

Present



CONFERENCE ON CORPORATE INNOVATION & ENTREPRENEURSHIP 2009

November 13th, 2009 | Karachi Marriott Hotel | 9:30 to 17:30

“Competing Globally in the New World Order through Innovation & Entrepreneurial Culture”

Featuring



Kenneth P. Morse
Founding Managing Director
MIT Entrepreneurship Center



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OVERVIEW

The **Conference on Corporate Innovation & Entrepreneurship (CCIE 2009)** which would coincide with the finals of **MITEFP-OPEN BAP-2009** (MIT Enterprise Forum of Pakistan - Organization of Pakistani Entrepreneurs of North America Business Acceleration Program-2009) is targeted towards Board Members, Senior and Mid Level Management across all aspects of organizations -- from strategy development to business models and channels, finance, marketing and business development, HRD, Operations, Web presence and other areas of Information Systems, etc. It also targets leaders, faculty and students from the academic field. The need for **Innovation, Entrepreneurial Strategy and Acceptance and benefiting from Change** is across all aspects of any organization – no market & potential customer, products and /or services, business model, delivery channels, processes, individual, department, activity, region, should be ignored when organizations look at ways, on an ongoing basis, to innovate, have an entrepreneurial strategy and a culture that accepts and benefit from change.

As per a *Business Week* study, of the Top 50 companies in the world, to find out what made them successful, Innovation stood out as the single most important success factor and with Entrepreneurship driving innovation, as per MIT Entrepreneurship Center. It is imperative for Pakistani corporate sector to embrace these two vital competencies whole heartedly.

At the **Conference on Corporate Innovation & Entrepreneurship (CCIE-2009)** you will learn how the world's leading companies are putting **Innovation and Entrepreneurial Culture** at the center of their business strategy. At the conference find out:

- Why Innovation and entrepreneurial strategy and culture and acceptance of change is important for the corporate sector.
- How Pakistani Corporate Sector can compete in the new world order with Innovation and a corporate strategy where entrepreneurial culture is engrained in the organization
- Why Innovation and Entrepreneurial culture is essential to retain top talent in the organization
- How do you achieve the pinnacle of continuous innovation and entrepreneurial culture?
- Listen to the Business Plans of MITEFP-OPEN BAP-2009 finalists

ABOUT



MITEFP's mission is to improve the economic well being of the people of Pakistan through development of an Entrepreneurship Promotion Program for Pakistan. This is in line with the MITEF global mission i.e. the promotion of formation and growth of innovative and technologically-oriented companies through specialized executive education programs. Through these programs, the Forum provides networking, leadership opportunities, and life-long connections to MIT while showcasing MIT's role in entrepreneurship in communities around the world.

MITEFP in partnership with OPEN (Organization of Pakistani Entrepreneurs) and MIT Alumni of Pakistan and other Pakistani well wishers would work towards the development of an Entrepreneurial Ecosystem in Pakistan (EEP). Towards this end work would be undertaken in four directions namely: **1. Ensuring Availability of a Large Pool of Entrepreneurs. 2. Ensuring Availability of a Large Pool of Investors in Individual capacity or Working in Groups and Organizations and 3. Creation of an Enabling Environment for Entrepreneurship to Flourish.**

www.mitef-pakistan.org



The Organization of Pakistani Entrepreneurs and Professionals (OPEN) is a not-for-profit organization, whose sole focus is the promotion of entrepreneurship and professional growth.

OPEN is a secular and non-political organization.

OPEN was formed in 1998 by a group of Pakistani American entrepreneurs and corporate executives, and was registered in the Commonwealth of Massachusetts in the year 2000. The first OPEN chapter was formed in Boston, MA.



Training | Conferences | Exhibitions | PR

We are a business information firm and during the last 22 months of our operations we have managed and organized events of various calibers with over 2500 delegates, about 100 Pakistani and international speakers and 75 sponsors, and supporters. Among our more recent events was the Entrepreneurship 09 Conference in August which was held in collaboration with MPF, the Human Capital Management Conference

in Karachi and Lahore in April and July this year respectively, the Women in Leadership & Business Conference (WIBCON '09) in collaboration with Pakistan Society for Training & Development in March, the Compensation & Benefits Day in June '09 and others. We also organized the 11th Convention of the Management Association of Pakistan in December last year in Karachi. MAP convention has become the benchmark against which all business conferences are measured. TerraBiz is producing another international conference for MAP on 18 November in Lahore. Boeing and many other foreign and local business groups will be participating in that. TerraBiz manages road shows for Central Depository Company (CDC) in Pakistan. In December 2009, we will be organizing the Marketing Conference & Exhibition in which BTL & ATL marketing firms will be showcasing their services and products, along with top-most corporate speakers from the sector sharing their thoughts and ideas on various aspects of marketing activities.

www.terrabizgroup.com



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AGENDA

09:00 - 09:30

Registration

09:30 - 09:40

Welcome Address by

Dr. Zahir Ali Syed – Co-Chair, MITEFP

09:40 - 10:30

Panel discussion:

‘Practice and Teaching of Creativity, innovation, and Change’

Learn techniques and processes to help organizations maximize opportunities and manage innovation and change by:

- Developing creative attitudes and attitudes where change is not only accepted; organizations benefit from it.
- Improving capacity to respond practically and creatively to problems and opportunities.
- Approaches to developing ideas and manage innovation, change and knowledge transfer.
- Establishing an organizational climate in which creativity, entrepreneurship and innovation can grow.

Panelist:

Dr. Athar Osama – Director, Angle, UK

Dr. Musadik Malik – CEO, Boston Innovation Partners

Dr. Qasim Sahikh – CEO, National ICT R&D Fund

Parvez Iftikhar – CEO, Universal Service Fund

Amir Jehangir – CEO, Sama TV

Moderator: Imran Sayeed – VP, Keane, USA

10:30 - 11:00

Tea Break

11:00 - 11:50

Panel discussion:

‘Corporate Entrepreneurship’

- What is Corporate Entrepreneurship
- How do Pakistani companies bring about corporate entrepreneurship in their corporate culture?

Panelist:

Monis Rehman – CEO Naseeb Networks

Usman Ismail – EVP, Lewtan Technologies, USA

Haroon Waheed – Director HR, Unilever Pakistan

Saad Waraich – Country Director, Nokia Siemens Networks

Sohail Wajahat – CEO, Siemens Pakistan

Shahzad Qasim – CEO, Creative Energy Resources, UAE

Moderator: Zubair A. Faiz – Director, IT BlueCross USA

Parallel Session: ‘Road to Commercialization’

Pitches by Research Teams whose Research has been funded by National ICT R&D Fund:

Dr. Qasim Shaikh, Dr. Musadik Malik, Usman Ismail,

Ali J. Siddiqui, Imran Sayeed & Azhar Rizvi

11:50 - 12:00

‘Introduction to the Key note speaker’

by **Farrokh K. Captain** – Chair, MITEFP

12:00 - 12:40

Keynote Address:

‘The Spirit of Corporate Innovation & Entrepreneurship – What's Hot and What's Not’

by **Kenneth P. Morse** – Founding Managing Director, MIT Entrepreneurship Center, USA

Chair, Innovation, Entrepreneurship & Competitiveness, Delft University of Technology, Holland,

Chairman, Entrepreneurship Ventures, USA

12:40 - 13:40

Lunch

13:40 - 14:20

Panel Discussion:

‘Funding Entrepreneurs’

Panelist:

Ali J. Siddiqui – Managing Partner, JS Private Equity

Maleeha Bangash – Member Research, CCOP

Azhar Rizvi – CEO, TAN America Fund

Naeem Zamindar – CEO, Zamindar Capital

Moderator: Muddassar Malik – CEO, BMA Capital

14:20 - 14:50

‘Innovative Approach for Industrial Growth’

by **Tariq Ikram** – Former Trade Minister

14:50 - 16:30

BAP-2009 Finalist Presentations

Judges:

Kenneth P. Morse, Imran Sayeed, Zubair A. Faiz, Ali J. Siddiqui, Usman Ismail, Ali Jameel, Monis Rahman, Naeem Zamindar & Other prominent business leaders.

16:30 - 17:00

Breakout Session:

BAP-2009 Judges deliberations to decide the winners

Success Stories: Main Hall

Yusuf Jan – CEO, Mixit Technologies

Zafar Khan – CEO, Sofizar

Moderator: Jehan Ara – President PASHA

17:00 - 17:30

BAP-2009 Awards and Vote of Thanks

by **Imran Sayeed** – VP, Keane Inc., USA



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MIT Enterprise Forum of Pakistan (MITEFP: <http://www.mitefp-pakistan.org>) has great pleasure in inviting you to a **History Making MITEFP-OPEN Business Acceleration Program (BAP-2009)**. BAP is being conducted under the guidance and leadership of Mr. Ken Morse, MD, MIT Entrepreneurship Center & Mr. Bill Aulet of MIT. It is supported by OPEN (Organization of Pakistani Entrepreneurs of North America), PSEB (Pakistan Software Export Board), PASHA (Pakistan Software Houses Association), CSP (Computer Society of Pakistan), National ICT R&D Fund, CIO Pakistan, and Terrabiz.

MITEFP-OPEN Business Acceleration Program's (BAP) objective is to mentor IT Companies operating in Pakistan, to accelerate their business to the next level. This is part of the MITEFP and OPEN overall goal of building and sustaining the Entrepreneurial Eco-system in Pakistan.

Mentoring and Judging in BAP are provided by highly respected Entrepreneurs and VCs like Ken Morse, Bill Aulet, Ayaz Ul-Haq, ePlanet (one of world's leading VC), Umair Khan, VC-Entrepreneurs Fund III and Folio3, Imran Sayeed, Keane, Naeem Zafar, Concordia Ventures, and Faculty member UC Berkley, Shuja Keen, TRG, Jauher Zaidi, Palmchip, Monis Rahman, Naseeb Networks, Naeem Zamindar, Mobilink, etc.

MITEFP-OPEN BAP now in its third year, has become **one of the best programs of its kind in the world** (as declared by Mr. Ken Morse, MD MIT Entrepreneurship Center). This history making initiative has the potential of having significant impact on the growth of IT Industry in particular and economic growth of Pakistan in general. The participating teams reported that they benefited tremendously from participating in BAP-2007 and BAP-2008

The main benefits highlighted by the teams are as follows:

- Tremendous increase in revenues and valuation of the companies. Some of the firms that have participated in this program have seen revenue growth of 5-10 times and valuation increase by 15x. The best example of this is Sofizar, whose revenue has grown from less than US \$ 1 M to US \$ 15 M in less than 2 years. The revenue is now projected to grow to US \$ 150 millions in around 3-5 years.
- Strategy improvement, Clarity of thought and focus by streamlining of their business plans and acceleration strategies.
- They got free of cost mentoring of the highest quality which they could only get from high priced consultants. As commented by Mr. Jawwad Farid of Alchemy Technologies (BAP-2007 runner-up); "We got advice of the highest quality and the only thing that was asked in return was that we should dream dreams which were beyond our dreams."
- Great networking experience and opening of doors from Pakistan to USA. Which helped Sofizar (the winners of BAP 2007) to get top notch advisors and an incredible CEO on the board.
- Sofcom, CyberSoft, Voizar and Sofizar's teams attended the MIT EDP (Entrepreneurship Development Program-2008 and 2009 as the prize for being the top companies of BAP-2007 and BAP-2008. The teams benefited tremendously. This can be gathered from comments of Mr. Aamar Qureshi of Cybersoft (runner-up of BAP-2008): "The MIT EDP experience was very enriching and it will continue to shape our enterprises as we re-think and re-align our strategies. It was like a compressed MBA squeezed into a week's duration. An excellent networking opportunity that has broadened our horizons beyond our myopic view of our own businesses."
- Introductions to OPEN members at events in Boston and Chicago. This opened up new business avenues, established relationships with high profile mentors and resulted in offers of funding from leading Pakistani and US investors. The winner of BAP 2008, Softcom, a software vendor of Laboratory Information Management System, which was operating in Pakistan only before taking part in BAP, just closed two deals with Pharmaceutical manufacturing firms in Chicago.

SPEAKER



Kenneth P. Morse
Founding Managing Director
MIT Entrepreneurship Center

Ken is the Chairman of Entrepreneurship Ventures, Inc., Founding Managing Director, MIT Entrepreneurship Center, Chair in Entrepreneurship, Innovation and Competitiveness, Delft University of Technology, Delft, The Netherlands, President and CEO Global Entrepreneurship Team and is a serial Entrepreneur. He has been a high performance leader in global high tech sales and sales management for over 35 years.

In the thirteen years that Ken served as Founding managing Director of the MIT Entrepreneurship Center, the number of students taking Entrepreneurship Courses increased from 220 to 1,600 per year while the number of professors grew from 3 to over 36. Ken was named "Education All Star" by Mass High Tech magazine.

Prior to joining the MIT Entrepreneurship Center as Founding Managing Director in 1996, Ken Morse was a co-founder of six high-tech companies. Five of these ventures had successful IPOs or mergers. They included 3Com Corporation, Aspen Technology, Inc., a China Trade Company, a biotech venture, and an expert systems company. Ken was either the CEO or responsible for part or all of the Sales organization in each of these new enterprises.

Ken is a member of the Council on Foreign Relations (New York City) and the Circle Royal Gaulois Artistique & Littéraire (Brussels). Ken is a member of the Board of Advisors of three early-stage Venture Capital Firms: PolyTechnos Venture-Partners (Munich), Rudyard Partners, LLC (Boston), and The Entrepreneurs Fund III (Silicon Valley).

Ken serves on the Board of Advisors of Denkwerk GmbH in Germany, iMotions - Emotion Technology A/S and Zylicz ApS in Denmark, Naseeb Networks and Sofizar in Pakistan as well as Dynasil, Inc. and several MIT spin-offs, including Terrafugia, Inc.

Ken got his BS from MIT and MBA from Harvard Business School.



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SPEAKERS / PANELISTS

Imran Sayeed, VP, Keane Inc., USA

Imran leads the Financial Services & Insurance (FSI) practice for Keane, a global BPO and IT Services company with ~10,000 professionals worldwide. Sayeed came to Keane through its acquisition of netNumina, a consulting firm that grew from a 15 person startup to one of Computerworld's Top 100 emerging companies. netNumina raised more than \$25MM from venture capitalists and received more than 20 industry awards. Sayeed also holds a patent on technology for providing secure financial transactions over the Internet. He is a visiting professor at MIT's Sloan School of Management. Sayeed did his BS in Engineering from Brown University and did post-graduate work at Harvard University.

Amir Jahangir – CEO, SAMAA TV

Amir Jahangir is a strategic communication & media professional with over 18 years of experience with leading communications and media entities. He is currently working as the CEO for Jaag Broadcasting Systems Pvt. Ltd., which runs SAMAA TV, the first private satellite news channel providing live transmission simultaneously from Karachi, Lahore, Islamabad, Quetta and Peshawar. He is advisor to senior management of other international business and economic issues related channels in the region as well. Amir is also the Program Advisor to the VINNOVA-Stanford Research Center of Innovation Journalism at the Stanford University, California. He advises the Center on Journalism and Media in Pakistan. Earlier he worked as the launching team of the Competitiveness Support Fund, the first joint venture initiative of the USAID and the Government of Pakistan.

Dr. Athar Osama – Director, Angle Plc, UK

Dr. Athar Osama is a senior Executive at ANGLE plc, UK where he looks after SME innovation, Clean Energy Business Incubation and Consulting projects focusing on Strategy, Policy, and Management Issues. His specialties include: Economic and Technology Policy; New Venture Creation, Entrepreneurship and Venture Capital; Economic Development in Emerging Markets; Technology, Innovation and R&D Management; Image Marketing, Investment Facilitation, and New Markets Entry Strategies; IT/ITES/BPO Strategies; Organizational Performance Management and Strategic Planning; etc. He has a PhD from RAND Corporation

Farrokh Captain – Chair, MITEFP

Mr. Farrokh K. Captain is a graduate of the Massachusetts Institute of Technology and Harvard University. After completing his Masters in Management and Chemical Engineering he worked as a Management Consultant with Arthur D. Little and established their practice in Pakistan. He has also led a major chemical manufacturing industry in Pakistan and been a director of Shell Pakistan Ltd and the American Business Council of Pakistan.

Azhar Rizvi – Vice Chair, MITEFP

Mr. Azhar Rizvi is the CEO to TAN Fund America, Director Cambridge Advisors Network, Vice-Chair MITEFP and has been associated with the Information technology industry for almost two decades. During this period he has served at prestigious Multinational Organizations including NCR, AT&T and Unisys in Pakistan. He is the founding Director of THKS Technology Group & serves as the Group COO and Director. The THKS Technology Group is a consortium of three Technology companies with expertise in Software development, BPO, ICT Risk Assurance, Six Sigma, Human Capital Management, and CRM. Mr. Rizvi is an MBA from the University of Houston and M.Com from University of Karachi.

Jehan Ara – President, P@SHA

Jehan Ara is the President of the Pakistan Software Houses Association for IT & ITES (P@SHA). During her tenure she was responsible for developing the P@SHA brand and for creating linkages between P@SHA and local and international partners. Jehan has 29 years experience in Marketing, Communications and interactive New Media in Hong Kong, the Far East, the UAE and Pakistan. She is a motivator, an entrepreneur, a social activist and a strong propagator of extending the power and use of Information and Communication Technologies beyond pure traditional business, to empower and enable communities. She is a regular speaker at seminars and conferences and at colleges and universities across Pakistan and the region. She also writes for various industry publications. As President P@SHA Jehan was one

of the key people behind the launch of the Startup Insiders initiative which brings new graduates and young entrepreneurs in contact with seasoned and experienced entrepreneurs. SI sessions are held in Karachi, Lahore and Islamabad every month. Policy Advocacy through the use of cutting edge technology is one of Jehan Ara's passions. The P@SHA ICT Awards, the P@SHA Career Expo, the P@SHA Startup Insiders Sessions and the CIO Pakistan Webstudio "d2In the Line of Wire" d3 webcasts are some of the current P@SHA initiatives that Jehan is spearheading.

Monis Rehman – CEO, Naseeb Networks

Monis Rahman is the Chairman and CEO of Naseeb Networks, Inc., a Silicon Valley new media company with offshore offices in Lahore, Karachi and Islamabad. Mr. Rahman has founded and run several companies ranging from Internet startups to chip design consultancies. He has raised venture capital for two Internet startups in Silicon Valley, and has nine patents to his credit. Mr. Rahman started his career at Intel Corporation where he was a key member of Intel's microprocessor design team. He completed his undergraduate degree in Electrical and Computer Engineering from the University of Wisconsin - Madison and did graduate work at Stanford University in Computer Engineering. He has been featured by numerous magazines and newspapers including CNN, InfoWorld, Red Herring, Infoweek, The Chicago Tribune, The Miami Herald, The Oakland Tribune, The San Francisco Chronicle, and Spider.

Musadik Malik – Managing Director, Boston Innovation Partners

Dr. Malik is the Managing Director of Boston Innovation Partners. He has extensive international experience in social sector reform, economic transformation, and innovation related public policy / strategy. He has served as an advisor to government bodies in North America, Middle East and South Asia. He has led major projects such as the higher education strategy; industrial manufacturing development strategy; knowledge-based industrial clusters strategy; national labour reform strategy; national judicial reform strategy all for Saudi Arabia; national innovation and research strategy; sector-specific innovation strategies all for the Sultanate of Oman; science and technology based economic transformation strategy for the Government of Puerto Rico; human development strategy for Pakistan; and industrial strategy for the Bahrain. He has also provided advise to global leaders such as Crown Prince of Bahrain; Ministers / Deputy Ministers of Saudi Arabia; Cabinet members in Oman; the Secretary General of the Research Council - Oman; the Minister of Industries and Commerce - Bahrain; the COO of the EDB - Bahrain; and the Governor of Puerto Rico. Until recently, Dr. Malik served as the Vice President and Regional Director of CRA International. He has previously worked at Arthur D. Little (USA) and SRI International (USA). Dr. Malik has previously served as the Chief of Staff of the President's Task force for Human Development and CEO of the National Commission for Human Development and Pakistan Human Development Fund. He has also served as the World Bank and European Commission's consultant for social sector reforms. He obtained Ph.D. and M.S. in Healthcare Administration and Policy; and MBA from the University of Illinois.

Naeem Zamindar – CEO, Zamindar Capital

Naeem Zamindar is the CEO of Zamindar Capital, previously he was the Head of Strategy & Business Development at Mobilink. Naeem Zamindar has been involved in entrepreneurial activities as an entrepreneur, venture capitalist and is currently running the strategy and business development role for the most successful technology company in Pakistan, Mobilink. He is also a contributing author for the defining book on entrepreneurship published by TIE, "The Last Mile" - on how to build a winning company. Naeem has been involved in starting up and building Mobilink. Naeem holds a MBA from INSEAD, was Certified as a Public Accountant from the State of Washington, and received a BBA from University of Texas at Austin.

Parvez Iftikhar – CEO, USF (Universal Service Fund)

Parvez is the CEO of USF (Universal Service Fund) that is responsible for disbursement of Universal Service Fund to spread telecom services to unserved/under-served areas of Pakistan, where the privately owned Telecom Operators hesitate to invest. Previously Parvez worked in Siemens in the telecom areas as executive director, to manager and at various other positions. He got MBA from Carnegie Mellon University and BS from UET Lahore.



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Dr. Qasim Sheikh – CEO, National R&D Fund

Dr. Qasim is the CEO of the National R&D Fund which is promoting high value and innovative Research and Development in the ICT field. Previously he worked as a Professor in FAST-NUCES, CresSoft, and with Cray Research as Senior Applications Analyst developing optimized solvers for large dense and sparse linear systems of equations and integrated these solvers in software for simulation of physical phenomena like oil reservoir simulation, semiconductor device simulation etc. Dr. Qasim Sheikh got PhD in Computer Science from the University of Illinois at Urbana-Champaign.

Shahzad Qasim – Founder & CEO, Creative Energy Resources, UAE
Shahzad is currently the CEO of Creative Energy Resources (CER) which acquires and manages a number of power plants in the Middle East and Pakistan. He has extensive experience of establishing power/energy related organizations and power producing plants. CER has acquired UCH Power in Baluchistan which is a 400MW gas fired plant. Previously he has worked at AES Corporation, USA as EVP and President, Europe, CIS & Africa. He was responsible for operations and business development in Europe, CIS and Africa, a business with revenues of \$1.4 billion, 12,000 MW of generation and three distribution companies. He also worked at McKinsey. He did MS from University of Pennsylvania and BS from NED.

Sohail Wajahat – CEO Siemens Pakistan

Sohail Wajahat Siddiqui heads Siemens Pakistan Engineering Company Limited as its Managing Director & Chief Executive Officer. He has been awarded with gold medals and scholarships thorough out his life and his crowning achievement is the Sitara-e-Imtiaz. He was the president of the YPO, Management Association of Pakistan, and OICCI. He is the chairman at the Red Crescent Society.

Usman Ismail – Executive Vice President, Lewtan Technologies, Inc.
Usman joined Lewtan in 1986 as VP Sales and Marketing. Currently he is responsible for global sales and business development. Mr. Ismail has 20+ years of experience in the financial services industry. Prior to joining Lewtan, Mr. Ismail was VP of Marketing and Sales at DST Belvedere, a Portfolio Management Systems supplier. Prior to that he has held management positions as President and CEO of AimTech, a multimedia company, Executive Vice President at Money Management Systems and Senior Vice President for New Business Development and Strategic Planning at Automatic Data Processing (ADP). Mr. Ismail holds a Bachelor of Science in Naval Architecture from MIT and an MBA from Columbia University.

Yusuf Jan – CEO, Mixit Technologies

Yusuf is the CEO of Mixit Technologies that is focusing on equity trading products for the US financial markets. He is the Co Founder and EVP, head Global Development of Mixit Inc. Previously he worked as CEO Real RFS, Manager Operations/Finance/Audit MTA New York City Transit, Audit Manager New York City Comptrollers Office. He is a graduate of Columbia University, USA.

Zafar Khan – CEO, Sofizar

Zafar is the CEO of Sofizar which is an e-ticketing company. He a performance Internet Based Marketer and Entrepreneur, who has bootstrapped his company to a multimillion \$ business per year. Sofizar is aggressively pursuing a very rapid growth path with its excellent team and a great track record since its inception in April, 2004. In FY 2007, Sofizar is had over \$10 Million in sales and a 800% growth rate. Sofizar's excellence was recently recognized by its recent signing of a deal with one of the largest telecom companies, Korea Telecom. Sofizar also won the prestigious MIT business acceleration plan competition for the year 2007, due to its track record, business plan innovation and growth prospects. Consequently, Sofizar is honored to have two members of MIT Sloan School faculty and one member of Berkeley Haas Business School faculty on its board of advisors. Zafar is a graduate of California Institute of Technology, USA

Dr. Zahir Ali Syed – Co-Chair, MITEFP

Dr. Zahir Ali Syed, is Co-Chair of MIT Enterprise Forum of Pakistan that is trying to build the entrepreneurial eco-system of Pakistan, CEO of Cambridge Advisors Network, a consultancy firm, Director Tech Angels Network which aims to provide funding to entrepreneurs. He is also Chairman of Avanza Solutions, Pakistan; an international software organization. Previously he was a Board Member of National ICT R&D Fund, the Director of Karachi Institute of Information Technology and helped establish and manage the ABM Group of Companies. He has a PhD in Electrical Engineering, from University of Southern California (USC) and Stanford University and MS in Electrical Engineering from Massachusetts Institute of Technology (MIT).

Zubair A. Faiz – Executive Director, Information Technology Group HCSC – BlueCross USA

Zubair Faiz is a seasoned senior IT executive with 15 years of experience spanning the Telecom, IT Services and HealthCare Industry. He is the Executive Director of the Information Technology Group for Health Care Service Corporation (HCSC), which owns and manages Blue Cross Blue Shield of Texas, Oklahoma, New Mexico and Illinois. As a combined organization it serves 10 million members with annual sales of more than \$16B. Zubair holds a BS in Computer Science. He also serves on the board of two IT services firms.

Registration Fee: **Rs. 6,500/-** per participant (**Every 4th participant from the same organization is Free**)
Includes Lunch, Refreshments and Business Networking & MITEFP Certificate, signed by Kenneth P. Morse

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MITEFP

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