

MARC

Hallmark of Quality!

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MANTECH & ARC'S NEWSLETTER – 1st Edition

Volume # 01, Issue # 01

EDITOR'S NOTE

We have been receiving lots of suggestions from our clients to start **MANTECH & ARC**'s official newsletter, where we can give a snapshot of our latest news about our current and upcoming services/development programmes.

MANTECH & ARC is gradually evolving as a multinational firm that is exploring new dimensions in corporate and business worlds realistically endowed with abundant work opportunities. We believe in sharing the real understanding of the corporate world, where we can help the leaders to actually visualize a shared vision and develop their organizations' strengths accordingly. We believe in people as the core asset of every organization and for that we facilitate every organization to nurture this asset effectively and utilize it fully.

MARC as '*Hallmark of Quality*' indicates; how to acquire, develop, and sustain human aspects of an organization effectively. We have been offering value added practices and our innovative approaches have successfully created niches for organizations and individuals both. Side by side, through our services/development programmes, we capacitate every individual to develop and align his/her own "career horizon" with the organizations' key objectives. Lately, our contribution in social and development sector has increased manifold where our focus is to uplift the marginalized communities through developing their skills and creating opportunities for the livelihood.

I would like to congratulate **MANTECH & ARC**'s team for the successful launch of the HALAL technical wing that will start its services soon in collaboration with national and international business alliances.

Hifs a Ashraf

MANTECH MEDIA NEWS

In Partnership with ITC's Enterprise Competitiveness Section, (UN&WTO), Geneva, Switzerland, **MANTECH & ARC** is offering International Modular Trainings in (Value) Supply Chain Management & Purchasing.

In Partnership with Islamic International University, **MANTECH & ARC** is offering Project Management Professional (PMP)-5TH batch.

HIARC-Halal Technical Wing is offering HALAL food certification programmes and HALAL food auditing in Pakistan.

Online Personality Assessment Test for career planning and development will soon be available on **MANTECH & ARC**'s official website.

Explore Your Careers in the International Market

INTERNATIONAL ACCREDITED CERTIFICATION IN SUPPLY CHAIN MANAGEMENT & PURCHASING

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International Islamic University, Faisal Masjid Campus Islamabad.

Career Development through Supply Chain Management Programme

MANTECH & ARC as HALLMARK OF QUALITY!

My working experience with national and foreign companies and my interaction with people from different parts of the world, working in different capacities in equally diverse sectors, brought me to the conclusion that the success and quality of the organizations as well as nations depends on the following:

- ✚ Their vision;
- ✚ Their capacity to translate that vision into objectives;
- ✚ Their operative systems' capability to generate and sustain the requisite processes and functions; and
- ✚ Their Human Resources to enable achieving success and ensuring quality.

It is a known fact that a viable and vibrant system can ensure sustainable growth and progress. Irrespective of the nature of work, organizations in particular will only survive if their system enables them to become learning organizations.

The diversity of human resources presents immense opportunities of growth and development. Every individual is an entity within a system. Failure to understand the uniqueness of this entity would mean the loss of a great opportunity to systematically channelize their energies, and create synergies with the strategic goals and objectives. Organizations, institutions, companies, corporations and nations need to develop the immense resources that humans offer if they want to survive and succeed in today's competitive world.

This realization was the trigger point that helped me conceive MANTECH & Alternative Resources Centre. While MANTECH signifies and operates in the sphere of Management and Technology; ARC acts as the third party interventionist and discovers the impediments to "Systemic Growth" and effective utilization of the "Human Resources", thus providing integrated solutions by presenting "Alternative Resources". These interventions help organizations to develop and grow with quality.

Dr. Hamid Rafiq Khattak
Chairman & Editor in Chief

ITC GLOBAL ROUNDTABLE, SWITZERLAND

Dr. Hamid Rafiq Khattak attended ITC global roundtable that was held on April, 2009 in Geneva, Switzerland. The main objective of this conference was to develop and promote IPSCM-Modular Learning Programmes world over through ITC network partners. Dr Hamid Rafiq Khattak also attended the executive meetings where he discussed strategic issues and business opportunities based on IPSCM-Modular learning programmes. He also introduced many supply chain professionals in Pakistan, who are working in different organizations. He also discussed the distance learning programme of IPSCM where many candidates get connected with SCM programme through e-learning system.



ITC GLOBAL ROUNDTABLE, KENYA

ITC regional roundtable was conducted in Kenya on modular learning system in supply chain management and purchasing on April 2010. MANTECH & ARC's Chairperson Dr. Hamid Rafiq Khattak was specially invited to share the "Success Story" of MANTECH&ARC. He shared the organizational and marketing strategies with the partner organizations that could enhance their market share and quality of the SCMP programme. Enterprise development and competitiveness was the main theme of his presentation. It was followed by a very interactive question answer session where participants discussed different aspects of enterprise development and competitiveness in Asia.



Value Chain Management vs Supply Chain Management

The Value Chain concept was developed and popularized in 1985 by Michael Porter, in “Competitive Advantage,” a seminal work on the implementation of competitive strategy to achieve superior business performance. Porter defined value as the amount buyers are willing to pay for what a firm provides, and he conceived the “value chain” as the combination of nine generic value added activities operating within a firm – activities that work together to provide value to customers.

On the other hand, Supply Chain Management (SCM) emerged in the 1980s as a new, integrative philosophy to manage the total flow of goods from suppliers to the ultimate user, and evolved to consider a broad integration of business processes along the chain of supply. Keith Oliver developed an integrated inventory management process to balance trade-offs between his clients' desired inventory and customer service goals. The original focus was the “management of a chain of supply as though it were a single entity, not a group of disparate functions,” with the primary objective of fixing the suboptimal deployment of inventory and capacity caused by conflicts between functional groups within the company. SCM evolved quickly in the 1990s with the advent of rapid response initiatives in textile and the growing interest in value chains began with Porter’s seminal work, “Competitive Advantage,” and has increased ever since. In Industrial Engineering, however, the primary focus has been on achieving operational efficiency—leading to a focus on production operations and supply chains.

There are a number of significant trends that are now driving the need for operations oriented analysis from a value chain perspective. These include:

- Increasing competition and an increasing focus on innovation as an element of strategy
- Evolving governance models for the extended enterprise
- The trend towards globalization of supply and production
- Benefits already wrung out of manufacturing and the supply chain
- Trends in Management Discourse

Highlights from: Value Chains vs Supply Chains by Andrew Feller, Dr. Dan Shunk, and Dr. Tom Callarman (March, 2006)

ONE DAY TRAINING ON PROCUREMENT MANAGEMENT

One day in-house training programme was conducted on “Procurement Management” by MANTECH & ARC. Our eminent SCM trainer, Mr. Ishtiaq Alam highlighted value chain procurement policies that govern the choice of suppliers, products and the methods and procedures that are going to be used to communicate with their suppliers. The training programme also focused on the procurement management knowledge area includes processes that are used to manage what to procure, where to procure, and when to procure.



INTERNATIONAL MODULAR TRAININGS IN (VALUE) SUPPLY CHAIN MANAGEMENT & PURCHASING

In partnership with, International Trade Centre (WTO & UN), Geneva, Switzerland, MANTECH & ARC is offering international modular trainings in (value) supply chain management & purchasing. We have successfully conducted five SCM training batches including distance learning programmes. More than 500 trainees have been trained in the field of supply chain management & purchasing. At institutional level, we have developed a number of SCM professionals, who are being consulted by the multinational organizations regularly.



Concept of Halal and Haram Food in Islam

Islam teaches us as cleanliness is half our faith. There are number of verses that place the significance of cleanliness up to the highest level. Cleanliness brings quality assurance and for that Islam guides us through clear Islamic laws. These laws are broadly described in both Holy Qur'an and Shari'a for dealing with different matters of life.

The Arabic term 'Halal' means permissible while 'Haram' is considered as prohibited. The Islamic concept of Halal and Haram food is also clearly described in Holy Qur'an. As Qur'an says:

“O’ mankind! Eat of that which is lawful and wholesome in the earth, and follow not the footsteps of the devil. Lo! he is an open enemy for you (Al-Baqara-168).”

There are number of verses that not only indicate Halal and Haram food but also explain dietary laws. Overall, the following categories are considered Haram (prohibited) in the Holy Qur'an:

- Carrion or dead animals
- Swine/Swine products
- Animals slaughtered without invoking the name of Allah or invoking other names except Allah
- Flowing or congealed blood
- Animals killed or slaughtered without any proper drainage of blood from their bodies.
- Intoxicants including alcohol and drugs
- Carnivorous animals with incisor/fangs
- Birds especially predators with sharp claws
- Amphibians/reptiles-cold blooded animals

Scientifically, the significance of Halal food practices for quality assurance espouses:

- To provide health safety and security
- To ensure maximum survival
- To preserve healthy future generation
- To maintain integrity and ensure compliance
- To ensure quality of food
- To enhance mental or spiritual well-being



HIARC-Halal International Assurance and Research Centre



MANTECH & ARC has launched its Halal technical wing “HIARC” that will be primarily focused on Islamic dietary laws as increasingly acceptable and are becoming international benchmark for quality assurance and authenticity of healthy food on Halal food products and services. HIARC’s major services presently encapsulate:

- 1. Halal Certification:** Halal certification covers the basic Islamic knowledge of Halal and Haram; Halal principles and guidelines for food, slaughtering, processing and consumption. For precise and comprehensive details of Islamic laws, PS Halal food standards manual was developed.
- 2. Halal Auditing:** Halal auditing is based on Halal Critical Points (HCPs) that helps to analyze the critical control points for assuring Halal integrity by plugging the loops at potential hazard points throughout the food chain process. For this purpose, certified Halal food auditors are required to check the critical controls points (CCPs) to overcome gaps in Halal food chain.
- 3. Halal Hub:** Halal hub is a social network that enhances the capacity building of Halal food businessmen, professionals, personnel, and consumers. The basic goal of Halal hub is to provide a platform for the promotion and development of Halal products and services through meetings, seminars, conferences, and exhibitions etc.

Project Management Professional-Training Workshops

Project Management Professional training workshop is a regular feature of MANTECH & ARC. We have successfully conducted three batches of PMP in collaboration with International Islamic University, Islamabad. Our trainees were from different corporate backgrounds and appreciated well our services and faculty of these training workshops. Besides training, MANTECH & ARC also initiated the brainstorming sessions, where trainees share their work experiences and discuss different project related issues with PMP experts. On monthly basis, we offer regular advisory sessions on Project Management Professional that facilitate trainees to develop the basic understanding of PMBOK for the preparation of PMI final exam.



Training Hall



Project Management Professional (Batch-1)



Project Management Professional (Batch-2)



Project Management Professional (Batch-3)



Success Key of Project Management

PMP

Project Management Professional

Institute of Professional Development- International Islamic University, Islamabad is offering PMP Training Programme in collaboration with MANTECH-ARC, which is a partner organization of International Trade Centre-a technical joint agency of United Nations and World Trade Organization, Geneva, Switzerland.

7 Days Training (Evening + Weekend)

WORKSHOP CONTENTS Topics covered will include

- Phases of Project Life Cycle
- Project Screening Exercise
- Scheduling GANTT Charts
- Organization Breakdown Structure
- Project Leadership
- Cost Time Trade off
- Project Initiation & Selection
- Work Breakdown Structure
- Critical Path Method (CPM)
- Resolving conflicts in project teams
- Risk Management
- Controlling Change in Scope

Earn 35 PDUs From PMI (USA) Certified PMP Trainers

WORKSHOP BENEFITS

- After completion of the workshop, the participants will be able to:
- Understand issues in each phase of project life cycle.
 - Develop necessary analytical skills to successfully select, design, Implement, control and terminate projects of varying complexities.
 - Appreciate complex human issues in project management, and develop management skills necessary to resolve these issues.

SPECIAL DISCOUNT FOR UNIVERSITY STUDENTS & CORPORATE GROUP



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EXPLORE

YOUR SELF...EXPLORE A
SUCCESSFUL
CAREER!

We can help you achieve what you have desired for Through world renowned personality type assessment

Find out your PERSONALITY TYPE and know how it can help you in communicating with people, planning your future, clarity of career goals and even getting to know yourself better.

OBJECTIVES

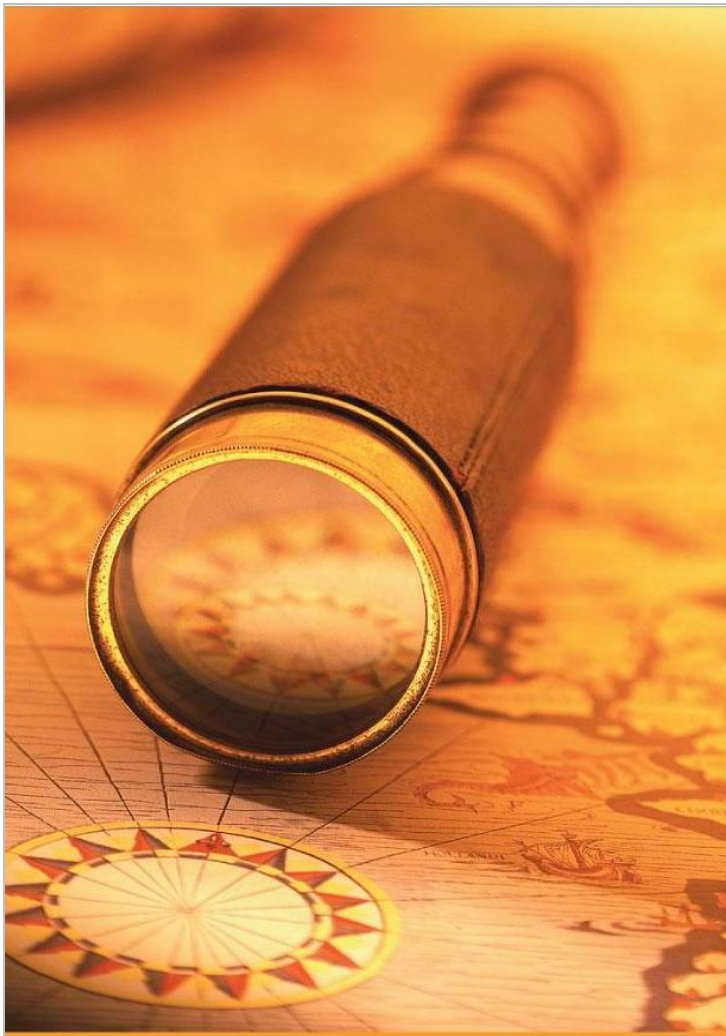
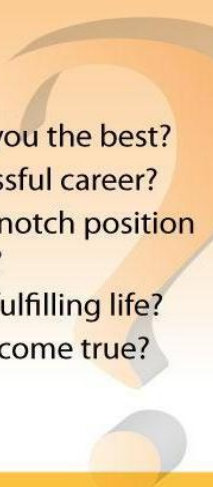
- It can help you select a career field that is a good fit for your personality make-up.
- It can increase your awareness of your learning style so you can better benefit from career related education.
- Understanding your personality preferences can help you better manage Job Challenges that inevitably raise their ugly heads during the course of a career.
- Knowing your Personality Type, and especially knowing the kind of detailed information that personality assessment report can provide, will aid you in a job search, both in marketing yourself and in evaluating opportunities that arise.

BENEFITS

- Join the millions worldwide who have benefited from taking this personality assessment test.
- Get your results online along with your own personality interpretation.
- Know the job and career that suits you the best.
- Take control of your goals and your future by understanding your personality preferences .

For Further Details, Please Visit Our website:
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EXPLORE

YOUR SELF...EXPLORE A
SUCCESSFUL
CAREER!

- Do you know what job suits you the best?
- Do you want to have a successful career?
- Do you want to reach the top notch position in the shortest possible time?
- Do you know how to have a fulfilling life?
- Do you want your dreams to come true?

CA/ACCA/FIA

MANTECH & ARC through its Institute of Professional Development is very shortly going to offer ACCA, FIA, and CA based on hands on experience approach focused on enhancing professional skills that the industry demands.

Online Psychological/Personality Tests

MANTECH & ARC is now introducing online personality assessment programme that will be based on detail analysis of your personality type and suitable careers for future. This assessment will also help in understanding your work and personal relationship and bring awareness of how to improve your communication skills in order to deal with others effectively.

HIARC Training and Auditing Programmes

HIARC-Technical wing of MANTECH & ARC has started its services and Halal Hub activities in Pakistan. Initially, we will start the awareness campaign by conducting surveys through online poll. For that purpose, we are going to introduce online polling system on MANTECH & ARC's official website.

Halal food training and auditing programmes will be announced shortly through our official website.

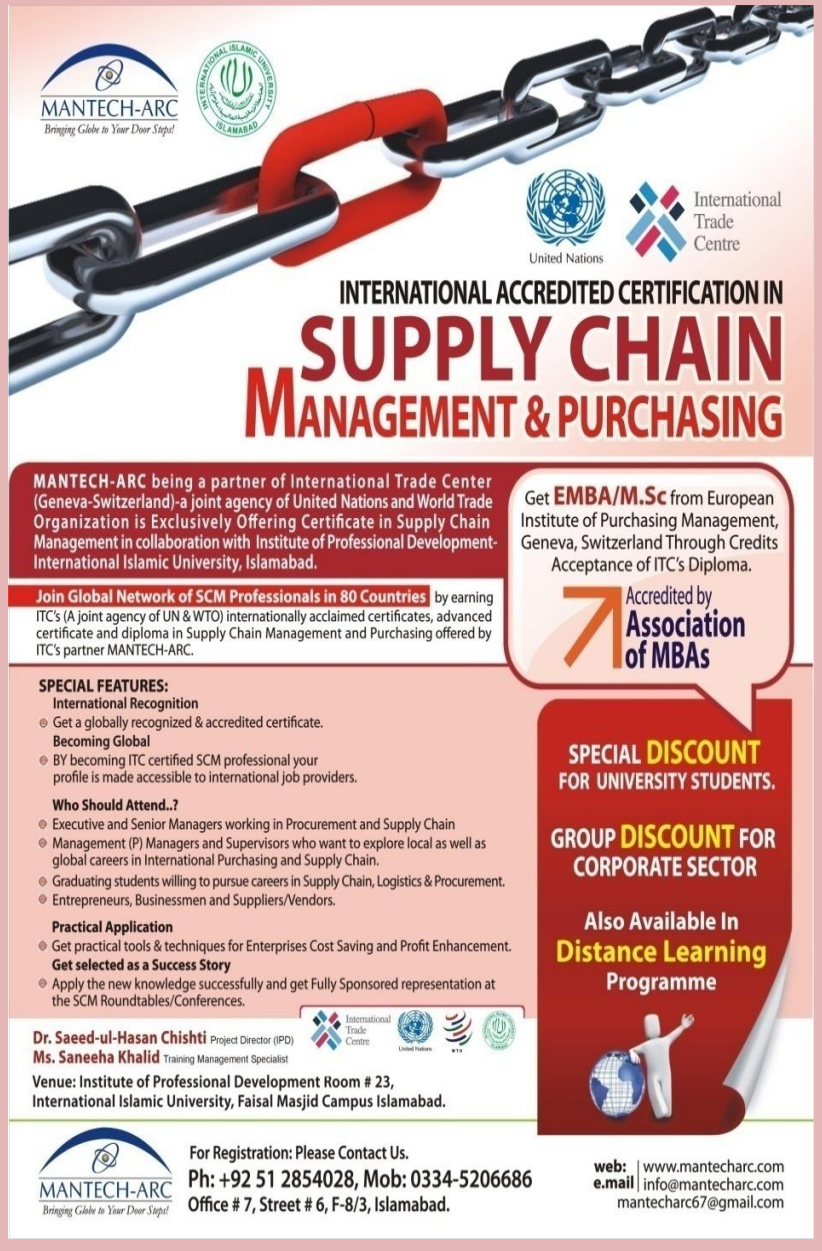
Project Management Professional Training Workshop

Project Management Professional Training Workshop is a regular feature of MANTECH & ARC. We are going to conduct our 5th PMP training workshop from the 3rd of October, 2011. Along with training sessions, we also facilitate trainees to join our brainstorming sessions where they can share their project related issues with one another and with trainers. In this session, Our PMI certified trainers also share important guidelines related to preparation of PMI final exam, projects handling, and career development opportunities in project management field.

Supply Chain Management-ITC

International Online Examination of SCM-Modular Learning Programme

MANTECH & ARC shall shortly be offering international online examination for its regular international programme in Supply Chain Management and Purchasing in collaboration with ITC-WTO&UN. Details will be available soon on our official website.



MANTECH-ARC being a partner of International Trade Center (Geneva-Switzerland)-a joint agency of United Nations and World Trade Organization is Exclusively Offering Certificate in Supply Chain Management in collaboration with Institute of Professional Development-International Islamic University, Islamabad.

Get **EMBA/M.Sc** from European Institute of Purchasing Management, Geneva, Switzerland Through Credits Acceptance of ITC's Diploma.

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Also Available In **Distance Learning Programme**

SPECIAL FEATURES:

- International Recognition
- Get a globally recognized & accredited certificate.
- Becoming Global
- BY becoming ITC certified SCM professional your profile is made accessible to international job providers.

Who Should Attend..?

- Executive and Senior Managers working in Procurement and Supply Chain
- Management (P) Managers and Supervisors who want to explore local as well as global careers in International Purchasing and Supply Chain.
- Graduating students willing to pursue careers in Supply Chain, Logistics & Procurement.
- Entrepreneurs, Businessmen and Suppliers/Vendors.

Practical Application

- Get practical tools & techniques for Enterprises Cost Saving and Profit Enhancement.

Get selected as a Success Story

- Apply the new knowledge successfully and get Fully Sponsored representation at the SCM Roundtables/Conferences.

Dr. Saeed-ul-Hasan Chishti Project Director (IPD)
Ms. Saneeha Khalid Training Management Specialist

Venue: Institute of Professional Development Room # 23, International Islamic University, Faisal Masjid Campus Islamabad.

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