stipulation that the JV must also include small companies so that capacity building and transfer of technology takes place

Furqan Qureshi, PTCL Senior Executive Vice President (Commercial), has reaffirmed that PTCL stands committed to bringing the benefits of Information Communications Technology (ICT) to all segments of the country. He expressed these views while speaking at a telecom conference, themed 'Next Wave in Telecommunications - The Digitized Society/Consumer',

The Express Tribune, June $14^{\text {th }}$, 2013


#### Abstract

Details says a press release.The conference is an annual platform that gathers telecom and IT experts from the industry, the academia and the government to hold dialogues and provide recommendations on key issues facing the IT and telecom sector. The conference focused on the opportunities telecommunications offers, through the collective wisdom and fresh perspectives for adopting best-practices. Furqan Qureshi while sharing his views on the occasion said, "Such thought provoking platforms enable industry and business leaders to join hands with policy makers to map out a charter to undertake the increasing development challenges faced by Pakistan. PTCL strongly believes in bringing convenience and introducing innovative quality solutions with a focus to add value for our customers.


The company is moving ahead with a vision to make sustainable development in the socioeconomic sphere of the country and our ICT platforms are geared towards enabling people to imagine new possibilities, capture new opportunities and reach out to new horizons." "The power of ICT must be harnessed to spread virtual education across Pakistan and telecom industry should make this a common goal," he added. He also highlighted specific areas of development and shortcomings in the telecom and the IT sector, asserting that whatever the problems have been, we need to leave the past behind and move on. We have a tremendous opportunity in front of us, so let's take the next step for the benefit of people of Pakistan. Formal Federal Minister for Science \& Technology, Javed Jabbar gave a key note speech on the occasion. Various IT \& telecom experts also discussed policies and imperatives that enable a healthier economy and also passed a resolution to speed-up deployment of new technologies including 3G \& 4G.

New elected government of Muslim League Nawaz (PMLN) showed the real commitment for the 3G Spectrum Auction. Current Prime Minister Nawaz Sharif has ordered Pakistan Telecommunication Authority to appoint three members who will make sure the transparent bidding arrangements of 3G auction. Three members will cover the domain of finance, technical areas expertise and enforcement and the chairmen of PTA will select these three members with no compromise of their skill set and experience. In the recent past the PTA has faced lot of bull fighting among its members regarding the power sharing in the tenure of previous government. Already the cabinet division has put an advertisement for the appointment of the three members who will look after the procedure of 3G auction. But still the appointment criteria have to be defined and there is lot of reservations in this regard in the domain of member finance and member enforcement.

KARACHI: A cross-section of participants from government, corporate, business, social and academic organisations passed a resolution to speed-up deployment of new technologies during the 6th Annual Pakistan Telecommunications Conference (TeleCON) 2013 at a local hotel on Thursday. TeleCON is an annual platform that gathers telecom and IT experts from the industry, the academia and the government to hold dialogues and provide recommendations on key issues facing the IT and telecom sector. The theme for the sixth edition was 'The next wave in telecommunication: the digitised society/consumer'.

Presenting a holistic picture of the telecom and IT sector, keynote speaker and former minister Javed Jabbar said it was important that the impact of this 'new wave' moves beyond the telecom sector. The new wave should have an equal impact on the national institutions as well as the four pillars of the state, ahe said. The day-long annual conference kicked off with a heated debate among distinguished speakers and panellists on specific areas of development and shortcomings in the telecom and the IT sector. The previous government's failure to proliferate the third generation (3G) mobile spectrum, now an outdated technology, was repeatedly criticised while some participants recommended that the country should move directly to 4G.
"Whatever the problems have been, we need to leave the past behind and move on. We have an opportunity here so let's take the next steps for the benefit of the people of Pakistan," Pakistan Telecommunication Company SEVP Furqan Qureshi said. 3G and 4G applications are already available, Qureshi said, once these technologies are launched they can be used in the areas of tele-medicine and e-education. Salman Ansari, former adviser, Ministry of IT and Telecommunication and Dr Khawar Khokhar, former member technical of Pakistan Telecommunication Authority also moderated sessions of the conference. The telecom industry, Ansari recommended, should also have a representative body similar to the Pakistan Software Houses Association that represents the IT industry on all forums.

## ICT and Telecom Sectors in Figures

Figure 1
Source: www.propakistani.pk
Voice Traffic of Pakistani
Celtutar Users
Pakistani Users Make
Figure 2: \# of Cellular Subscription in April-May 2013 Source: www.propakistani.pk


Figure 3: The $\mathbf{1 0 0}$ million club: the top 10 mobile markets by number of subscriptions


# The future of ICT in Pakistan 

By Sohaib Sheikh

The Express tribune, July $1^{\text {st }}, 2013$

Pakistan has crossed a historical milestone. Elections were held on time, and for the first time in its 66-year history, a democratically elected government completed its term and handed over power to a new one. At the same time, the elections recorded a voter turnout unprecedented in recent years.

Much of this renewed political interest has been driven by Pakistan's telecommunications revolution. Over 50 million voters verified their polling stations through their mobile phones and the elections were tweeted, blogged, and plastered across Facebook. In fact, the way I see it, the elections presented a major victory not only for Pakistan, but also placed a massive feather in the collective caps of telecom companies.The Information Communication Technology (ICT) industry in Pakistan has registered a prolific boom in the last few years. With affordable pricing and 122 million connections showing mobile penetration at an all-time high, Pakistanis are amongst the highest SMS users in the world - the average Pakistani sends up to 178 text messages in a month.

And recent months have seen the launch of mobile financial services by various players, with transactions worth Rs3.76 billion via online banking already taken place.Internet and broadband penetration is at a similar peak. According to World Bank statistics, by July 2012, Pakistan internet users showed a double-digit growth in the past five years and the Internet Service Providers Association of Pakistan (Ispak) estimates that internet users have reached 25 million thanks to broadband and mobile phone operators.Moreover, thanks to large organizations such as PTCL and Wateen Telecom, over 250 towns and cities across the country are now connected through an extensive fiber optic network.

## Universal Services Fund

The government also intends to use approximately $\$ 700$ million available with the Universal Services Fund (USF) to further develop the infrastructure and network that has already been put in place. The USF's aim to "improve the working of the Universal Services Fund (USF) and utilize its resources to bridge the ruralurban digital divide and establish Wi-Fi hotspots" is certainly a welcome one.India's E-Chaupal has been a resounding success in establishing rural markets and the USF will be reviewing this, as well as other case studies, and will look to developing new rural centers. These will, in turn, provide ideal opportunities for the government to build customer-centric scalable solutions aimed at bolstering local economies and nurturing local entrepreneurs.

These measures will require the development of localized software and applications, which will provide opportunities for Pakistani IT professionals. The PTA's last telecom policy expired in 2009 and a new one has yet to be provisioned. This is a
golden opportunity for the new government to prove its mettle and frame a broad-based policy that not only addresses existing requirements, but also allows for future development.For example, when the time comes for the provisioning of spectrum to telecom operators for 3G roll-out, the policy should also provision for the future, keeping in mind an overall evolution for 4G/LTE networks.Third Generation (3G) will likely form the cornerstone of the new PTA policy - and rightly so. According to recent surveys, the spread of 3G mobile networks in a country directly correlates with an increase in GDP and productivity. These are encouraging signs for any country contemplating a move into the next phase of data evolution.

## Smart grids

The auction of licenses itself will give an impetus to the economy and provide the government with FDI. However, the regulatory body will need to rely on more than just consumer uptake in order to achieve the scale necessary for sustaining growth. This means formulating policies that encourage the uptake of data services by vertical industries, for example solutions for smart grids. Indeed, smart grids should be a top priority for the new government - not only will they enable growth and scalability within the ICT sector, they will also provide significant value for the power and energy sectors.

Currently, there are several pilot projects under way using cellular technology, however, according to industry leaders, cellular solutions for smart grids are not scalable. Moreover, utility companies require constant data streams on their networks for telemetry, oscillography, usage and meta-data. Data usage is rapidly increasing and demand is likely to increase once 3G services are introduced.Telecom operators, on whom electricity distribution companies currently rely, will likely be in a challenging position in the next few years as demand on their networks grows for ambient video and other data-heavy services.

WiMAX, however, provides an interesting and viable alternative. In Japan, UQ Communications is leading the WiMAX effort with Tokyo Electric Power Company and is piloting a smart grid project via the WiMAX Forum. If implemented successfully, this could result in a significant drop in the price of chipsets and make the uptake of WiMAX more viable, also providing much needed support to the WiMAX industry for ubiquitous coverage at least in metro areas.

None of these measures are difficult to achieve. In fact, they are more than easily attainable. All that is needed is the vision to formulate policy and the will to implement. The author has been working with leading cellular companies for the past 12 years. He is currently the Marketing Head at Wateen Telecom.

## ICT

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- Geo-database Design, Development \& Implementation
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# Zong would be wise to buy warid By Khurram Baig 

The Express tribune, July $8^{\text {th }}, 2013$

KARACHI: If the news circulating in the market is to be believed, Ufone could be poised to become the biggest cellular player in the market, or close to it. There are very strong rumours, which no one is denying and many are supporting, that Warid is once more on the chopping block. The only company that has so far come out on the record and said it might be interested if the price is right is PTCL.If Ufone does buy, it stands to become the secondlargest operator with 36.1 million subscribers (based on March 2013 numbers). Mobilink will still be number one, but just barely with 36.3 million subscribers and Telenor will drop down to number three with 30.8 million subscribers. This will mean that Zong will maintain its position at number four but will then be a relatively tiny player - with 18.8 million subscribers in the presence of three giants. We believe this is not a position Zong would want to be in. We also believe Zong would be smart to buy Warid. Zong, however, does not agree.

Warid has been 'on sale' for a long time. At one time there were rumours that Telenor was very interested, but that deal fell through. Mobilink has also been linked with it, but nothing really solid came out of that either. Then for quite some time, China Mobile, or Zong was linked with the buyout. This rumour was given credence by the company coming on the record and saying that it was targeting being the number two player by the year 2014, while it never actually said it wanted to buy Warid. Now Zong has upped the ante by saying that it wants to be number one in this market, without actually setting a timeframe for that ascension.

## Perfect opportunity

Warid coming up for sale now offers Zong an opportunity to do just that. If Zong does decide to jump in and make this leap of faith, it will shoot straight to the number two position with 31.3 million subscribers. Zong has been growing at a faster rate than any of the other telecoms - a compound annual growth rate
(CAGR) of $38 \%$ over the past four years - beating the industry average of $8.4 \%$, this acquisition would set it up very nicely to challenge Mobilink for the number one slot, a position that Mobilink has never let go of.But, surprisingly, Zong feels it is not yet ready to take on the added challenge of integrating the Warid network with its own, Warid being on Ericsson and Zong on Huawei. Zong also insists its current focus is more on acquiring an LDI licence and in upgrading to 3G. We feel the second two points are simply more reasons why Zong should buy Warid.

Warid already has an LDI licence. Problem solved. Also, the future is in data services, which pretty much all the telecoms agree, hence the urgency to get on with 3G. Data services will not be cheap and Zong's customer base is not a very high-end userbase. It currently has the lowest ARPU in the market, at Rs151 per month - based on numbers for 2012 - and the CAGR from 2009 to 2012 has been minus $1.2 \%$. Warid may have been leaking subscribers left right and centre, but in the same period, its ARPU has gone up from Rs142 to Rs179. Its ARPU growth is the fastest in the industry. This is the kind of high-paying user that Zong needs if it is to effectively capitalise on the market for data services.

## Wait and see

Zong might be playing it smart though, hoping that Ufone too will decide against buying Warid, like Telenor and Mobilink have done in the past. This can drive the price down and Zong may then make a move. It may also be hoping that more subscribers will jump ship if Ufone - a company that has not exactly been a fan favourite of late - does acquire Warid. In this case, it may be hoping to grab some of the fallout. But we believe that the kind of subscribers that Warid has managed to hold on to, will prefer to move to some of the more established networks like Mobilink or Telenor, and not Zong. Zong would be wiser to buy Warid outright.

## SPONSOR'S MESSAGE



# Broadband demand to grow with auction of 3G and 4G licenses <br> By Correspondent / Farooq Baloch / Creative: Maha Haider 

The Express tribune, July $8^{\text {th }}, 2013$

KARACHI: A 10\% growth in broadband penetration leads to a $1.3 \%$ growth in gross domestic product of a developing country, according to a World Bank study. IT experts often quote this study to make their case for broadband penetration but it is about time Pakistan can prove if the study is accurate. The country, as announced by Minister of State for IT and Telecom Anusha Rahman, is rolling out third generation (3G), or even advanced 4G, mobile spectrum technology this year.With a cellular subscriber base of over 122 million, Pakistan's mobile penetration is reaching close to $70 \%$ - this also includes multiple SIM users. The country has 30 million internet subscriptions, of which $50 \%$ access the internet through their mobile phones, according to Ansr.io, a mobile survey blog

These figures, along with other statistics by Ansr.io, reflect a positive outlook for the country's technology sector now heading for 3G and 4G.The introduction of high-speed mobile internet, according to industry experts, will not only attract investment, but also boost internet penetration, increase smartphone usage and boost the growth of local IT content. In short, it will provide the spur for the growth of digital economy.The government is expected to fetch somewhere between $\$ 800$ million and $\$ 1$ billion by auctioning 3G/4G mobile spectrum licences alone, a muchneeded investment for the cash-starved economy. This will follow more investment in terms of infrastructure development.

Speaking to a group of journalists at the company's headquarters in Oslo, Telenor Group's CEO Jon Fredrik Baksaas said Pakistan can attract $\$ 5-10$ billion in next five to eight years from the five telecom operators. The Telenor Group itself pledged an investment of up to $\$ 1$ billion in 3G licence and network upgrade over the next two years. Baksaas also said Pakistani market is mature enough for the demand for 3G services.

Besides investment, industry experts say, the introduction of highspeed mobile internet is expected to increase the growth of internet economy. The 3G/4G technology will be an enabling factor
for the growth of e-commerce and digital economy, said Afaque Ahmed, Member of Pakistan Software Houses Association for IT and IT-enabled services."The mobile internet penetration can increase manifold with the launch of high-speed mobile internet," he said. At present, the mobile internet penetration is about $12 \%$, according to the Pakistan Telecommunication Authority.

Explaining, Ahmed said many people do not use mobile internet mostly because of slow connectivity on GPRS mode while majority of those using mobile internet depend on Wi-Fi connectivity. This will change if there is high-speed internet, he said. The telecom operators have invested heavily in infrastructure and are in a position to bring internet revolution in the country, Ahmed said. It is only a matter of time as mobile networks cover 92\% of the geographical land of Pakistan.

He said the smartphone penetration will increase after the launch of 3G/4G technology - the smartphone penetration in the country is about $15 \%$, according to industry sources.Firstly, the demand for 3G-enabled mobile phones will increase. Secondly, the price of smartphones will decrease to as low as $\$ 50$ (Rs5,000). "Today, you can buy a smartphone for Rs10,000," he said.While highspeed mobile internet will result in an increase in the usage of smartphones, the latter will create demand for local applications.
"Bandwidth price is going down, smartphones are becoming cheaper and then you have 3G coming. So the name of the game will be the local content," Google's country consultant Badar Khushnood told this correspondent during a conversation recently.People have already tried basic internet, they know there is a lot of content available to consume for every class of consumers, Khushnood said, all they need is high-speed internet."The country is at a turning point as the real growth will come now," Khushnood said while referring to the digital economy. "The country will leapfrog with 3G/4G technology just like it had by switching from CDMA to GSM," he said.

## Telecom's contribution to exchequer |SSinbllions)



Telecome revenues (fis in biltions)


# Still in its infancy, mobile banking has major scope for growth 

By Correspondent / Farooq Baloch / Creative: Maha Haider

The Express tribune, July $8^{\text {th }}, 2013$

KARACHI: As far as Pakistan's mobile banking market is concerned, a simple look at the numbers can best explain why all five cellular mobile companies, operating in the country, and leading banks have been enthusiastic about this growing market. The branchless banking managed more than 31 million transactions worth $\$ 1.5$ billion in the quarter ended December 2012, registering a growth of 20\% year-on-year, according to the State Bank of Pakistan. If one specifically looks at mobile banking, it has been growing at an annual rate of $37 \%$, according to the SBP. Despite an impressive growth rate, a large number of people with mobile phone subscription remain without access to financial services even today. Only $9 \%$ of the total population (190 million) has a mobile banking account against a mobile penetration that stands close to $70 \%$. Still in its infancy, the mobile banking segment has enormous room for growth since only $12 \%$ of the population has access to formal financial services while the number of mobile accounts is also very low. Although mobile banking kicked off in Pakistan in 2009 with the launch of easypaisa - a mobile banking solution from Telenor and Tameer Microfinance Bank - it was only during last nine months or so that most telecom operators and banks entered this growing segment, an indication that the number of mobile accounts is likely to increase manifold in the next few years.

According to a recent study by the Boston Consulting Group, $35 \%$ of Pakistan's adult population will be using mobile financial services by 2020, Monet - a mobile financial services company told The Express Tribune in an email. While banks and telecom operators consider it an additional but important revenue source,
the central bank wants to use mobile banking as a tool to reduce cash from money supply and document the economy.
"Growth of branchless banking will help reduce currency circulation, document the economy and even create employment," Muhammad Akhtar Javed, Additional Director at State Bank of Pakistan's Banking Policy and Regulations Department told journalists at a workshop earlier this year. Branchless banking is a regional phenomenon, it is growing in Bangladesh and India as well, according to Muhammad Raza, a research analyst at Elixir Securities. "Even if transaction amount is small, the market size is huge," he said.

Despite impressive growth numbers, the analyst said, this market is still in its infancy. "The peak would be when you are able to avail a variety of services that a conventional bank offers but this will be done with time." Given the SBP's ultimate goal is to move towards mobile wallets where people would like to make purchases through their mobile phones, mobile banking is likely to see further growth. It is the positive outlook for the mobile banking market that global payments technology companies like Visa Inc are expanding their footprints in the country. Visa's subsidiary Fundamo is in the process of launching its own mobile financial services platform in Pakistan. "Only 12\% of the population has access to formal financial services today against a mobile penetration nearing 70\%," Fundamo's CEO Hannes van Rensburg told this correspondent. "This means that there is still enormous scope for growth in the market".


## SPONSOR'S MESSAGE

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| 8 | NEXLINX | $\begin{aligned} & 009242111 \\ & 432432 \end{aligned}$ | $\begin{aligned} & 0092423575 \\ & 9092 \end{aligned}$ | info@nexlinx.net.pk | www.nexlinx.net. pk | $37 \mathrm{C}-1 / \mathrm{C}$ Gulberg III | Lahore | Lahore | Punjab |
| 9 | OvexTech Pakistan | $\begin{aligned} & 009251111 \\ & 111502 \end{aligned}$ | $\begin{aligned} & 009251 \\ & 2871137 \\ & \hline \end{aligned}$ | info@ovextech.com | www.ovextech.c om | 2nd Floor Evacuee Trust Complex F-5/1, Sir Agha Khan Road | Islamabad | Islamabad | ICT |
| 10 | Pakistan Software Houses Association for IT \& ITES (P@SHA) | $\begin{aligned} & 0092-21- \\ & 35418121, \\ & 0092-21- \\ & 36061051 \end{aligned}$ |  | secretariat@pasha. 0 rg.pk, <br> president@pasha.or g.pk | www.pasha.org. <br> pk | Room 310, 3rd Floor, Business Center, Block 6, PECHS, Main Shahrah-e-Faisal | Karachi | Karachi | Sindh |
| 11 | Pakistan <br> Telecommunications Company Limited (PTCL) | $\begin{aligned} & 0092-51-111 \\ & 202020 \end{aligned}$ |  | acon@ptcl.net | www.ptcl.com.pk | Corporate Headquarters, Block-E, G-8/4 | Islamabad | Islamabad | ICT |
| 12 | QUBEE | $\begin{aligned} & \text { 0092-11-10- } \\ & 78233 \end{aligned}$ |  | questions@qubee.c om.pk | www.qubee.com .pk | 75 East Plaza, Blue Area, Fazal-ul-Haque Road | Islamabad | Islamabad | ICT |
| 13 | Telenor | $\begin{aligned} & 009251111 \\ & 345700 \end{aligned}$ | $\begin{aligned} & \hline 0092-51 \\ & 2651923 \\ & \hline \end{aligned}$ | telenor345@telenor com.pk | www.telenor.co m.pk | 13-K, Moaiz Center, F-7 Markaz | Islamabad | Islamabad | ICT |


| SR | Name Govt Dept | Phone | FAX | Email | Web | Add | City | Distrtict | Province |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 14 | Ufone | $\begin{aligned} & \text { 0092-51-111- } \\ & 333-100 \end{aligned}$ | $\begin{aligned} & \text { 0092-51-111- } \\ & 333-900 \end{aligned}$ | customercare@ufon egsm.net | www.ufone.com | 13-B, F-7 Markaz, Jinnah Super, | Islamabad | Islamabad | ICT |
| Humanitarian Organizations |  |  |  |  |  |  |  |  |  |
| SR | Name Govt Dept | Phone | FAX | Email | Web | Add | City | Distrtict | Province |
| 1 | Computer Society of Pakistan | $\begin{aligned} & \text { 0092-21-587- } \\ & 1819 \end{aligned}$ | $\begin{aligned} & \text { 0092-21-586- } \\ & 2418 \end{aligned}$ | info@csp.net.pk |  | Room No.5, 3rd Floor, Sasi Arcade, Main Clifton Road | Karachi | Karachi | Sindh |
| 2 | Hidaya Foundation | 0092-726- 522100, 522101, 522102, 522103 | $\begin{aligned} & \text { 0092-726- } \\ & 522104 \end{aligned}$ | pco@hidayatrust.org | www.hidayatrust. org/about-us/contact-us | 25/424, Hathidar Shikarpur 78100 Sindh Pakistan | Shikarpur | Shikarpur | Sindh |
| 3 | Innovative Development Organization Quetta | $\begin{aligned} & 0092-81- \\ & 2834917 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { 0092-81- } \\ & 2838823 \\ & \hline \end{aligned}$ | ali@ido.org / info@ido.org | www.ido.org.pk | House \# 69-A, Chaman Housing Scheme, | Quetta | Quetta | Balochistan |
| 4 | Pakistan Workers' Federation | $\begin{aligned} & \text { 0092-42- } \\ & 37222192 \end{aligned}$ | $\begin{aligned} & \text { 0092-42- } \\ & 37239529 \end{aligned}$ | pwf@brain.net.pk | www.pwf.org.pk | Bakhtiar Labour Hall, 28 Nisbet Road | Lahore | Lahore | Punjab |
| 5 | Water, Health, <br> Education, <br> Environmental League <br> Quetta | $\begin{aligned} & 0092-81- \\ & 2445212 \end{aligned}$ | $\begin{aligned} & 0092-81- \\ & 2445212 \end{aligned}$ | razayt@yahoo.com | www.facebook.c om/pages/Water -Health-Education-Environmental-LeagueWHEEL/178318 158939294?sk=i nfo | House No: 8-40/1479-2, Street no: 3, Ismail Coluny Sirki Road | Quetta | Quetta | Balochistan |

FM Channels

| SR | Name Govt Dept | Phone | FAX | Email | Web | Add | City | Distrtict | Province |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 0092-62- |  |  |  |  |  |  |  |
|  |  | 2882737, |  |  |  |  |  |  |  |
|  |  | 2888765 , | 0092-622- |  |  |  |  |  |  |
|  | FM 100 Asian | 2050202,20506 | 880156, |  |  | 20/A, Commercial Colony, |  | Bahawalp |  |
| 1 | Broadcasting (Pvt) Ltd | 02-3 | 732456 |  |  | Railway Road | Bahawalpur | ur | Punjab |
|  |  | 0092-51- |  |  |  |  |  |  |  |
|  | FM 100 Capital FM, | 2829650, | 0092-51- |  |  | 1st Floor, Umer Building, 76- |  |  |  |
| 2 | (Pvt) Ltd | 2272800 | 2271266 |  |  | West, Blue Area | Islamabad | Islamabad | ICT |
| 3 | FM 100 Flare (Pvt) Ltd | 0092-51- |  |  |  | House\# 120 Basement, Main | Islamabad | Islamabad | ICT |


| SR | Name Govt Dept | Phone | FAX | Email | Web | Add | City | Distrtict | Province |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 8235067 |  |  |  | Double Road (Jhelum Road), G-8/1 |  |  |  |
| 4 | FM 100 Lahore Broadcasting Corporation (LBC) | 0092-425858100, 5868266 | $\begin{aligned} & 0092-42- \\ & 5862702 \end{aligned}$ |  |  | 18-B, Tariq Block, New Garden Town, Lahore | Lahore | Lahore | Punjab |
| 5 | FM 102 TANI Communication Pvt. Ltd | $\begin{aligned} & \text { 0092-51- } \\ & 2854986, \\ & 2855985 \end{aligned}$ |  |  |  | H.No.9-A, Street No. 70, F-8/3 | Islamabad | Islamabad | ICT |
| 6 | FM 102 The Communicators (Pvt) Ltd | $\begin{aligned} & 0092-345- \\ & 5299999 \end{aligned}$ |  |  |  | 30-West, First Floor, ATS Centre, Fazal-e-Haq, Road, Blue Area | Islamabad | Islamabad | ICT |
| 7 | FM 103 Tradeserve International | $\begin{aligned} & \text { 0092-42- } \\ & \text { 6308576 UAN: } \\ & \text { 111-111-103 } \end{aligned}$ | $\begin{aligned} & \text { 0092-42- } \\ & 6308359 \end{aligned}$ |  |  | 1st Floor, LDA Plaza, Egerton Road, Lahore | Lahore | Lahore | Punjab |
| 8 | FM 98 Asian Broadcasting (Pvt) Ltd | 0092-62- 2882737, 2888765, 2050202, $2050602-3$ | 0092-622880156, 732456 |  |  | 20/A, Commercial Colony, <br> Railway Road | Bahawalpur | Bahawalp ur | Punjab |
| 9 | FM 98 E-WAZ Communication Pvt. Ltd | $\begin{aligned} & \text { 0092-51-111- } \\ & \text { 222-101 } \end{aligned}$ | $\begin{aligned} & \text { 0092-51- } \\ & 4491845 \end{aligned}$ |  |  | 146 Industrial Triangle Khauta Road | Islamabad | Islamabad | ICT |
| 10 | FM 98 Solar Communication Pvt. Ltd | $\begin{aligned} & \text { 0092-51- } \\ & 4446873-4 \end{aligned}$ | $\begin{aligned} & \text { 0092-51- } \\ & 4444536 \end{aligned}$ |  |  | House \# 168, Street \# 18, Sector F-10/2 | Islamabad | Islamabad | ICT |
|  | FM 99 he Communicators (Pvt) Ltd | $\begin{aligned} & \text { 0092-345- } \\ & 5299999 \end{aligned}$ |  |  |  | 30-West, First Floor, ATS Centre, Fazal-e-Haq, Road, Blue Area | Islamabad | Islamabad | ICT |

## 

## Information \& Communication

## Technology Services

- ICT \& Business Process Management Consulting
- Telecommunication $\operatorname{IN}$, ISP and other value-added Services
- Enterprise Resource Planning (ERP)
- Management Information Services (MIS) Design and Developmen
- ICT Solutions Procurement and Contract Management
- Corporate Data and Systems' Protection and Security Services
- Intellectual Property, Copyright Advisory Services
- Business Workflow Integrated Web Portals, Content, and Document Management Solutions \& Services
- Corporate Training and LMS/ LCMS Products and Services
- Citrix, Virtual Private Network (VPN) Solutions, Cloud and Grid Computing Services and Solutions
- Biointerfacing and Bioinformatics Solutions and Services
- Emergency \& Non-Emergency Call Centers Management
- Social Media Products and Advocay Services
- Complete Software Development Life-Cycle Management
- Systems Engineering/ Re-Engineer \& Legacy Systems Migration
- High Availability Systems Design and Implementation


## Geo-Spatial Solutions and Services

- Needs Assessment and Business Development planning
- System Design and Integration Services
- Spatial Information Dissemination \& Security protocols Development Services
- Data Conversion, Migration, and Warehousing
- System Design, Engineering, and IT-Centric GIS Applications Development
- Geo-database Design, Development \& Implementation
- Data Conversion, Migration, and Warehousing
- GIS, AM, FM, GPS, and Survey Training Products and Services
- GeoMIS Complete Systems Development and Support
- Satellite and Aerial Image Interpretation and Ground Truthing
- Environment Impact Studies
- Geo-Citizens Portal Implementation For Social Change and Protection of Vulnerables
- Disaster Risks' Modeling \& Mapping
- Soil \& Landuse Mapping


## ALHASAN SYSTEMS (PVT) LTD.

4-Green, Sahibzada Abdul Qayyum Road, I-8/2, Islamabad, 44000 Pakistan<br>For information: Landline: +92.51.486.5064<br>Email: connect@alhasan.com Facebook: www.facebook.com/alhasan.com



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(Muhammad Jawed Iqbal Siddiqui, Karachi) Hamariweb.com



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Wednesday 26 June 2013


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（Aqeel Khan，）Hamariweb．com
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\# of Cellular Subscription in April-May 2013 Source: www.propakistani.pk

(Muhammad Furqan, ) Hamariweb.com



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## Total \# of Celular Subscription in Pakistan By operator <br> Source: www.propakistani.pk












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## القرآن




## Verse 81 of Chapter 21. الأنبياء

And in Solomon's service We put the stormy wind, running at his command to carry him to the land in which We have produced blessings (for people). We have full knowledge of everything (with their true nature and all their aspects).

## $\left.p \bullet \mid w_{b} \sim 11\right\}_{\infty}^{6}$

Er 2

 لينُّلآنُمْم:92.51.486.5064 +92.51.843.7324+
اكـيّل: connect@alhasan.com ويبـا تُط: www.alhasan.com www.alhasan.com

25 جولائى 2013ء جلد 1، شماره 1

ملك مين موبائل فون كنكشنز كى تعداد 12 كرورٌ 50 لاكه سـ تجاوز كر گئى.
 ـ قرارد> ديا
تهرى جى لائسنس سع ملكـ ميـ 5 تا 10 ارب دُالر كى سر مايه كارى كا امكان سائنس و ثيكنا لوجى كا فروغ حكومت كخ منشور ميى شامل هر ، وفاقى سيكرثرى ملك مين سائنسى ترقى كيلئُ ثيكنالوجى فرسائكط، كانرتس سائنس و تكنا لوجى كيلئـ 2,172 ملين روير مختص
 .
حكومت نز ييثروليم مصنو عات اور ثيلى كام كوثيكس اكهلا كرن كا ذريعه ـ بـنا ليا، عوامى رائـ

## بُليئنيّيال

| 33-25 | سى |
| :---: | :---: |
| $33-3$ | صـارفين كى تعدادـــ |
|  |  |
| $30-2$ | سواس |
| 28-27 | ¢ |
| 26-25 | 9 |
| 24-21 | دإّريكثرى |
| 20-17 | جات |
| 3-24 | 4English Version |

 اعداد و شمار كى در جه بنثى كا تقشه برائـ پاكستان

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